



DEPARTMENT OF SOCIAL SCIENCES INTERNATIONAL NEGOTIATION

15 credits

Course code: 2FK007



This course is designed to give students:

1. An introduction to key questions and concepts in the study of international negotiations.
2. An understanding of how different factors and contexts influence the negotiation process and its outcome.
3. An overview of different actual cases of international negotiation concerning conflict, peace and security (broadly defined), and the ability to analyze independently such cases using theories or concepts commonly applied in the field.
4. A limited hands-on feel for the complexity of conducting international negotiations, using simulations and games.

Upon completion of the course, students are expected to be able to:

- *Identify, independently and creatively, problems and questions concerned with international negotiation in both scholarship (research) and practice.
- *Integrate, critically and systematically, different perspectives on international negotiation in their own analyses of particular cases and problems.
- *Formulate their own well-founded positions on questions regarding international negotiation; e.g. political and ethical standpoints regarding the appropriate uses, advantages and limitations or pitfalls of negotiation as an instrument and as a practice.

CONTENT:

The course provides an overview of negotiation theories and practices of international importance – bilateral, regional and multilateral. The emphasis is on different approaches to understanding what drives negotiation process and explains the outcome. Negotiations of international significance are today conducted not only between individual states, but also within and beyond them. They concern not only tangible matters such as diplomatic relations, wars, and material resources but also identity issues, symbols, rules and norms, and regime and relationship building for cooperative ventures and conflict prevention. In brief, negotiation has become the most widely used means of conflict management, rule making and decision-making in international affairs. At the same time negotiation practice itself is undergoing much change with changing patterns of conflict and intervention, new urgent issues on the global agenda, new actors and new emerging norms.

IMPACT AFRICA EDUCATION FOUNDATION

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COURSES:

Part I: Overview of Basic Concepts and Actors

: The Process and Context of Negotiation

: Explaining Specific Cases of Negotiations

: Simulations and Games

PART II: Basic Human Rights & Global Human Rights Crisis

: Peace and Conflict Resolution

: Public Relations

PART III: Leadership Studies

: Anger Management

: Effective Negotiation

