# COURSE DETAIL

| INTERNATIONAL NEGOTIATION |
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| **Country**<br>Korea, South |
| **Host Institution**<br>Yonsei University |
| **Program(s)**<br>Yonsei University |
| **UCEAP Course Level**<br>Upper Division |
| **UCEAP Subject Area(s)**<br>International Studies |
| **UCEAP Course Number**<br>125 |
| **UCEAP Course Suffix** |
| **UCEAP Official Title**<br>INTERNATIONAL NEGOTIATION |
| **UCEAP Transcript Title**<br>INTL NEGOTIATION |
| **UCEAP Quarter Units**<br>4.50 |
| **UCEAP Semester Units**<br>3.00 |

**Course Description**

This course covers diplomacy and international negotiations in the context of international relations.

The first section focuses on the history and importance of diplomacy and the role of diplomats in resolving conflicts among countries. The Westphalia system (1648), the Congress of Vienna (1815), the Versailles Treaty (1919), the League of Nations and the United Nations will be also explained as a part of multilateral diplomacy.

The second section covers the concept of diplomacy, theories related to diplomacy, and types and methods of negotiations. Students will examine case studies of past and current international negotiations such as in the Cuban Missile Crisis, Iran and North Korean nuclear issues.

Finally, students will create presentations and a term paper on any case of international negotiation.

**Language(s) of Instruction**
English

**Host Institution Course Number**
ISM3529

**Host Institution Course Title**
INTERNATIONAL NEGOTIATION

**Host Institution Course Details**

**Host Institution Campus**

**Host Institution Faculty**

**Host Institution Degree**

**Host Institution Department**

**Course Last Reviewed**

2024-2025

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