

Tamkang University Academic Year 108, 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"> ◆ General Course ◆ Selective ◆ One Semester
Departmental Aim of Education			
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.			
Subject Departmental core competences			
<p>A. Every student will process essential understanding of theories of international relations. (ratio:30.00)</p> <p>C. Every student will become capable of Independent thinking and information processing to further improve international relations.(ratio:50.00)</p> <p>D. Every student will process essential knowledge of participation in governmental & non-governmental affairs.(ratio:20.00)</p>			
Subject Schoolwide essential virtues			
<p>1. A global perspective. (ratio:30.00)</p> <p>2. Information literacy. (ratio:30.00)</p> <p>5. Independent thinking. (ratio:40.00)</p>			
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 correspondences between the course's instructional objectives and the cognitive, affective, and psychomotor objectives.

Differentiate the various objective methods among the cognitive, affective and psychomotor domains of the course's instructional objectives.

I. Cognitive : Emphasis upon the study of various kinds of knowledge in the cognition of the course's veracity, conception, procedures, outcomes, etc.

II. Affective : Emphasis upon the study of various kinds of knowledge in the course's appeal, morals, attitude, conviction, values, etc.

III. Psychomotor: Emphasis upon the study of the course's physical activity and technical manipulation.

No.	Teaching Objectives	objective methods
1	This course shall enhance analytical skills of the students and also train practical skills	Cognitive

The correspondences of teaching objectives : core competences, essential virtues, teaching methods, and assessment

No.	Core Competences	Essential Virtues	Teaching Methods	Assessment
1	ACD	125	Lecture, Discussion	Testing, Study Assignments, Discussion(including classroom and online)

Course Schedule

Week	Date	Course Contents	Note
1	109/03/02 ~ 109/03/08	Preparation of the course	
2	109/03/09 ~ 109/03/15	Overview on Concepts	
3	109/03/16 ~ 109/03/22	International Negotiation Analysis	
4	109/03/23 ~ 109/03/29	Introduction to Game Theory	
5	109/03/30 ~ 109/04/05	Negotiation strategy	
6	109/04/06 ~ 109/04/12	The cultural dimension of international negotiations	EU-ASEAN interregionalism
7	109/04/13 ~ 109/04/19	Bilateral Negotiations	
8	109/04/20 ~ 109/04/26	Multilateral Negotiations: Diffuse Reciprocity?	GATT Uruguay Round
9	109/04/27 ~ 109/05/03	Midterm Exam Week	
10	109/05/04 ~ 109/05/10	Multilateral Negotiations: Environment	Paris Agreement 2015
11	109/05/11 ~ 109/05/17	Accession Negotiations (EU Enlargement)	

12	109/05/18 ~ 109/05/24	German unification negotiations	
13	109/05/25 ~ 109/05/31	USA under Trump: Brinkmanship	
14	109/06/01 ~ 109/06/07	China's Belt and Road Initiative Negotiation strategy	
15	109/06/08 ~ 109/06/14	Negotiating with Iran	
16	109/06/15 ~ 109/06/21	Conflict Resolution	
17	109/06/22 ~ 109/06/28	Final Exam Week (Date:109/6/18-109/6/24)	
18	109/06/29 ~ 109/07/05	Supplementary teaching: Simulation	
Requirement	Regular attendance and a professional attitude		
Teaching Facility	Computer		
Textbooks and Teaching Materials	Victor A. Kremenyuk (Editor): International Negotiation: Analysis, Approaches, Issues, Jossey-Bass, 2013. 592 pages		
References	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.		