

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%2F268737=>

Host Institution Campus

Host Institution Faculty

Host Institution Degree

Methodology Workshop

Host Institution Department

Political Science

Course Last Reviewed

2024-2025

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