

**Dalhousie University
Department of Political Science
Diplomacy and Negotiation (POLI 3581)
Winter 2017
Friday, 10:05am-12:55pm
Carleton Collaborative Health Education Building, C150 (5793 University Ave)**

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Office: TBD
Office Hours: Wednesday 1:00pm-2:30
(or by appointment)

COURSE OVERVIEW

This course provides an advanced introduction to the study of international diplomacy and negotiation. The first section of the course discusses key concepts, actors and modes of practice in diplomacy. We define and critically examine key concepts, discuss the role of states, international institutions, and non-state actors, and assess the various modes of practice pursued by different actors in different contexts. The second section of the course examines specific case studies. We analyze the diplomacy and negotiation of defence, security and arms control; intervention, peacekeeping and peacebuilding; economics and trade policy; human rights; and the environment. The third section of the course offers an in-class simulation in which students are assigned specific roles and expected to utilize the knowledge learned in the course while participating in a crisis simulation exercise. The simulation is inspired by “the ABC Game” used by Dr. Brian Bow in previous years when he taught this course.

REQUIRED BOOKS AND READINGS

There is one required book for purchase, which is available at the Dalhousie University Bookstore. Other required readings are available online via Brightspace. The required book is:

Andrew F. Cooper, Jorge Heine, and Ramesh Thakur, eds., *The Oxford Handbook of Modern Diplomacy*. Oxford: Oxford University Press, 2015.

GRADE DISTRIBUTION

- 1) Mid-Term Exam (Held in class February 17): 25%
- 2) Research Paper (Due in class March 17): 40%
- 3) In-Class Simulation Participation (Held in class April 7): 15%
- 4) Simulation Report (Due April 14, 4pm): 20%

ASSIGNMENTS

1) **Mid-Term Exam:** The mid-term exam will be held in class on February 17. It is worth 25% of the course grade. The first portion of the mid-term exam will ask students to define and explain the significance of key terms. The second portion will ask students to write an essay in response to a question. Both portions will give students some choice about which terms and essay questions they wish to answer.

2) **Research Paper:** Students will write a research paper of approximately 2,500 words (8-10 pages, double spaced, Times New Roman, 12 point font). Students are free to choose their topic provided that it relates to diplomacy and negotiation. The instructor will provide some suggested topic questions for consideration. The paper is due in class on March 17. It is worth 40% of the course grade. Late papers will be assessed a penalty of 5 percentage points per day. Papers submitted more than 7 days late will not be accepted. Students must submit a hard copy of the paper to the instructor. Papers cannot be submitted via email. The late penalty is administered based on the date that a hard copy was submitted.

3) **In-Class Simulation:** The In-Class Simulation is inspired by “the ABC Game” used by Dr. Brian Bow in previous years when he taught this course. Students will be assigned specific roles and expected to actively engage in a crisis simulated exercise. More information about this assignment will be provided throughout the term. The In-Class Simulation will be held on April 7. Participation is worth 15% of the course grade.

4) **Simulation Report:** Following the In-Class Simulation, students will write a report of approximately 1,500 words discussing their participation in the simulation. More information about this assignment will be provided throughout the term. The simulation report is due a few days after the last day of class, April 14, 4pm. It is worth 20% of the course grade.

OTHER IMPORTANT INFORMATION

1) **Academic Integrity.** Students are strongly advised to familiarize themselves with Dalhousie University’s policies on academic integrity, particularly the section concerning plagiarism and cheating, but also the section concerning student resources:

http://www.dal.ca/dept/university_secretariat/academic-integrity.html

Additional information about academic integrity and University policies can be found here:

<http://www.dal.ca/faculty/healthprofessions/faculty-and-staff/academic-integrity/information-for-faculty.html>

All assignments submitted may be subjected to evaluation by Urkund, a University approved computer service that checks assignments for plagiarism. Students are required to retain an electronic copy of all papers in addition to the hard copy submitted to the professor. More information about Urkund can be found here:

https://www.dal.ca/dept/university_secretariat/academic-integrity/faculty-resources/urkund--plagiarism-detection.html

2) **Academic Accommodation.** Students may request accommodation as a result of barriers experienced related to disability, religious obligation, or any characteristic protected under Canadian human rights legislation.

Students who require academic accommodation for either classroom participation or the writing of tests and exams should make their request to the Advising and Access Services Center (AASC) prior to or at the outset of the regular academic year. Please visit www.dal.ca/access for more information and to obtain the Request for Accommodation form.

