

**Dalhousie University**  
**Department of Political Science**  
**POLI 3581.01: Diplomacy and Negotiation**



**Instructor:** Dr. Gregg French

**Semester:** Winter 2019

**Class Times:** Mondays, 2:35pm–5:25pm

**Class Location:** Mona Campbell Building, Room 1108

**Course Website:** <https://dal.brightspace.com/d2l/login>

## **Contact Information**

**Instructor:** Dr. Gregg French

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**Office Location:** Henry Hicks Academic Building, Room 352

**Office Hours:** Mondays 5:30pm–6:30pm or by appointment

## **Course Description**

This course looks at the way states decide which diplomatic strategies to pursue, and why these succeed or fail. Among the themes considered are the evolution of diplomacy as an international institution, national power and bargaining leverage, and the effects of domestic politics, psychology, and culture on international negotiation. Specific historical cases which may be reviewed in any given year include: the Peloponnesian War, the Munich Crisis, the Cuban Missile Crisis, the negotiation of the Canada-US Free Trade Agreement and NAFTA, and the Kyoto Protocol.

POLI 3581.01 will consist of one class per week and will be presented in a lecture-seminar hybrid setting. It is expected that students will have their weekly readings completed prior to the beginning of each class, to enable them to be active members of our safe and productive community of inquiry. Students are allowed to use laptops during class lectures; however, the use of recording devices, messaging platforms, and social media websites is not permitted.

Additional course information, weekly readings, PowerPoint slides, assignment outlines, and announcement will appear on Brightspace. I encourage students to familiarize themselves with the course's online learning management system before the start of the semester. If students have any questions regarding Brightspace, please contact or visit the IT Help Desk.

## **Course Outcomes**

By the conclusion of the course, students will be able to:

- Clearly define how diplomacy and negotiation evolved over time.
- Explain the concepts and theories associated with contemporary diplomacy.
- Identify diplomatic practices at the local, national, regional, and international levels.
- Articulate ideas and arguments of the discipline.
- Organize and present evidence in a coherent manner.
- Cite references using *The Chicago Manual of Style*.
- Apply research, critical thinking, writing, and organizational skills to new tasks.

### **Textbook/Reading Material**

Pauline Kerr and Geoffrey Wiseman (editors), *Diplomacy in a Globalizing World: Theories and Practices – Second Edition* (New York: Oxford University Press, 2018).

Additional readings will be available on Brightspace.

\* Please note that readings are subject to change. If a change is made, details will be posted on Brightspace.

### **Course Requirements and Evaluations**

Diplomatic Analysis	Due: February 11, 2019	15%
Research Essay Proposal	Due: February 25, 2019	15%
Group Presentation	Due: Week 10 to Week 13	20%
Attendance	Full Semester	5%
Participation	Full Semester	15%
Research Essay	Due: April 8, 2019	30%

\* Paper copies of assignments must be submitted to the professor or to the Political Science office between 9:00am and 4:00pm (Monday to Friday). Neither the professor nor the Department of Political Science can assume responsibility for assignments submitted by e-mail.

#### **Diplomatic Analysis**

This assignment will provide students with an opportunity to come into contact with a diplomatic negotiation from the past. In the assignment, students will be asked to analyze the negotiation using the concepts and theories addressed in the course, place the event in its appropriate context, and evaluate the event's significance. A list of previous diplomatic negotiations will be posted on Brightspace during the second week of the course. The assignment should be 3-pages in length and is due in class on **February 11, 2019**.

#### **Research Essay Proposal**

On **February 25, 2019**, students will submit a 3-page research essay proposal on a topic of their choosing, which relates to the themes addressed in the course. A list of possible topics will be provided to the students but they are encouraged to select their own topics. The research essay proposal should include the student's theoretical and methodological approaches to their research topic, a sample of the sources that the student plans to use, and any research problems that the student expects they may encounter during their research. If approved by the instructor, the topic for the research essay proposal will serve as the foundation for the student's research essay.

