
PO 8030
International Negotiations

Hilary (II) 2014, Wed. 11–13:00
Room IIS

Contact Information

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Description

This graduate seminar analyzes the logic and practice of international negotiations. What strategies are used by international actors such as states, terrorists or rebels? Which ones work, which ones do not and why? And how can we learn from theory and history to advise current negotiators? Applications to contemporary issues, from terrorism to Israel-Palestine and the nuclear negotiations with Iran will be emphasized.

Requirements and grading

Each week we will discuss a particular topic using the readings as a basis. We may also debate current international security affairs as they unfold in the world, and as they relate to the theories and concepts in this class. Your grade will be calculated as follows:

Participation (20 %)

Participation and attendance are essential. This is a seminar and I will not lecture. Coming prepared means having read and understood each of the required readings. You should come to class ready to a. summarize each paper's main findings; b. explain the method used in each paper; and c. have thought about possible improvements to the paper or feasible extensions.

Response Papers (30%)

Students are required to submit two response papers (450– 750 words) throughout the course. Students are required to choose one of the required or suggested readings for that week (readings marked with a star may not be used) and do two things:

- Identify either a limitation of the paper (e.g., how a variable is operationalized, or an unreasonable/unnecessary assumption) or a possible extension. Either way you should have only *one* argument in these papers.
- Suggest a possible remedy to that limitation or describe how you would carry out the extension. Note that what you propose should be feasible (ideally by you). If, for example, you find the author's data weak, then you should identify better data, or at least propose a plausible way of collecting these data. If you think the method is wrong, explain why and suggest a better one. If the conclusions do not follow from the premises, discuss what conclusions are actually supported. A specific course of action should be outlined. This process might help you down the line in finding a dissertation topic.

I am not interested in a summary of the paper. The idea is for you to try out ideas for future research projects. These short papers are due by the start of class that week at the latest.

Critical Literature Review (50%)

Students will be required to submit an extended literature review on research relevant to a theme covered in the module. The purpose is to effectively review, connect and critically evaluate published research dealing with a specific aspect of international negotiations. The goal is not to summarize the articles reviewed. Effective papers will also offer an informed discussion on which direction research should move given existing knowledge and limitations in the field. For examples of effective literature reviews, please read articles published in the Annual Review of Political Science (<http://www.annualreviews.org/loi/polisci>).

The required length of the critical literature review is between 2800-3500 words, double spaced pages. The deadline for submission on turnitin.com is April 8, 2015, and the topic of the review should be approved by me at least two weeks prior to submission. Five (5) points will be deducted for every day that a paper is late.

Turnitin

Please submit all your written work, including response papers, through Turnitin: (turnitin.com).

- Class ID: 9619057
- Password: IN2015

Please also follow the standard of academic honesty set forth in the College Calendar (see H18 paragraphs 76-79). For more information on Turnitin and academic integrity, please visit:

<http://www.tcd.ie/CAPSL/students/integrity-plagarism/> and
<http://www.tcd.ie/CAPSL/readysteadywrite/>

Readings

There is no textbook for this class. Instead, three types of readings are required: (1) scholarly articles and (2) policy-oriented pieces are listed in this syllabus. Students must read *all* readings listed in the ‘required’ section for each class and be ready to discuss each of them in class. The required readings are either on Blackboard or on reserve in the library. Finally, students are also expected to have read (3) the news and relevant sources of information such as:

- Council on Foreign Relations (<http://www.cfr.org/>)
- Foreign Affairs (<http://www.foreignaffairs.com/>)
- Foreign Policy (<http://www.foreignpolicy.com/>)
- The Economist (<http://www.economist.com/>)
- The New York Times (<http://www.nytimes.com/pages/world/index.html>)
- The Washington Post (<http://www.washingtonpost.com/world/>)
- The Financial Times (e.g., <http://www.ft.com/intl/comment/columnists/gideonrachman>)

Syllabus Modification Rights

I reserve the right to reasonably alter this syllabus at any time. This will mostly entail adjusting the reading list depending on our progress.