A note taker may be required as part of a student's accommodation. There is an honorarium of \$75/course/term (with some exceptions). If you are interested, please contact AASC at 494-2836 for more information or send an email to notetaking@dal.ca

3) **Key Dates.** January 20 is the last day to add winter term courses, the last day for late registration, and the last day to drop winter term courses with no financial implications. February 10 is the last day to drop winter term courses without a "W" and the last day to change winter term courses from audit to credit (and vice versa). March 17 is the last day to drop winter term classes with a "W."

4) **Grade Appeals.** Students who wish to appeal their grade must produce a brief written statement (approximately 250 words) explaining why they feel that the assignment/exam was not graded correctly. Appeals must be made within one week from the date on which the assignment/exam was returned. The appeal process will produce a revised grade that may be raised, unchanged, or lowered. The revised grade is final and cannot be appealed.

5) **Use of electronic devices.** Students are not permitted to use any electronic devices during the mid-term exam. Students are asked to turn off their cell phones during lectures. Laptops, tablets and other electronic devices may be used during lectures for note taking, but not for any purpose that is distracting to class (i.e. listening to music, streaming videos, etc).

6) **Email Communication with the Instructor.** Emails to the instructor must be sent from the student's official Dalhousie University Email Account. The instructor will not respond to emails sent from any other account. Grades will not be discussed over Email.

7) **Grade Scale and Definitions.** All course assignments will be graded according to the following grade scale, which was approved by the Dalhousie University Senate in 2014:

Grade	Grade Point Value		Definition	
A+	4.30	90-100	Excellent	Considerable evidence of original thinking; demonstrated outstanding capacity to analyze and synthesize; outstanding grasp of subject matter;
A	4.00	85-89		
A-	3.70	80-84		

				evidence of extensive knowledge base.
B+	3.30	77-79	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.
B	3.00	73-76		
B-	2.70	70-72		
C+	2.30	65-69	Satisfactory	Evidence of some understanding of the subject matter; ability to develop solutions to simple problems; benefitting from his/her university experience.
C	2.00	60-64		
C-	1.70	55-59		
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" or "C+" is required).
FM	0.00		Marginal Failure	Available only for Engineering, Health Professions and Commerce.
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.
INC	0.00		Incomplete	
W	Neutral and no credit obtained		Withdrew after deadline	
ILL	Neutral and no credit obtained		Compassionate reasons, illness	
P	Neutral		Pass	
TR	Neutral		Transfer credit on admission	
Pending	Neutral		Grade not reported	

WEEKLY READINGS AND TOPICS

SECTION 1 – KEY CONCEPTS, ACTORS AND MODES OF PRACTICE

January 13 – Introduction to the Class

Andrew F. Cooper, Jorge Heine and Ramesh Thakur, “Introduction: The Challenges of 21st-Century Diplomacy,” in *The Oxford Handbook of Modern Diplomacy*, edited by Andrew F. Cooper, Jorge Heine and Ramesh Thakur, 1-31. Oxford: Oxford University Press, 2015.

January 20 – Key Concepts: Diplomacy, Negotiation, Mediation, and Bargaining

Andrew F. Cooper, “The Changing Nature of Diplomacy,” in *The Oxford Handbook of Modern Diplomacy*, edited by Andrew F. Cooper, Jorge Heine and Ramesh Thakur, 35-53. Oxford: Oxford University Press, 2015.

Jorge Heine, “From Club to Network Diplomacy,” in *The Oxford Handbook of Modern Diplomacy*, edited by Andrew F. Cooper, Jorge Heine and Ramesh Thakur, 54-69. Oxford: Oxford University Press, 2015.

Ramesh Thakur, “A Balance of Interests,” in *The Oxford Handbook of Modern Diplomacy*, edited by Andrew F. Cooper, Jorge Heine and Ramesh Thakur, 70-87. Oxford: Oxford University Press, 2015.

Fen Osler Hampson, Chester A. Crocker, and Pamela Aall, “Negotiation,” in *The Oxford Handbook of Modern Diplomacy*, edited by Andrew F. Cooper, Jorge Heine and Ramesh Thakur, 319-336. Oxford: Oxford University Press, 2015.

Martti Ahtisaari with Kristiina Rintakoski, “Mediation,” in *The Oxford Handbook of Modern Diplomacy*, edited by Andrew F. Cooper, Jorge Heine and Ramesh Thakur, 337-351. Oxford: Oxford University Press, 2015.

