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## CONFLICT, MANAGEMENT, NEGOTIATION AND MEDIATION in Spring 2021 (PO5002C)

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|-----------------------|--------------------------------------------------------------------------------|-------------------------|---------------------------------------|
| <b>Course Code</b>    | PO5002C                                                                        | <b>Professor(s)</b>     | , Simon Raiser                        |
| <b>Prerequisites</b>  | None                                                                           | <b>Office Number</b>    | N/A                                   |
| <b>Class Schedule</b> | F: 09:00-13:30 in Q-604<br>S: 10:00-18:00 in Q-604<br>W: 15:20-21:25 in Q-A101 | <b>Office Hours</b>     | n                                     |
| <b>Credits</b>        | 2                                                                              | <b>Email</b>            | bwarkalla@aup.edu,<br>sraiser@aup.edu |
| <b>Semester</b>       | Spring 2021                                                                    | <b>Office Tel. Ext.</b> | N/A                                   |

## Course Description

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### Content

In this module, we will give you an introduction into negotiation theory and train your practical negotiation skills. Methodologically, we rely on an active learning and participant-centred approach combining a theoretical and analytical basis with practical exercises, team work, group discussions and feedback.

The module includes short roles plays and longer simulation exercises highlighting different phases and aspects of negotiations in order to immerse the participants in “real” negotiation situations. The exercises are designed in a way that also allows participants to also gain experience with group dynamics, team cohesion and the role of timing and communication in negotiations.

There are many approaches providing practical advice to becoming a successful negotiator. We will introduce the most famous negotiation concept, the ‘Harvard method’. The participants will understand the concept’s central teachings through short practical exercises and feedback from the teachers and the rest of the group.

A special focus will lie on the distinctiveness of multilateral negotiations. These are the most common negotiation settings in public policy, especially on the international level. We will introduce (fictitious) negotiation cases from international politics and use them to practice **preparation**, informal pre-negotiations, chairing, coalition building, and other aspects of multilateral negotiations. We will also discuss and practice the specifics of negotiations in crisis negotiations.

### Technical instructions

We have tried to preserve the spirit of a course that usually is taught on site in a very interactive and people-oriented way, with lots of exercises and games in small groups, combined with phases of input and some class discussion. Not all of it can be replicated easily in an online setting, but we believe that we have found a good way of staying interactive and engaging.

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In this course, we will not use Teams. Instead, we will use **Zoom**, which many of you will already know. The reason is that while Teams is great for collaborating online generally, we have found Zoom to work much better for the special functions we need for our role plays and simulation games. In addition, we will use our own simulation game platform **Senaryon** in this course, as well as a digital whiteboard tool called **Mural**.

We have set up three Zoom meetings, a separate one for each day of class. We will be using **plan-politik's** premium account (end-to-end encrypted, data stays in EU unless you connect from out-side the EU).

## Course Learning Outcomes

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Refresh and deepen knowledge of framework of international criminal law.

Critically reflect on the role of politics in the context and work of the ICC.

Practice advocacy, including oral advocacy.

## General Education

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[PLEASE REMOVE THIS SECTION IF THE COURSE DOES NOT FULFILL ANY GLACC REQUIREMENT]

### GLACC

The Global Liberal Arts Core Curriculum (GLACC) degree requirements include the following categories of courses:

- Integrative Inquiry (coded CCI)
- Experiential learning (coded CCX)
- Research, Interpretation, and Writing (coded CCE)
- Digital Literacy and Communication (coded CCD)
- Disciplinary Research Methods and Writing (coded CCR)
- Quantitative Reasoning (coded CCM)
- Experimental Reasoning Course with Lab (coded CCS)
- Expression Française (coded FR)
- AUP Capstone (coded CCC)

This course can be used to fulfill the [INDICATE THE REQUIREMENT(S) FULFILLED BY THE COURSE] requirement and as such has the following learning outcomes:

[INDICATE THE GENERAL EDUCATION LEARNING OUTCOMES]

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## Course Outline

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### Schedule

Wednesday (15.20 – 21.25)

15.00 Arrival and technical check-up, informal coffee round  
15.20 Welcome and interactive introduction  
16.30 Break  
16.45 Bilateral negotiation exercise and debriefing  
17.20 Input: Basic negotiation theory (positional and interest-based negotiation) and discussion  
18.00 Break  
18.30 Exercise on interest-based negotiation  
19.45 Break  
20.00 Exercise on interest-based negotiation: Wrap-up in plenary  
20.30 Input and discussion: Personality types and negotiation  
21.25 End of day

