Instructor: Dr. J. Michael Greig (pronounced Greg)  
Email: greig@unt.edu (this is the best way to reach me)  
Office: 158 Wooten Hall  
Office hours: M 9-10; 11-12; W 9-10 & by appt

Learning Objective

This course seeks to help students understand how diplomacy and negotiations are conducted in the international system.

Required Books

- Other readings will be available for download through the class webpage on Blackboard

Course Requirements

**Midterm & Final Exams (400 points each)** – Exams will cover material presented in the assigned readings and in the class discussions. Questions will be a combination of short answer and essay questions. The final exam will **not** be cumulative. Students are expected to take the examinations on the date that they are scheduled. Students missing an exam will normally receive a “0” on that exam. Excused absences from an exam will be rare and only when accompanied by appropriate documentation. In order to request an excused absence, a student must meet me in my office during my office hours to request a makeup exam. Makeup requests will not be accepted over email.

**Diplomatic Cable (50 points)** – Following the guidelines of “How to Write a Cable” students will write a diplomatic cable describing the results and effects of the U.S. presidential election. This cable will be written from the perspective of a Chinese diplomatic official filing a cable to his/her home government in China. This cable should be 1-2 typed, double-spaced pages long. **DUE DATE: MONDAY, JANUARY 30TH @ 5 PM (Blackboard submission)**

**Personal Negotiation Analysis (75 points)** – In this assignment, students will write a 3-5 page analysis of a negotiation activity that they have been personally involved in. Students will specify the issues at stake in the negotiation, the challenges in locating a settlement, and analyze the strategies used in conducting the negotiation. Further details on the assignment are available on Blackboard. **DUE DATE: MONDAY, FEBRUARY 20TH @ 5 PM (Blackboard submission)**

**International Negotiation Analysis (75 points)** – In this assignment, students will write a 5 page analysis of a current negotiation activity in the international system. Students will analyze their current negotiation using 2 of the dimensions of negotiation covered in the class. Further details on the assignment are available on Blackboard. **DUE DATE: MONDAY, APRIL 24TH @ 5 PM (Blackboard submission)**

**Simulation Attendance** – We will hold in-class simulations on March 6th & 8th and April 24, 26, & 28th. All students are **required** to attend all of the simulation days and attendance will be taken on each simulation day. Students missing a simulation day without a valid, documented excuse will have their course grade reduced by 10 points for each simulation day missed.
Course Grading

A:  900-1000 points
B:  800-899 points
C:  700-799 points
D:  600-699 points
F:  0-599 points

Grade Appeals

Students wishing to appeal any assignment grade given in the class must do so in writing. In order to be considered, the grade appeal must describe: (1) why the student believes that the grade is incorrect and (2) what the student believes the correct grade should be. Upon receiving a grade appeal, I will re-evaluate the assignment. Following the re-evaluation, based upon the original criteria used to grade the assignment, the grade may be increased, decreased, or remain the same. Due to student confidentiality laws, I cannot discuss grades over email.

Course Rules

1. I take academic honesty very seriously. Students caught plagiarizing or cheating will receive an F in the course and will be referred to the proper university authorities.
2. I do not offer individual extra credit or supplementary assignments
3. Course information will be disseminated through the class webpage (learn.unt.edu). You are responsible for checking the class webpage on a regular basis for class updates, information, and announcements.
4. This syllabus is not a contract; I reserve the right to alter both dates and assignments
5. Late assignments will only be accepted under extraordinary circumstances, with prior approval, and with appropriate documentation.
6. Students are expected to arrive at each class meeting with the readings for that class completed and prepared to discuss them.
7. Students should arrive to class on time and, if arriving late, avoid disrupting the class. Students may only leave class early with my prior permission or in the event of an emergency.
8. I am available to answer questions about the course during my office hours, via e-mail, or by appointment. If you have a question about the course or the material that we cover, do not hesitate to ask me. I am more than happy to talk with you.
Course Schedule

**January 18 - Introduction**

**Part 1: Diplomacy:**

**January 20 - What is Diplomacy?**

- Galbraith, Peter (2011). “How to Write a Cable” *Foreign Policy* 185(March/April):102-103

**Week of January 23 - Conducting Diplomatic Relations**

- Slaughter, A. (2016). "How to succeed in the networked world.” *Foreign Affairs*, 95(6), 76-V