Peter van der Windt, “Bargaining in International Relations,” in *Encyclopedia of Power*, edited by Keith Dowding, 61-64. Thousand Oaks, California: Sage Publications, 2011.

January 27 – The Main Actors

Lloyd Axworthy, “The Political Actors: President, Prime Minister, and Minister of Foreign Affairs,” in *The Oxford Handbook of Modern Diplomacy*, edited by Andrew F. Cooper, Jorge Heine and Ramesh Thakur, 91-105. Oxford: Oxford University Press, 2015.

Sir Jeremy Greenstock, “The Bureaucracy: Ministry of Foreign Affairs, Foreign Service, and other Government Departments,” in *The Oxford Handbook of Modern Diplomacy*,

edited by Andrew F. Cooper, Jorge Heine and Ramesh Thakur, 106-121. Oxford: Oxford University Press, 2015.

David M. Malone, "The Modern Diplomatic Mission," in *The Oxford Handbook of Modern Diplomacy*, edited by Andrew F. Cooper, Jorge Heine and Ramesh Thakur, 122-141. Oxford: Oxford University Press, 2015.

Margaret P. Karns and Karen A. Mingst, "International Organizations and Diplomacy," in *The Oxford Handbook of Modern Diplomacy*, edited by Andrew F. Cooper, Jorge Heine and Ramesh Thakur, 142-159. Oxford: Oxford University Press, 2015.

Kathryn Hochstetler, "Civil Society," in *The Oxford Handbook of Modern Diplomacy*, edited by Andrew F. Cooper, Jorge Heine and Ramesh Thakur, 176-191. Oxford: Oxford University Press, 2015.

Jan Wouters, Sanderijn Duquet, and Katrien Meuwissen, "The Vienna Conventions on Diplomatic and Consular Relations," in *The Oxford Handbook of Modern Diplomacy*, edited by Andrew F. Cooper, Jorge Heine and Ramesh Thakur, 510-543. Oxford: Oxford University Press, 2015.

February 3 – Munro Day (No class)

No readings

February 10 – Modes of Practice

Andrés Rozental and Alicia Buenrostro, "Bilateral Diplomacy," in *The Oxford Handbook of Modern Diplomacy*, edited by Andrew F. Cooper, Jorge Heine and Ramesh Thakur, 229-247. Oxford: Oxford University Press, 2015.

Kishore Mahbubani, "Multilateral Diplomacy," in *The Oxford Handbook of Modern Diplomacy*, edited by Andrew F. Cooper, Jorge Heine and Ramesh Thakur, 248-262. Oxford: Oxford University Press, 2015.

A. J. R. Groom, "Conference Diplomacy," in *The Oxford Handbook of Modern Diplomacy*, edited by Andrew F. Cooper, Jorge Heine and Ramesh Thakur, 263-277. Oxford: Oxford University Press, 2015.

Gareth Evans, "Commission Diplomacy," in *The Oxford Handbook of Modern Diplomacy*, edited by Andrew F. Cooper, Jorge Heine and Ramesh Thakur, 278-302. Oxford: Oxford University Press, 2015.

Richard Feinberg, "Institutionalized Summitry," in *The Oxford Handbook of Modern Diplomacy*, edited by Andrew F. Cooper, Jorge Heine and Ramesh Thakur, 303-318. Oxford: Oxford University Press, 2015.

February 17 – Mid-Term Exam

No readings

February 24 – Reading Week (No class)

No readings

SECTION 2 – CASE STUDIES

March 3 – Defence, Security and Arms Control

Rebecca Johnson, “Arms Control and Disarmament Diplomacy,” in *The Oxford Handbook of Modern Diplomacy*, edited by Andrew F. Cooper, Jorge Heine and Ramesh Thakur, 593-609. Oxford: Oxford University Press, 2015.

John English, “The Ottawa Convention on Anti-Personnel Landmines,” in *The Oxford Handbook of Modern Diplomacy*, edited by Andrew F. Cooper, Jorge Heine and Ramesh Thakur, 797-809. Oxford: Oxford University Press, 2015.

Jayantha Dhanapala, “The Permanent Extension of the NPT, 1995,” in *The Oxford Handbook of Modern Diplomacy*, edited by Andrew F. Cooper, Jorge Heine and Ramesh Thakur, 810-825. Oxford: Oxford University Press, 2015.

Denise Garcia, “Global Norms on Arms: The Significance of the Arms Trade Treaty for Global Security in World Politics,” *Global Policy* 5, 4 (2014): 425-432.