Friday (09.00 – 13.30)

09.00 Discussion on negotiations in a crisis situation  
09.45 Simulation Game: "Panic on Board"  
10.00 Break  
10.15 Simulation game ctd.  
12.30 Break  
12.45 Debriefing  
13.30 End of day

Saturday (10.00 – 18.00):

10.00 Exercise and debriefing: A short introduction into multilateral negotiations  
11.45 Break  
12.00 Input on preparation and strategy in negotiations  
12.30 Simulation game: "Regional Cooperation in Southern Calypso"  
13.00 Break  
13.45 Simulation game ctd.  
15.30 Break  
15.45 Simulation game ctd.  
17.00 Break  
17.15 Debriefing and workshop evaluation  
18.00 End of module

## Textbooks

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This course doesn't have any textbook.

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## Attendance Policy

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Students studying at The American University of Paris are expected to attend ALL scheduled classes, and in case of absence, should contact their professors to explain the situation. It is the student's responsibility to be aware of any specific attendance policy that a faculty member might have set in the course syllabus. The French Department, for example, has its own attendance policy, and students are responsible for compliance. Academic Affairs will excuse an absence for students' participation in study trips related to their courses.

Attendance at all exams is mandatory.

IN ALL CASES OF MISSED COURSE MEETINGS, THE RESPONSIBILITY FOR COMMUNICATION WITH THE PROFESSOR, AND FOR ARRANGING TO MAKE UP MISSED WORK, RESTS SOLELY WITH THE STUDENT.

Whether an absence is excused or not is ALWAYS up to the discretion of the professor or the department. Unexcused absences can result in a low or failing participation grade. In the case of excessive absences, it is up to the professor or the department to decide if the student will receive an "F" for the course. An instructor may recommend that a student withdraw, if absences have made it impossible to continue in the course at a satisfactory level.

Students must be mindful of this policy when making their travel arrangements, and especially during the Drop/Add and Exam Periods.

## Grading Policy

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### Tasks

#### 1. The required-readings-check

Have you done your required readings thoroughly? Then this should not take you very long. We kindly request you to submit your answers the latest by Wednesday, 24 March. Please send your contributions via email to

info@planpolitik.de

Please keep your answers short and precise – i.e. not more than 100 words per question.

1. Please define "negotiation". What distinguishes negotiations from other forms of social interaction?

2. Please explain what "focus on interests, not positions" means according to the so-called Harvard method using an example of your own choice from a political, professional or even private context.

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3. Please pick one of the best practices in negotiation from Lewicki et al. 2007 and explain why and in which way you consider it important.

2. A short essay

In addition, we kindly ask you to choose one of the three questions below for a longer essay (max. 1,000 words) to be submitted by Sunday, 11 April.

1. In which ways are multilateral negotiations special? In what way do they require a distinct strategic approach? Please refer to the required readings where applicable.

2. Coming yourself from diverse cultural backgrounds, please discuss the thesis that national cultures produce distinct negotiating styles. True or false? Please refer to the required readings and use examples where appropriate.

3. What to do if the others don't cooperate? In what way can the Harvard Method be useful in this regard? Or do you agree with some of the criticisms directed at the concept?

In case of problems or questions, please contact us using [info@planpolitik.de](mailto:info@planpolitik.de).

Good luck!

Björn and Simon

## Other

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### Login instructions for Zoom

Wednesday

AUP Conflict Management and Negotiation, first day

24 March 2021, 03:20 PM Paris time

Enter meeting: <https://us02web.zoom.us/j/81950027933>

Meeting-ID: 819 5002 7933

Password: 240321

Friday

AUP Conflict Management and Negotiation, second day

26 March 2021, 09:00 AM Paris time

Enter meeting:

<https://us02web.zoom.us/j/84319460828?pwd=Y3U5Q09iWjNCZIRhaVINVnIibGZhQT09>

Meeting-ID: 843 1946 0828

Password: 260321

Saturday

AUP Conflict Management and Negotiation, third day

Time: 27 March 2021, 10:00 AM Paris time

Enter meeting:

<https://us02web.zoom.us/j/84253374206?pwd=M0xYL3o4c2lZb0FBUjlZZGExWHpudz09>

Meeting-ID: 842 5337 4206

Password: 270321

Please make sure to have a desktop computer or laptop, a headset and a stable internet connection. We also recommend using the Zoom app, as accessing the meeting via a browser is possible but sometimes not very reliable.