**Part 2: Negotiation Strategies**

**Week of January 30 – Approaches to Negotiation I**


**Week of February 6 – Approaches to Negotiation II**


**Week of February 13 – Approaches to Negotiation III**


**Part 3: Getting Diplomacy Off the Ground**

**Week of February 20 - Barriers to Talks**


**Week of February 27 - Back-Channel Talks**

- Browne, J and Dickson, Eric.S (2010)“ “We don’t Talk to Terrorists”: On the Rhetoric and Practice of Secret Negotiations”, *Journal of Conflict Resolution*, Vol.54, n0.3
March 6 & 8 – Simulation 1

- Simulation readings to be assigned
- *** Attendance mandatory ***

**** Midterm Exam in class, Friday, March 10th ****

Week of March 13 – Spring Break

- No class meetings

Part 4: Conducting Negotiations

Week of March 20 - Psychology & Negotiation


Week of March 27 - Third-Parties as Potential Problems: Spoilers & Negotiations


Part 5: Influences on Negotiation Outcomes

Week of April 3 - Power & Negotiation


Week of April 10 - Negotiation & Domestic Politics

**Week of April 17 - Crafting Deals**


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**Week of April 24 – Simulation 2**

- Simulation readings to be assigned
- *** Attendance mandatory ***

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**Week of May 1 – Problem Solving in Negotiation & Course Wrap-up**


*** Final Exam: Saturday, May 6th 8 am-10 am ***

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Course drop information: see schedule at –

[http://essc.unt.edu/registrar/schedule/scheduleclass.html](http://essc.unt.edu/registrar/schedule/scheduleclass.html)

Policies on academic dishonesty:

[http://www.vpaa.unt.edu/academic-integrity.htm](http://www.vpaa.unt.edu/academic-integrity.htm)

**Department Statement of ADA compliance**

The Political Science Department cooperates with the Office of Disability Accommodation to make reasonable accommodations for qualified students with disabilities. Please present your written accommodation request on or before the sixth class day (beginning of the second week of classes).

**University of North Texas -- Department of Political Science**

**POLICY ON CHEATING AND PLAGIARISM**

The UNT Code of Student Conduct and Discipline defines cheating and plagiarism as the use of unauthorized books, notes, or otherwise securing help in a test; copying others' tests, assignments, reports, or term papers; representing the work of another as one's own; collaborating without authority with another student during an examination or in preparing academic work; or otherwise practicing scholastic dishonesty.

Normally, the minimum penalty for cheating or plagiarism is a grade of "F" in the course. In the case of graduate departmental exams, the minimum penalty shall be failure of all fields of the exam. Determination of cheating or plagiarism shall be made by the instructor in the course, or by the field faculty in the case of departmental exams.

Cases of cheating or plagiarism on graduate departmental exams, theses, or dissertations shall automatically be referred to the departmental Graduate Studies Committee. Cases of cheating or plagiarism in ordinary coursework may, at the discretion of the instructor, be referred to the Undergraduate Studies Committee in
the case of undergraduate students, or the Graduate Studies Committee in the case of graduate students. These committees, acting as agents of the department Chair, shall impose further penalties, or recommend further penalties to the Dean of Students, if they determine that the case warrants it. In all cases, the Dean of Students shall be informed in writing of the case.

Students may appeal any decision under this policy by following the procedures laid down in the UNT Code of Student Conduct and Discipline.

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POLICY ON ACADEMIC INTEGRITY

The Political Science Department adheres to and enforces UNT’s policy on academic integrity (cheating, plagiarism, forgery, fabrication, facilitating academic dishonesty and sabotage). Students in this class should review the policy (UNT Policy Manual Section 18.1.16), which may be located at http://policy.unt.edu/sites/default/files/untpolicy/pdf/7-Student_Affairs-Academic_Integrity.pdf. Violations of academic integrity in this course will addressed in compliance with the penalties and procedures laid out in this policy. Students may appeal any decision under this policy by following the procedures laid down in the UNT The UNT Policy Manual Section 18.1.16 “Student Standards of Academic Integrity”.

Acceptable Student Behavior:

Student behavior that interferes with an instructor's ability to conduct a class or other students' opportunity to learn is unacceptable and disruptive and will not be tolerated in any instructional forum at UNT. Students engaging in unacceptable behavior will be directed to leave the classroom and the instructor may refer the student to the Center for Student Rights and Responsibilities to consider whether the student's conduct violated the Code of Student Conduct. The university's expectations for student conduct apply to all instructional forums, including university and electronic classroom, labs, discussion groups, field trips, etc. The Code of Student Conduct can be found at www.unt.edu/csrr.