

COURSE DETAIL

INTERNATIONAL NEGOTIATION

Country

Korea, South

Host Institution

Yonsei University

Program(s)

Yonsei University

UCEAP Course Level

Upper Division

UCEAP Subject Area(s)

International Studies

UCEAP Course Number

125

UCEAP Course Suffix**UCEAP Official Title**

INTERNATIONAL NEGOTIATION

UCEAP Transcript Title

INTL NEGOTIATION

UCEAP Quarter Units

4.50

UCEAP Semester Units

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

[Print](#)