


5.00 credits

30.0 h

Q2

Teacher(s)	Rosoux Valérie ;
Language :	English
Place of the course	Louvain-la-Neuve
Prerequisites	Knowledge about Theories of International Negotiations, International Organisations and Geopolitics.
Main themes	The theoretical frame allows the analysis of any international negotiation : the object of the negotiation, its context (international and national context, historical precedents, ...), its stakes, the values that are underlined, the balance of power and the personalities of the negotiators. The case study tends to highlight the creative and technical aspects of negotiations at the end of international or intercommunity conflicts.
Learning outcomes	<p><b>At the end of this learning unit, the student is able to :</b></p> <p>The aim of the course is to acquaint students with negotiation and mediation in the framework of conflict resolution. Attention is given to different theoretical approaches of international negotiation. At the end of the course, students should be able to stress and analyze the variables at the origin of the success or failure of international negotiations. In addition, students will have the opportunity to participate in a simulation and therefore derive the necessary skills to negotiate in an assertive and efficient manner.</p> <p>1</p>
Evaluation methods	Written assignment on a specific case study Participation during the course and the simulations
Teaching methods	Lectures + simulations of negotiation processes
Content	<ul style="list-style-type: none"> <li>- Introduction (strengths and limits of negotiation)</li> <li>- Theoretical approaches to international negotiation : structural, strategic, processual, cultural, and behavioural approaches</li> <li>- Case study Teaching Methodology : focus on the theoretical and practical dimensions of negotiation. The understanding of the most significant variables that determine the outcomes of any negotiation process results from the analysis of the case study and the participation in the various simulations and role plays.</li> <li>- Based on constant interactions with students</li> </ul>
Bibliography	Manuel: R. Lewicki et al., Essentials of Negotiation, New York, Mc Graw Hill, 2015 Portefeuille de lectures.
Faculty or entity in charge	PSAD

Programmes containing this learning unit (UE)				
Program title	Acronym	Credits	Prerequisite	Learning outcomes
Master [120] in Anthropology	<a href="#">ANTR2M</a>	5		
Master [120] in Political Sciences: International Relations	<a href="#">SPRI2M</a>	5		