

Tamkang University Academic Year 107, 2nd Semester Course Syllabus

Course Title	INTERNATIONAL NEGOTIATION	Instructor	BIEDERMANN REINHARD PETER
Course Class	TRDXB3A DEPARTMENT OF DIPLOMACY AND INTERNATIONAL RELATIONS (ENGLISH-TAUGHT PROGRAM), 3A	Details	<ul style="list-style-type: none"> ◆ Selective ◆ One Semester ◆ 2 Credits
D e p a r t m e n t a l A i m o f E d u c a t i o n			
<p>To provide students with an understanding of the major theories in diplomacy & international relations and to equip students with practical skills and help them become outstanding members of the diplomatic and international relations community.</p>			
D e p a r t m e n t a l c o r e c o m p e t e n c e s			
<ul style="list-style-type: none"> A. Every student will process essential understanding of theories of international relations. B. Every student will have primary perception of current international issues. C. Every student will become capable of Independent thinking and information processing to further improve international relations. D. Every student will process essential knowledge of participation in governmental & non-governmental affairs. E. Every student will display high-level competence in English. 			
Course Introduction	<p>International negotiations are an important part of international politics and take place bilaterally, multilaterally, and in international organisations. This course introduces into basic concepts, theories, methodologies to analyze international negotiations using sound tools of international relations and related disciplines. Theory will be connected to practical examples in each class and analysed during class in interaction with the instructor.</p>		

The Relevance among Teaching Objectives, Objective Levels and Departmental core competences

I. Objective Levels (select applicable ones) :

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|-------------------------|-------------------------------------|---------------------------|
| (i) Cognitive Domain | : C1-Remembering, C2-Understanding, | C3-Applying, |
| | C4-Analyzing, C5-Evaluating, | C6-Creating |
| (ii) Psychomotor Domain | : P1-Imitation, P2-Mechanism, | P3-Independent Operation, |
| | P4-Linked Operation, P5-Automation, | P6-Origination |
| (iii) Affective Domain | : A1-Receiving, A2-Responding, | A3-Valuing, |
| | A4-Organizing, A5-Charaterizing, | A6-Implementing |

II. The Relevance among Teaching Objectives, Objective Levels and Departmental core competences :

- (i) Determine the objective level(s) in any one of the three learning domains (cognitive, psychomotor, and affective) corresponding to the teaching objective. Each objective should correspond to the objective level(s) of ONLY ONE of the three domains.
- (ii) If more than one objective levels are applicable for each learning domain, select the highest one only. (For example, if the objective levels for Cognitive Domain include C3,C5,and C6, select C6 only and fill it in the boxes below. The same rule applies to Psychomotor Domain and Affective Domain.)
- (iii) Determine the Departmental core competences that correspond to each teaching objective. Each objective may correspond to one or more Departmental core competences at a time. (For example, if one objective corresponds to three Departmental core competences: A,AD, and BEF, list all of the three in the box.)

No.	Teaching Objectives	Relevance	
		Objective Levels	Departmental core competences
1	This course shall enhance analytical skills of the students and also train practical skills	C4	ACD

Teaching Objectives, Teaching Methods and Assessment

No.	Teaching Objectives	Teaching Methods	Assessment
1	This course shall enhance analytical skills of the students and also train practical skills	Lecture, Discussion, Simulation, Problem solving	Written test, Practicum, Participation

This course has been designed to cultivate the following essential qualities in TKU students

Essential Qualities of TKU Students	Description
◆ A global perspective	Helping students develop a broader perspective from which to understand international affairs and global development.
◇ Information literacy	Becoming adept at using information technology and learning the proper way to process information.
◆ A vision for the future	Understanding self-growth, social change, and technological development so as to gain the skills necessary to bring about one's future vision.
◇ Moral integrity	Learning how to interact with others, practicing empathy and caring for others, and constructing moral principles with which to solve ethical problems.
◆ Independent thinking	Encouraging students to keenly observe and seek out the source of their problems, and to think logically and critically.
◇ A cheerful attitude and healthy lifestyle	Raising an awareness of the fine balance between one's body and soul and the environment; helping students live a meaningful life.
◇ A spirit of teamwork and dedication	Improving one's ability to communicate and cooperate so as to integrate resources, collaborate with others, and solve problems.
◇ A sense of aesthetic appreciation	Equipping students with the ability to sense and appreciate aesthetic beauty, to express themselves clearly, and to enjoy the creative process.

Course Schedule

Week	Date	Subject/Topics	Note
1	108/02/18 ~ 108/02/24	Preparation of the course	
2	108/02/25 ~ 108/03/03	Overview on Concepts	Iran Nuclear Deal
3	108/03/04 ~ 108/03/10	International Negotiation Analysis	Cuba Crisis Negotiations 1962
4	108/03/11 ~ 108/03/17	Game Theory	Cuba Crisis Negotiations 1962
5	108/03/18 ~ 108/03/24	Two Level Games and Strategy of Conflict	ECFA Negotiations between Taiwan and China
6	108/03/25 ~ 108/03/31	The cultural dimension of international negotiations	EU-ASEAN interregionalism
7	108/04/01 ~ 108/04/07	Bilateral Negotiations	Nixon goes to China
8	108/04/08 ~ 108/04/14	Multilateral Negotiations: Trade	GATT Uruguay Round
9	108/04/15 ~ 108/04/21	Multilateral Negotiations: Environment	Paris Agreement 2015
10	108/04/22 ~ 108/04/28	Midterm Exam Week	
11	108/04/29 ~ 108/05/05	Accession Negotiations (EU Enlargement)	Eastern Enlargement of EU

12	108/05/06 ~ 108/05/12	Secession Negotiations (Brexit)	Brexit (UK negotiations with EU to leave the EU)
13	108/05/13 ~ 108/05/19	Negotiation Tactics in ASEAN	Asean Single Market
14	108/05/20 ~ 108/05/26	Leadership and Negotiations	Germany and € Crisis Management
15	108/05/27 ~ 108/06/02	War and Negotiations	
16	108/06/03 ~ 108/06/09	Conflict Resolution	
17	108/06/10 ~ 108/06/16	Simulation	
18	108/06/17 ~ 108/06/23	Final Exam Week	
Requirement	Regular attendance and a professional attitude		
Teaching Facility	Computer		
Textbook(s)	Victor A. Kremenyuk (Editor): International Negotiation: Analysis, Approaches, Issues, Jossey-Bass, 2013. 592 pages		
Reference(s)	Readers of the case studies will be advised in class		
Number of Assignment(s)	6 (Filled in by assignment instructor only)		
Grading Policy	◆ Attendance : 10.0 % ◆ Mark of Usual : 10.0 % ◆ Midterm Exam : 20.0 % ◆ Final Exam : 30.0 % ◆ Other (Homework and Quizzes) : 30.0 %		
Note	This syllabus may be uploaded at the website of Course Syllabus Management System at http://info.ais.tku.edu.tw/csp or through the link of Course Syllabus Upload posted on the home page of TKU Office of Academic Affairs at http://www.acad.tku.edu.tw/CS/main.php . ※ Unauthorized photocopying is illegal. Using original textbooks is advised. It is a crime to improperly photocopy others' publications.		