

Course Syllabus

1. **Program of Study** Bachelor of Arts (Social Science)
Faculty/Institute/College Mahidol University International College
2. **Course Code** ICSO 370 **Course Title** Diplomacy and Negotiation
3. **Number of Credits** 4 (**Lecture / Lab**) (4-0)
4. **Prerequisite (s)** None
5. **Type of Course** Major elective of International Studies Concentration
6. **Trimester / Academic Year** Term 3, every other year

7. Course Description

The uses of Diplomacy and negotiation in resolving political and commercial disputes. The role and status of diplomats and negotiators. The question of political versus commercial issues. State - to - state relations, business - to - state relations, international business - state relations.

8. Course Objective (s)

- 1) To detail legal context to diplomacy.
- 2) To outline contemporary changes to diplomatic activity.
- 3) To understand and describe negotiated agreements.

9. Course Outline

Week	Topic		Instructor
	Lecture	Hour	
1	Introduction Viewing 13 Days	4	Hayes
2	Old and New Diplomacy <u>Case study</u> : War in Iraq	4	
3	Diplomatic laws, convention, and duties <u>Case Study</u> : Henry Kissenger	4	
4	International Negotiation 1 : structure, process, and outcomes	4	
5	International Negotiation 2 : Analysis of game theory, psychology, Organizational theory	4	
6	Modes of Diplomacy : bilateral, multilateral	4	
7	<u>Case Study</u> : Peace in the Middle East	4	
8	Summitry and informal groups	4	
9	Diplomatic contexts : mediation, crisis, bargaining, and conflict studies	4	
10	Non - state negotiation : UN and NGOs	4	
11	New Issues in Diplomacy : Environment, Human Rights, Aids, ICTs	4	
	Total	44	

10. Teaching Method (s)

Lecture and discussion.

11. Teaching Media

Texts, transparencies, videos.

12. Measurement and evaluation of student achievement

The standard scale of 90 - 100 = A, 85 - 89 = B+, 80 - 84 = B, etc. 60 is required to pass.

13. Course evaluation

Grading will be based on two in - class exams (45% each) and contribution to discussion 10%.

14. Reference (s)

- 1) Helen Leigh Pipard. "The Influence of Informal Groups in Multilateral Diplomacy."
Jan Melissen, ed. *Innovations in Diplomatic Practice*. Houndsmill : MacMillan, 1999.
- 2) Mark Leonard. "Diplomacy by Other Means." *Foreign Policy* Sept. 2002, 48 - 56.

15. Instructor (s)

Mike Hayes

16. Course Coordinator

Eugene Jones