COURSE DETAIL

DIPLOMACY AND INTERNATIONAL NEGOTIATION
Country France
Host Institution Institut d'Etudes Politiques (Sciences Po)
Program(s) Sciences Po Paris
UCEAP Course Level Upper Division
UCEAP Subject Area(s) Political Science International Studies
UCEAP Course Number 173
UCEAP Course Suffix M
UCEAP Official Title DIPLOMACY AND INTERNATIONAL NEGOTIATION
UCEAP Transcript Title DIPLMCY&INTL NEGOTN
UCEAP Quarter Units 4.50
UCEAP Semester Units

3.00

Course Description

This course introduces the arts of diplomacy and negotiation. To this end, the course offers both a theoretical and practical approach and presents the key concepts and tools behind the arts of diplomacy and negotiation. It analyzes the links between diplomacy and negotiation as well as the main challenges attached to traditional and modern diplomatic practices; discusses the impacts of globalization on the evolution of diplomatic practices and more specifically the impact of culture on international negotiation; identifies the main tools and strategies for successful negotiations: therefore, the course also serves as an introduction to communication techniques. It provides an opportunity to practice all these tools and concepts during workshop sessions, exchange in group debates, crisis and negotiation simulations. The course is designed to be very interactive: students are expected to actively participate in class and their communication skills will be assessed.

Language(s) of Instruction
English

Host Institution Course Number
BMET 25A13

Host Institution Course Title
DIPLOMACY AND INTERNATIONAL NEGOTIATION

Host Institution Course Details
https://syllabus.sciencespo.fr/fr/?202420/268737

Host Institution Campus

Host Institution Faculty

Host Institution Degree
Methodology Workshop

Host Institution Department
Political Science

Course Last Reviewed
2024-2025

Print