#### **Group Presentation**

With the assistance of the instructor, students will form groups of five or six (depending on the size of the class) and will be asked to create a presentation that explores an aspect of contemporary diplomacy. A list of possible presentation topics will be provided for the students but students are encouraged to select their own topics. Group presentations will be approximately

twenty minutes in length, followed by a ten minute question period. These presentations will occur from **Week 10 to Week 13**. A presentation schedule will be organized during Week 3.

### **Attendance and Participation**

Class participation will lead to more in-depth discussions and a greater understanding of the course material. Students will be graded on a weekly basis according to their attendance (5%), as well as their class participation and the quality of their contributions (15%).

### **Research Essay**

Students will be asked to write a 10-page research essay and to submit it during the instructor's office hours on **April 8, 2019**. The essay is designed to provide students with an opportunity to research and examine a topic that relates to the course. Feedback from the research essay proposal should be evident in the final product. The essay must follow appropriate scholarly conventions and *The Chicago Manual of Style* citation guide. The essay should also incorporate at least ten academic sources.

### **Grading**

<b>Grade</b>	<b>Grade Point Value</b>	<b>Percentage</b>	<b>Definition</b>	
A+ A A-	4.30 4.00 3.70	90-100 85-89 80-84	Excellent	Considerable evidence of original thinking; demonstrated outstanding capacity to analyze and synthesize; outstanding grasp of subject matter; evidence of extensive knowledge base.
B+ B B-	3.30 3.00 2.70	77-79 73-76 70-72	Good	Evidence of grasp of subject matter, some evidence of critical capacity and analytical ability; reasonable understanding of relevant issues; evidence of familiarity with the literature.
C+ C C-	2.30 2.00 1.70	65-69 60-64 55-59	Satisfactory	Evidence of some understanding of the subject matter; ability to develop solutions to simple problems; benefitting from his/her university experience.
D	1.00	50-54	Marginal Pass	Evidence of minimally acceptable familiarity with subject matter, critical and analytical skills (except in programs where a minimum grade of 'C' is required).

F	0.00	0-49	Inadequate	Insufficient evidence of understanding of the subject matter; weakness in critical and analytical skills; limited or irrelevant use of the literature.
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### Late Penalties and Absences

If a student fails to submit the diplomatic analysis, research essay proposal, or research essay on the appropriate due date, 5% will be immediately deducted from the overall grade of the assignment. For every day that the assignment is late, after that initial day, the student will be penalized an additional 2% per day. In regards to the group presentation, a student will receive a grade of 0% if they fail to attend their own presentation.

As of the 2017/2018 academic year: Dalhousie students are asked to take responsibility for their own short-term absences (3 days or less) by contacting their instructor by phone or e-mail prior to the academic requirement deadline or scheduled time and by submitting a completed Student Declaration of Absence to their instructor in case of missed or late academic requirements. Only 2 separate Student Declaration of Absence forms may be submitted per course during a term.

### Plagiarism

Plagiarism is a serious academic offence. A finding of plagiarism may result in a **failing grade** of an assignment or course or, if very serious, **suspension** or **expulsion** from the university. In fact, if plagiarism is discovered after a student has completed his or her studies, and the penalty results in that student no longer meeting the requirements of a degree that has been awarded, the university may **rescind** that degree.

#### **Some examples of plagiarism:**

- **Failure to attribute authorship** when using sources such as written or oral work, computer codes/programs, artistic or architectural works, scientific projects, performances, web page designs, graphical representations, diagrams, videos, and images.
- Downloading all or part of the work of another from the Internet and **submitting as one's own**.
- **The use of a paper** prepared by any person other than the individual claiming to be the author.