Course Outline

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Schedule

Week 1. Diplomacy and Negotiations

Required Readings (99 pages):

- Geoff R Berridge. *Diplomacy: theory and practice*. Prentice Hall London, 1995, pp. 103–124, 209–252. *
- Keith Hamilton and Richard Langhorne. *The practice of diplomacy: its evolution, theory, and administration*. Taylor & Francis, 2011. pp. 257–271
- Abhinay Muthoo. A non-technical introduction to bargaining theory. *World Economics*, 1(2):145–166, 2000*

Suggested Readings:

- Henry Kissinger. *Diplomacy*. Simon and Schuster, 2012.*
- Corneliu Bjola and Markus Kornprobst. *Understanding international diplomacy: theory, practice and ethics*. Routledge, 2013.*
- Helen V Milner. *Interests, institutions, and information: Domestic politics and international relations*. Princeton University Press, 1997, ch. 3 (pp. 67–98).
- Howard Raiffa and David Metcalfe. *Negotiation analysis: the science and art of collaborative decision making*. Harvard University Press, 2002, pp. 430–506.*
- Michael Watkins and Susan Rosegrant. *Breakthrough international negotiation: How great negotiators transformed the world's toughest post-Cold War conflicts*. Jossey-Bass, 2001.*

Week 2. Negotiating with Terrorists

Required Readings (102 pages):

- Robert A Pape. The strategic logic of suicide terrorism. *American Political Science Review*, 97(03):343–361, 2003
- Max Abrahms. Why terrorism does not work. *International Security*, 31(2):42–78, 2006
- Andrew Kydd and Barbara F Walter. Sabotaging the peace: The politics of extremist violence. *International Organization*, 56(02):263–296, 2002
- Peter R Neumann. Negotiating with terrorists. *Foreign Affairs*, pages 128–138, 2007*
- Scott Atran. Genesis of suicide terrorism. *Science*, 299(5612):1534–1539, 2003*

Week 3. Negotiating Trade

Required Readings (186 pages):

- Richard H Steinberg. In the shadow of law or power? Consensus-based bargaining and outcomes in the GATT/WTO. *International Organization*, 56(02):339–374, 2002
- Christina L Davis. *Food fights over free trade: how international institutions promote agricultural trade liberalization*. Princeton University Press, 2003, pp. 1–27, 225–342
- Thomas J Bollyky and Anu Bradford. Getting to yes on transatlantic trade. *Foreign Affairs*, 12, 2013

Suggested Readings:

- Maxwell A Cameron and Brian W Tomlin. *The making of NAFTA: How the deal was done*. Cornell University Press, 2002
- John S Odell. *Negotiating the world economy*. Cornell University Press, 2000.*

Week 4. Negotiating the End of Civil Wars

Required Readings (112 pages):

- Barbara F Walter. The critical barrier to civil war settlement. *International organization*, 51(03):335–364, 1997
- Barbara F Walter. Bargaining failures and civil war. *Annual Review of Political Science*, 12:243–261, 2009
- Stephen John Stedman. Spoiler problems in peace processes. *International Security*, 22(2):5–53, 1997
- David E Cunningham. Veto players and civil war duration. *American Journal of Political Science*, 50(4):875–892, 2006

Suggested Readings:

- Barbara F Walter. *Committing to peace: The successful settlement of civil wars*. Princeton University Press, 2002

Week 5. Negotiating The Bomb

Required Readings (138 pages):

- Scott D Sagan. Why do states build nuclear weapons? Three models in search of a bomb. *International Security*, 21(3):54–86, 2012
- Etel Solingen. *Nuclear logics: contrasting paths in East Asia and the Middle East*. Princeton University Press, 2009, pp. 23–54, 247–300 (ch. 1, 2 & 12)
- Peter Feaver and Eric Lorber. Long View on Iran. *Foreign Affairs*. 2014.*
- Kenneth N Waltz. Why Iran should get the bomb: Nuclear balancing would mean stability. *Foreign Affairs*, 91:6, 2012*
- Clive Thompson. Can game theory predict when Iran will get the bomb? *New York Times*, 12, 2009*

Suggested Readings:

- Erik Gartzke and Dong-Joon Jo. Bargaining, nuclear proliferation, and interstate disputes. *Journal of Conflict Resolution*, 2009
- Scott D Sagan. The causes of nuclear weapons proliferation. *Annual Review of Political Science*, 14:225–244, 2011