



LJUBLJANA SUMMER SCHOOL
Take the Best from East and West
8 - 26 July 2019

University of Ljubljana

**FACULTY OF
ECONOMICS**

INTERNATIONAL NEGOTIATION AND MODERN DIPLOMACY

Bachelor course (ECTS: 6)

Lectured by:

Murtezaj Valon, IESEG School of Management, Paris, France

Aims of the course:

Negotiation practice itself is undergoing much change. This involves changing patterns of doing business. It requires application of effective bargaining, conflict management and negotiation intervention, good governance and modern diplomacy initiatives. In present times, international negotiation requires abilities to appropriately deal with, many new urgent issues on the global agenda and different actors and new emerging norms. As result being innovative while generating ideas for making better agreement is a skill which every individual need to possess.

Specifically this course aims following objectives:

- To introduce participants to the study of International Negotiation and Modern Diplomacy (with a focus in the field of Economics or Business);
- To enable participants to more effectively analyse and understand international negotiation trends in a globalized world; with an attention to South East European countries and development;
- To enable participants taking innovative actions to negotiate better deals;
- To enhance skills so to be able to more effectively communicate, cooperate, compete, and engage in negotiation with people from own and other cultures;
- To gain insight into international negotiation and modern diplomatic behaviour through exercises.

Overview:

In our rapidly changing world, effective global negotiators not only must be familiar with a generic problem-solving or negotiation process that works in their own culture; they must also become familiar with factors that affect the dynamics of doing business while interacting with people from other parts of the world. They must learn how to adapt to dynamics and patterns, respond in flexible and appropriate ways, and use a range of approaches for building positive working relationships and reaching agreements. Negotiations of international significance are today conducted not only between individual states, but also within and beyond them.





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Overall objective:

To provide participants with the learning on how to respond with creativity and flexibility, and to using a range of innovative approaches in negotiating and reaching agreement by building positive working relationships.

By the conclusion of this course, participants will be:

- equipped with practical skills needed to be successful in the international negotiation and diplomacy arena;
- able to communicate, cooperate, compete, and engage in negotiation with people from their own and other cultures;
- able to develop relationships and value diversity of cultures, especially in the context of problem; solving and negotiations and at a range of levels, from the interpersonal to business to international diplomacy;
- able to evaluate the potential outcomes of problem solving or negotiation with members of their own culture or another culture;
- able to better solve conflicts, negotiate and bargain in the way so that individuals and groups from diverse backgrounds can work effectively together in multicultural environment;
- establish and maintain contacts that will lead to creating relationships, and reach agreements;

Course syllabus:

This course provides an overview of negotiation theories and practices of international dimension. The emphasis is on different approaches to understanding what drives negotiation process and explains the outcome. The course will examine important functions of preparations, negotiation strategies, conflict management, diplomatic behaviour, and the aspects of cross cultural negotiation and communication.

The program course is delivered in 10 (ten) sessions over 5 (five) modules. It is highly interactive, it involves many learning tools: practical exercises, role-playing/simulations, presentations, discussions.

Module One: Provides an overview of negotiation theories and practices of international dimension. Examination of important functions of preparations and negotiation strategies.

Module Two: Focuses in understanding the conflict process, root causes of conflict; finally it provides an explanation of conflict management approaches.

Module Three: The emphasis is on different approaches to understanding what drives international negotiation process and explains the outcomes. It explores the techniques on how to lead the negotiation table, through implementing innovative strategies and behaviours;





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Module Four: On how to solve conflicts, by negotiating in the way so that individuals and groups from diverse backgrounds can work effectively together in a multicultural environment; with an overall aim to establishing and maintain relationships;

Module Five: How to negotiate with government; and cross-government; an overview of development with a focus on South East Europe countries will be provided;

Content/Modules	Timings
1. Introduction of key concepts and theories on international negotiation	6hrs
2. Conflict Management and Modern Diplomacy	6hrs
3. Leadership and Innovative Negotiation	6hrs
4. Cross-cultural Negotiation	6hrs
5. Negotiating with Government	6hrs

Bibliography:

Course pack including slides, role plays, case studies, short articles, and relevant reading will be provided in class.

Other recommended reading:

- Lewicki, R., Barry, B., & Saunders, D.M.(2011). *Essentials of Negotiation*. 5th ed. Boston: McGrawHill/Irwin.
- Moore, C.W., & Woodrow, P.J. (2010). *Handbook of global and multicultural negotiation*. San Francisco: Jossey-Bass. A Wiley Imprint.
- Murtezaj, V. (2013). *Understanding International Negotiation and Conflict Management Strategies in Diplomacy*. *Organizational Cultures-An International Journal* (a section of *International Journal of the Knowledge, Culture and Change Management*). Volume 12, number 2, pp. 45-53.
- Roger Fischer and William Ury. (1991). *Getting to Yes. Negotiating Agreement without Giving In*. Penguin Books.

Teaching methods:

Participants will experience the international negotiation and diplomatic behavior, through exercises. Various learning activities such as short exercises, questionnaires, simulations/ role plays, etc., will be implemented each day. Related materials will be distributed in advance and in class. Through: Lecture, individual and team presentations, paper reading and research, the students will be asked to engage in interactive activities every day.





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In addition students will be provided with working papers/ articles/case studies covering the sessions' subjects and they will be asked to comment on them.

Activities will change with each session, so the teams change with each exercise, aiming to maximize the contact between students and create a cohesive team work and learning climate in the class.

Other educational means: Projector, Whiteboard, Markers, Flipcharts, Videos.

Prerequisites:

None

Examination methods:

Participation in discussion and role plays; creativity and openness of ideas are important aspects in the examination of the students.

Continuous assessment will be applied. Grade is the reflection of 50% Individual Participation + 50% Team Participation.