#### **Plagiarism is committed when you do not acknowledge using someone else's:**

- words or phrases
- ideas or thoughts
- term paper
- recording
- images
- computer code

- experiment results
- lecture content
- falsified data, citations or other text
- OR your own previously submitted work

**Plagiarized materials can come from:**

- books
- journal articles
- CD's
- encyclopedias
- web pages
- online term papers
- email or listservs
- talks or lecture

\* This information was taken directly from:

[https://www.dal.ca/dept/university\\_secretariat/academic-integrity/plagiarism-cheating.html](https://www.dal.ca/dept/university_secretariat/academic-integrity/plagiarism-cheating.html)

**Academic Integrity**

At Dalhousie University, we are guided in all of our work by the values of academic integrity: honesty, trust, fairness, responsibility and respect (The Center for Academic Integrity, Duke University, 1999). As a student, you are required to demonstrate these values in all of the work you do. The University provides policies and procedures that every member of the university community is required to follow to ensure academic integrity.

**Accessibility**

The Advising and Access Services Centre is Dalhousie's centre of expertise for student accessibility and accommodation. The advising team works with students who request accommodation as a result of: a disability, religious obligation, or any barrier related to any other characteristic protected under Human Rights legislation (NS, NB, PEI, NFLD).

**Student Code of Conduct**

Everyone at Dalhousie is expected to treat others with dignity and respect. The Code of Student Conduct allows Dalhousie to take disciplinary action if students don't follow this community expectation. When appropriate, violations of the code can be resolved in a reasonable and informal manner—perhaps through a restorative justice process. If an informal resolution cannot be reached, or would be inappropriate, procedures exist for formal dispute resolution.

**Diversity and Inclusion – Culture of Respect**

Every person at Dalhousie has a right to be respected and safe. We believe inclusiveness is fundamental to education. We stand for equality. Dalhousie is strengthened in our diversity. We are a respectful and inclusive community. We are committed to being a place where everyone

feels welcome and supported, which is why our Strategic Direction prioritizes fostering a culture of diversity and inclusiveness (Strategic Priority 5.2).

### **Recognition of Mi'kmaq Territory**

Dalhousie University would like to acknowledge that the University is on Traditional Mi'kmaq Territory. The Elders in Residence program provides students with access to First Nations elders for guidance, counsel and support. Visit the office in the McCain Building (room 3037) or contact the programs at [elders@dal.ca](mailto:elders@dal.ca) or 902-494-6803 (leave a message).

### **University Policies and Programs**

- Important Dates in the Academic Year (including add/drop dates)  
[http://www.dal.ca/academics/important\\_dates.html](http://www.dal.ca/academics/important_dates.html)
- University Grading Practices: Statement of Principles and Procedures  
[https://www.dal.ca/dept/university\\_secretariat/policies/academic/grading-practices-policy.html](https://www.dal.ca/dept/university_secretariat/policies/academic/grading-practices-policy.html)
- Scent-Free Program  
<https://www.dal.ca/dept/safety/programs-services/occupational-safety/scent-free.html>

### **Learning and Support Resources**

- General Academic Support - Academic Advising:  
[https://www.dal.ca/campus\\_life/academic-support/advising.html](https://www.dal.ca/campus_life/academic-support/advising.html)
- Copyright and Fair Dealing: <https://libraries.dal.ca/services/copyright-office/fair-dealing/fair-dealing-guidelines.html>
- Libraries: <http://libraries.dal.ca>
- Student Health and Wellness (includes Counselling and Psychological Services):  
[https://www.dal.ca/campus\\_life/health-and-wellness/services-support/student-health-and-wellness.html](https://www.dal.ca/campus_life/health-and-wellness/services-support/student-health-and-wellness.html)
- Black Student Advising: [https://www.dal.ca/campus\\_life/communities/black-student-advising.html](https://www.dal.ca/campus_life/communities/black-student-advising.html)
- Indigenous Student Centre:  
[https://www.dal.ca/campus\\_life/communities/indigenous.html](https://www.dal.ca/campus_life/communities/indigenous.html)
- ELearning Website: <https://www.dal.ca/dept/elearning.html>
- Student Advocacy Services: <http://dsu.ca/dsas>
- Dalhousie Ombudsperson: [https://www.dal.ca/campus\\_life/safety-respect/student-rights-and-responsibilities/where-to-get-help/ombudsperson.html](https://www.dal.ca/campus_life/safety-respect/student-rights-and-responsibilities/where-to-get-help/ombudsperson.html)
- Writing Centre: [https://www.dal.ca/campus\\_life/academic-support/writing-and-study-skills.html](https://www.dal.ca/campus_life/academic-support/writing-and-study-skills.html)
- Studying for Success program and tutoring: [https://www.dal.ca/campus\\_life/academic-support/study-skills-and-tutoring.html](https://www.dal.ca/campus_life/academic-support/study-skills-and-tutoring.html)

