



Course syllabus

Strategy and tactics of conducting international negotiations

The degree of higher education is a master's degree

Field of knowledge - 29 International relations

Specialty - 293 International Law

Educational and professional program - "International Law"

Year of study: 1

Semester: 2

Number of credits: 4

Teaching language: English

Head of the course

Doctor of Economics, Assoc. **Tetyana Volodarivna was delicious**

Contact Information

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Description of the discipline

The discipline "Strategy and tactics of conducting international negotiations" is aimed at forming a system of knowledge among students about the strategy, tactics and tools of the negotiation process, acquiring practical skills for preparing and directly conducting international negotiations .

Course structure

Hours (lecturer/se m.)	Topic	Learning outcomes	Task
2 / 1	1. International negotiations in the context of a new paradigm of social development	To understand the role of the new information paradigm of international negotiations in the era of globalization, to know the importance of protecting the information sphere as a component of the national security of the state	Tests, questions
2 / 2	2. International negotiations: concepts and functions	Know the terminology, be able to explain the basic concepts of international negotiations, know the classification of international negotiations and understand their role and main functions	Tests, group tasks
4 / 1	3. Models of the negotiation process	Know and be able to use the main models of the negotiation process: bargaining method, game theory, mediation; use confrontational and partnership approaches to negotiations	Tests, questions
4 / 2	4. Diplomatic negotiations as the art of stratagem	Possess the basics of strategic thinking in negotiations; be able to use a chain of stratagems as a method of intellectual traps; options for combining strategies during the negotiation process. Apply stratagem analysis in political negotiations as an opportunity for defense, as an offensive weapon, and	Situational tasks

		as a means of retrospective or prospective analysis of political, diplomatic, and economic processes	
4 / 2	5. Argumentation, rhetoric, business ethics and etiquette in the negotiation process	Understand the specifics of the basic rules of rhetoric and the theory of argumentation; the technique of asking questions as a logical-rhetorical tactic and techniques that increase the effectiveness of evidence and persuasiveness in business conversations and discussions; rules of business etiquette	Situational tasks
4 / 1	6. Preparation for international negotiations: choosing a strategy and tactics	Know the structural components of the negotiation process: approaches to negotiations (negotiation strategies); stages of negotiations; ways of submitting a position by participants in the negotiations; tactical techniques	Tests, questions
4 / 2	7. Peculiarities of the organization and stages of conducting international negotiations	Know the peculiarities of the organizational preparation of international negotiations: the place and time of negotiations; determination of the agenda and level of negotiations; formation of the delegation, quantitative and personal composition of the negotiating party, determination of the functions of each participant in the negotiations; correct organization of the spatial environment	Tests, group tasks
4 / 2	8. Completion of international negotiations: decision-making and preparation of final documents	Be able to use tactical techniques: reviewing the issues discussed at previous negotiations ; the latest concessions, the search for the "golden mean"; a choice of two alternatives; "package of offers"; new ideas and proposals; open positions	Situational tasks
2 / 2	9. Mediation in negotiations	Know the main forms of mediation and its role in the negotiation process	Tests, questions

Literary sources

1. Varenko V. M. King Patrick. Communication strategies and tactics, or How to find a common language with everyone / trans. from English Marianna Voskovniuk. K.: KNYGOLAV, 2017. 128 p.
2. Henry Kissinger. Diplomacy; trans. from English M. Hotsatsyuk, V. Horbatko. K.: Ed. KM-BUKS group, 2018. 930 p.
3. Hrynychak V. A. Peaceful means of settlement of international disputes: textbook. Lviv: LNU named after Ivan Franko, 2016. 187 p.
4. King Larry, Gilbert Bill. How to talk to anyone, anytime, anywhere. K.: Publishing house: Monolit-Bizz, 2019.
5. Conger D. The art of persuasion. K.: Knygolav, 2017. 88 p.
6. Chris Voss, Tal Res. Never compromise. Techniques of effective negotiations. K.: Nash Format, 2019. 264 p.
7. Romanukha O. M. Organization of business negotiations: method. rec. to study disc. / O. M. Romanukha; Donetsk national University of Economics and Trade named after M. Tugan-Baranovskyi. Kryvyi Rih: DonNUET, 2017. 32 p.
8. Chyckalo-Kondratska I.B., Novytska I.V. Diplomatic and business protocol: training. manual Poltava: PoltNTU, 2018. 117 p.
9. How, when and where dialogue works: practice. manual / Guseva K., Protsenko D. K.: In-vo Organization for Security and Cooperation in Europe, 2019. 50 p.

Evaluation policy

- **Deadlines and rescheduling policy** : Papers that are submitted late without good reason will receive a lower grade (-20 points). Rearranging modules takes place with the permission of the dean's office if there are good reasons (for example, hospital).

- **Academic Integrity Policy** : All written work is checked for plagiarism and accepted for defense with correct textual borrowings of no more than 20%. Write-offs during control work are prohibited (including using mobile devices). Mobile devices are allowed to be used only during online testing (for example, the app Kahoot).

- **Attendance Policy** : Attendance is a mandatory component of the grade for which points are awarded. For objective reasons (for example, illness, international internship), training can take place online upon agreement with the supervisor course

Assessment

The final grade for the course is calculated as follows:

Credit module 1	Credit module 2	Credit module 3
30%	40%	30 %
Oral survey during classes (1-5 topics) - 5 points per topic - max. 25 points Modular control work (topics 1-5) - max. 75 points	Oral survey during classes (6-9 topics) 5 points per topic - max. 20 points Modular control work (topics 6-9) – max. 80 points	Preparation of KPIZ - max. 40 points Protection of KPIZ - max. 40 points Participation in trainings - max. 20 points

Student evaluation scale:

ECTS	Points	Content
A	90-100	perfectly
B	85-89	fine
C	75-84	fine
D	65-74	satisfactorily
E	60-64	enough
FX	35-59	unsatisfactory with the possibility of reassembly
F	1-34	unsatisfactory with a mandatory repeat course