David A. Welch, “The Cuban Missile Crisis,” in *The Oxford Handbook of Modern Diplomacy*, edited by Andrew F. Cooper, Jorge Heine and Ramesh Thakur, 826-839. Oxford: Oxford University Press, 2015.

Mark Fitzpatrick, “Iran: A Good Deal,” *Survival: Global Politics and Strategy* 57, 4 (2015): 47-52.

Thomas C. Moore, “Iran: Non-Proliferation Overshadowed,” *Survival: Global Politics and Strategy* 57, 4 (2015): 53-58.

March 10 – Intervention, Peacekeeping and Peacebuilding

Edward C. Luck, “Sovereignty, Choice, and the Responsibility to Protect,” *Global Responsibility to Protect* 1, 1 (2009): 10-21.

Thomas G. Weiss, “The Responsibility to Protect (R2P) and Modern Diplomacy,” in *The Oxford Handbook of Modern Diplomacy*, edited by Andrew F. Cooper, Jorge Heine and Ramesh Thakur, 763-778. Oxford: Oxford University Press, 2015.

Simon Chesterman, "Peace-Building and State-Building," in *The Oxford Handbook of Modern Diplomacy*, edited by Andrew F. Cooper, Jorge Heine and Ramesh Thakur, 610-624. Oxford: Oxford University Press, 2015.

Pierre Schori, "UN Peacekeeping," in *The Oxford Handbook of Modern Diplomacy*, edited by Andrew F. Cooper, Jorge Heine and Ramesh Thakur, 779-796. Oxford: Oxford University Press, 2015.

March 17 – Economics and Trade Policy

*** Research Papers due in class ***

Stephen Woolcock and Nicholas Bayne, "Economic Diplomacy," in *The Oxford Handbook of Modern Diplomacy*, edited by Andrew F. Cooper, Jorge Heine and Ramesh Thakur, 385-401. Oxford: Oxford University Press, 2015.

Diana Tussie, "Trade Diplomacy," in *The Oxford Handbook of Modern Diplomacy*, edited by Andrew F. Cooper, Jorge Heine and Ramesh Thakur, 625-641. Oxford: Oxford University Press, 2015.

Amrita Narlikar, "The Doha Development Agenda," in *The Oxford Handbook of Modern Diplomacy*, edited by Andrew F. Cooper, Jorge Heine and Ramesh Thakur, 857-880. Oxford: Oxford University Press, 2015.

Gregory Chin, "The Economic Diplomacy of the Rising Powers," in *The Oxford Handbook of Modern Diplomacy*, edited by Andrew F. Cooper, Jorge Heine and Ramesh Thakur, 881-900. Oxford: Oxford University Press, 2015.

Patrick Leblond, "A Transatlantic Perspective on CETA," Centre for International Governance Innovation (CIGI), Policy Brief No. 89, October 2016.

March 24 – Human Rights

David Forsythe, "Human Rights," in *The Oxford Handbook of Modern Diplomacy*, edited by Andrew F. Cooper, Jorge Heine and Ramesh Thakur, 658-674. Oxford: Oxford University Press, 2015.

Margaret E. McGuinness, "Peace v. Justice: The Universal Declaration of Human Rights and the Modern Origins of the Debate," *Diplomatic History* 35, 5 (2011): 749-768.

Benjamin N. Schiff, "Diplomacy and the International Criminal Court," in *The Oxford Handbook of Modern Diplomacy*, edited by Andrew F. Cooper, Jorge Heine and Ramesh Thakur, 745-762. Oxford: Oxford University Press, 2015.

W. Andy Knight, "Soft Power, Moral Suasion, and Establishing the International Criminal Court: Canadian Contribution," in *Ethics and Security in Canadian Foreign Policy*, edited by Rosalind Irwin, 113-137. Vancouver: University of British Columbia Press, 2001.

March 31 – Environment

Lorraine Elliott, "Climate Diplomacy," in *The Oxford Handbook of Modern Diplomacy*, edited by Andrew F. Cooper, Jorge Heine and Ramesh Thakur, 840-856. Oxford: Oxford University Press, 2015.

Radoslav S. Dimitrov, "Inside UN Climate Change Negotiation: The Copenhagen Conference," *Review of Policy Research* 27, 6 (2010): 795-821.

Daniel Bodansky, "The Paris Climate Change Agreement: A New Hope?" *American Journal of International Law* 110, 2 (2016): 288-319.

SECTION THREE – IN-CLASS SIMULATION

April 7 – In-Class Simulation

Readings TBD

April 10 – Post-Simulation Wrap-Up

Readings TBD