## Lecture Schedule

### Week 1

**January 7, 2019**

Introduction: Thinking About Diplomacy and Negotiation

- Pauline Kerr and Geoffrey Wiseman (editors), *Diplomacy in a Globalizing World: Theories and Practices – Second Edition* (New York: Oxford University Press, 2018).
  - Introduction
- Adam Watson, *Diplomacy: The Dialogue Between States* (London: Eyre Methuen, 1982).
  - Chapter 1: The Nature of Diplomacy
    - Available on Brightspace

### Week 2

**January 14, 2019**

The Historical Evolution of Diplomatic Relations in the Pre-World War II Era

- Pauline Kerr and Geoffrey Wiseman (editors), *Diplomacy in a Globalizing World: Theories and Practices – Second Edition* (New York: Oxford University Press, 2018).
  - Chapter 1: Diplomacy through the Ages
- Harold Nicholson, *Diplomacy* (New York: Oxford University Press, 1939).
  - Chapter 3: The Transition from the Old Diplomacy to the New
    - Available on Brightspace

### Week 3

**January 21, 2019**

The Cold War International System and Beyond, 1945 to the Present

- Pauline Kerr and Geoffrey Wiseman (editors), *Diplomacy in a Globalizing World: Theories and Practices – Second Edition* (New York: Oxford University Press, 2018).
  - Chapter 2: Past Diplomacy in East Asia: From Tributary Relations to Cold War Rivalry
- John Lewis Gaddis, “Chapter 1: Grand Strategies in the Cold War,” in *The Cambridge History of the Cold War – Volume II: Crises and Détente*, edited by: Malvyn P. Leffler and Odd Arne Westad (New York: Cambridge University Press, 2010), 1-21.
  - Available on Brightspace



**Week 4****January 28, 2019**

Concepts and Theories of Contemporary Diplomacy (Part I)

- Pauline Kerr and Geoffrey Wiseman (editors), *Diplomacy in a Globalizing World: Theories and Practices – Second Edition* (New York: Oxford University Press, 2018).
  - Chapter 3: Diplomacy in International Relations Theory and Other Disciplinary Perspectives
  - Chapter 5: Transnationalizing Diplomacy in a Post-Westphalian World
- Joanna Depledge, *The Organization of Global Negotiations: Constructing the Climate Change Regime* (London: Routledge, 2005).
  - Chapter 2: The Organization of Global Negotiations
    - Available on Brightspace

**Week 5****February 4, 2019**

Concepts and Theories of Contemporary Diplomacy (Part II)

- Pauline Kerr and Geoffrey Wiseman (editors), *Diplomacy in a Globalizing World: Theories and Practices – Second Edition* (New York: Oxford University Press, 2018).
  - Chapter 4: Debates about Contemporary and Future Diplomacy
  - Chapter 6: Diplomacy as Negotiation and Mediation
- I. William Zartman, *Negotiation and Conflict Management: Essays on Theory and Practice* (London: Routledge, 2008).
  - Chapter 10: International Mediation
    - Available on Brightspace

**Week 6****February 11, 2019**

Diplomatic “Experts” and National Representatives

- Pauline Kerr and Geoffrey Wiseman (editors), *Diplomacy in a Globalizing World: Theories and Practices – Second Edition* (New York: Oxford University Press, 2018).
  - Chapter 7: The Ministry of Foreign Affairs and the National Diplomatic System
  - Chapter 9: Consular Diplomacy
- Michele J. Gelfand and Naomi Dyer, “A Cultural Perspective on Negotiation: Progress, Pitfalls, and Prospects,” *Applied Psychology: An International Review* 49, no. 1 (2000), 62-99.
  - Available on Brightspace
  - **Due: Diplomatic Analysis**

