

Faculty of Political Science / INTERNATIONAL RELATIONS / Diplomatic Negotiation

Course:	Diplomatic Negotiation			
Course ID	Course status	Semester	ECTS credits	Lessons (Lessons+Exercises+Laboratory)
4322	Mandatory	1	6	2+1+0
Programs	INTERNATIONAL RELATIONS			
Prerequisites	No prerequisites required.			
Aims	Learning basic approaches, methods and techniques of diplomatic negotiation			
Learning outcomes	After passing this exam students will be able to: - define the concept of international negotiations, possibilities of settling disputes peacefully and using diplomatic skills; - examine existing knowledge and information on negotiation and mediation and apply them in order to find common interest, consensus and settle disputes; - analyze case studies in various types of negotiations (financial negotiations, negotiations on disarmament and arms control, negotiations on secession/succession, state borders, negotiations with terrorists, negotiations within international organizations) - recognize the most important methods and techniques and apply the most convenient of them in specific situations - explain the significance of diplomatic mediation in international conflicts.			
Lecturer / Teaching assistant	Saša Knežević, PhD, Associate Professor, Todor Lakić, teaching assistant			
Methodology	Lectures, exercises, consultations, tests, simulations			
Plan and program of work				
Preparing week	Preparation and registration of the semester			
I week lectures	Introductory lecture			
I week exercises	Introductory class, presentation of course obligations			
II week lectures	Negotiation and other means of resolving international disputes			
II week exercises	Discussion on Peaceful Dispute Resolution and Polar Structures in International Relations			
III week lectures	Preventive diplomacy			
III week exercises	Discussion on preventative diplomacy			
IV week lectures	Multilateral diplomacy - conference negotiations			
IV week exercises	Discussion of the 2019 G7 Summit.			
V week lectures	Summits			
V week exercises	Discussion of the Putin-Trump Summit, Helsinki, 2018			
VI week lectures	Peace conferences			
VI week exercises	Secret diplomacy, Shuttle diplomacy, alibi diplomacy			
VII week lectures	Structure of negotiations			
VII week exercises	Discussion on diplomatic settlement of border disputes			
VIII week lectures	Third party intervention			
VIII week exercises	Test			
IX week lectures	Methods of negotiation			
IX week exercises	Diplomacy of subnational entities (regions), paradiplomacy			
X week lectures	Developing negotiation skills			
X week exercises	Environmental negotiations			
XI week lectures	Process of negotiation, language in diplomacy			
XI week exercises	Make-up test			
XII week lectures	Secret diplomacy, shuttle diplomacy, alibi diplomacy,			
XII week exercises	Trade negotiations			
XIII week lectures	Resolving border disputes, negotiations on dissolution, succession and reunification of countries, environmental negotiations			
XIII week exercises	Negotiations with terrorists			

ECTS catalog with learning outcomes
University of Montenegro

XIV week lectures	Negotiations on European integration, trade, financial and debt negotiations.					
XIV week exercises	Case: Secret Treaty between Serbia and Austria-Hungary, London Treaty 1915)					
XV week lectures	Arms control negotiations, negotiations with terrorists					
XV week exercises	TCase recapitulation and exam preparation (Case Study: Dayton Negotiations)					
Student workload	Per week 6 credits x 40/ 30 = 8 hours Structure: 2 hours of lectures 1 hour of exercises 5 hours of individual work Per semester Lectures and final exam (8 hours) x 16 = 128 hours Necessary preparation (administration, enrollment, verification before the beginning of the semester): 2 x (8 hours) = 16 hours Total workload for the course 6x30 = 180 hours Additional work: for preparation of make-up exam and taking make-up exam 0-48 hours Structure of working hours: 128 hours (Lectures)+16 hours (Preparation)+36 hours (Additional work)					
Per week			Per semester			
6 credits x 40/30=8 hours and 0 minuts 2 sat(a) theoretical classes 0 sat(a) practical classes 1 excercises 5 hour(s) i 0 minuts of independent work, including consultations			Classes and final exam: 8 hour(s) i 0 minuts x 16 =128 hour(s) i 0 minuts Necessary preparation before the beginning of the semester (administration, registration, certification): 8 hour(s) i 0 minuts x 2 =16 hour(s) i 0 minuts Total workload for the subject: 6 x 30=180 hour(s) Additional work for exam preparation in the preparing exam period, including taking the remedial exam from 0 to 30 hours (remaining time from the first two items to the total load for the item) 36 hour(s) i 0 minuts Workload structure: 128 hour(s) i 0 minuts (cources), 16 hour(s) i 0 minuts (preparation), 36 hour(s) i 0 minuts (additional work)			
Student obligations			Students are required to attend lectures, exercises and do the tests.			
Consultations			In agreement with the professor.			
Literature			Literature: Kovačević, Živorad - Međunarodno pregovaranje, Filip Višnjić, Beograd, 2004. Additional literature: B. Janković, Diplomacija, Beograd 1988; R. Vukadinović, Politika i diplomacija, Zagreb, 2004; S. Nick, Diplomacija, Zagreb 1999; Dž.R.Beri			
Examination methods			test: 30 points Excercises - 20 points Final exam - 50 points			
Special remarks			None.			
Comment			None.			
Grade:	F	E	D	C	B	A
Number of points	less than 50 points	greater than or equal to 50 points and less than 60 points	greater than or equal to 60 points and less than 70 points	greater than or equal to 70 points and less than 80 points	greater than or equal to 80 points and less than 90 points	greater than or equal to 90 points