**Week 7****February 18, 2019**

Reading Week

- No assigned readings

**Week 8****February 25, 2019**

Technology, the Media, and Diplomacy

- Pauline Kerr and Geoffrey Wiseman (editors), *Diplomacy in a Globalizing World: Theories and Practices – Second Edition* (New York: Oxford University Press, 2018).
  - Chapter 8: The Impact of the Internet on Diplomacy
- Christina Archetti, “The Impact of New Media on Diplomatic Practice: An Evolutionary Model of Change,” *The Hague Journal of Diplomacy* 7 (2012), 181-206.
  - Available on Brightspace
  - **Due: Research Essay Proposal**

**Week 9****March 4, 2019**

The Study of Diplomatic Practices (Part I)

- Pauline Kerr and Geoffrey Wiseman (editors), *Diplomacy in a Globalizing World: Theories and Practices – Second Edition* (New York: Oxford University Press, 2018).
  - Chapter 10: Bilateral and Multilateral Diplomatic Practices
  - Chapter 14: Diplomacy and the Use of Force
- C. Bjola, “Legitimizing the Use of Force in International Politics: A Communicative Action Perspective,” *European Journal of International Relations* 11, no. 2 (2005), 266-303.
  - Available on Brightspace

**Week 10****March 11, 2019**

The Study of Diplomatic Practices (Part II)

- Pauline Kerr and Geoffrey Wiseman (editors), *Diplomacy in a Globalizing World: Theories and Practices – Second Edition* (New York: Oxford University Press, 2018).
  - Chapter 12: Economic Diplomacy
  - Chapter 13: Diplomacy: A Gendered Institution
- Geoffrey Allen Pigman, *Contemporary Diplomacy: Representation and Communication in a Globalized World* (Malden, Massachusetts: Polity, 2010).
  - Chapter 8: Public Diplomacy
    - Available on Brightspace
  - **Group Presentations**

**Week 11****March 18, 2019**

## World Powers and Their Diplomatic Processes

- Pauline Kerr and Geoffrey Wiseman (editors), *Diplomacy in a Globalizing World: Theories and Practices – Second Edition* (New York: Oxford University Press, 2018).
  - Chapter 15: United States Contemporary Diplomacy: Implementing a Foreign Policy of “Engagement”
  - Chapter 16: China’s Contemporary Diplomacy
- Geoffrey Wiseman, *Isolate or Engage: Adversarial States, US Foreign Policy, and Public Diplomacy* (Stanford, California: Stanford University Press, 2015).
  - Chapter 2: American Public Diplomacy and US-China Relations, 1949-2012
  - Available on Brightspace
  - **Group Presentations**

**Week 12****March 25, 2019**

## Diplomacy at the Regional and International Levels

- Pauline Kerr and Geoffrey Wiseman (editors), *Diplomacy in a Globalizing World: Theories and Practices – Second Edition* (New York: Oxford University Press, 2018).
  - Chapter 17: Regional Institutional Diplomacies: Europe, Asia, Africa, South America, and Other Regions
  - Chapter 18: The United Nations
- P. Wallensteen and P. Johansson, “The UN Security Council: Decisions and Actions,” in *The UN Security Council in the 21<sup>st</sup> Century*, edited by Sebastian von Einsiedel, David M. Malone, and Bruno Stagno Ugarte (Boulder, Colorado: Lynne Rienner Publishers, 2016).
  - **Group Presentations**

**Week 13****April 1, 2019**

## Conclusion: The Future of Diplomacy and Negotiation

- Pauline Kerr and Geoffrey Wiseman (editors), *Diplomacy in a Globalizing World: Theories and Practices – Second Edition* (New York: Oxford University Press, 2018).
  - Conclusion
  - **Group Presentations**
  - **Due: Research Essay (April 8, 2019)**