Instructor: Dr. J. Michael Greig (pronounced Greg)                      Office: 158 Wooten Hall
Email: greig@unt.edu (this is the best way to reach me)    Office hours: MWF 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) – Each student will choose a foreign country from which to serve as a member of the diplomatic staff in the United States (ie; if you choose Russia, you will play the role of a Russian diplomat in the United States). Following the guidelines of “How to Write a Cable” each student will diplomatic cable describing some dimension of changes in American foreign policy over the last year that are relevant to that country. It is not expected that this cable will cover all changes in American foreign policy toward a country, but should cover at least one area of relevance. This cable will be written from the perspective of a diplomatic official from the chosen country filing a cable to his/her home government. This cable should be 1-2 typed, double-spaced pages long. DUE DATE: MONDAY, JANUARY 29TH @ 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 19TH @ 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 23rd @ 5 PM (Blackboard submission)

Simulation Attendance – We will hold in-class simulations on March 5th & 7th and April 23rd, 25th, & 27th. 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 final exam grade reduced by 40 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 17 - Introduction

Part 1: Diplomacy:

January 19 - What is Diplomacy?

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

Week of January 22 - 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 29 – Approaches to Negotiation I


Week of February 5 – Approaches to Negotiation II


Week of February 12 – Approaches to Negotiation III

Part 3: Getting Diplomacy Off the Ground

Week of February 19 - Barriers to Talks


Week of February 26 - 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 5 & 7 – Simulation 1

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

**** Midterm Exam in class, Friday, March 9th ****

Week of March 12 – Spring Break

- No class meetings

Part 4: Conducting Negotiations

Week of March 19 - Psychology & Negotiation


Week of March 26 - Third-Parties as Potential Problems: Spoilers & Negotiations


Part 5: Influences on Negotiation Outcomes

Week of April 2 - Power & Negotiation


Week of April 9 - Negotiation & Domestic Politics

**Week of April 16 - Crafting Deals**


**Week of April 23 – Simulation 2**

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

**Week of April 30 – Problem Solving in Negotiation & Course Wrap-up**


*** Final Exam: Saturday, May 5th 8 am-10 am ***

**Academic Integrity**

Academic Integrity is defined in the UNT Policy on Student Standards for Academic Integrity. Any suspected case of Academic Dishonesty will be handled in accordance with the University Policy and procedures. Possible academic penalties range from a verbal or written admonition to a grade of “F” in the course. Further sanctions may apply to incidents involving major violations. You will find the policy and procedures at: [http://facultysuccess.unt.edu/academic-integrity](http://facultysuccess.unt.edu/academic-integrity).

**Statement of ADA Compliance**

The University of North Texas makes reasonable academic accommodation for students with disabilities. Students seeking reasonable accommodation must first register with the Office of Disability Accommodation (ODA) to verify their eligibility. If a disability is verified, the ODA will provide you with a reasonable accommodation letter to be delivered to faculty to begin a private discussion regarding your specific needs in a course. You may request reasonable accommodations at any time, however, ODA notices of reasonable accommodation should be provided as early as possible in the semester to avoid any delay in implementation. Note that students must obtain a new letter of reasonable accommodation for every semester and must meet with each faculty member prior to implementation in each class. Students are strongly encouraged to deliver letters of reasonable accommodation during faculty office hours or by appointment. Faculty members have the authority to ask students to discuss such letters during their designated office hours to protect the privacy of the student. For additional information see the Office of Disability Accommodation website at [http://www.unt.edu/oda](http://www.unt.edu/oda). You may also contact them by phone at 940.565.4323.

**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 Dean of Students 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.deanofstudents.unt.edu](http://www.deanofstudents.unt.edu).

**SEXUAL DISCRIMINATION, HARRASSMENT, & ASSAULT**

UNT is committed to providing an environment free of all forms of discrimination and sexual harassment, including sexual assault, domestic violence, dating violence, and stalking. If you (or someone you know) has experienced or experiences any of these acts of aggression, please know that you are not alone. The federal Title IX law makes it clear that violence and harassment based on sex and gender are Civil Rights offenses. UNT has staff members trained to support you in navigating campus life, accessing health and counseling services, providing academic and housing accommodations, helping with legal protective orders, and more.

UNT’s Dean of Students’ website offers a range of on-campus and off-campus resources to help support survivors, depending on their unique needs: [http://deanofstudents.unt.edu/resources_0](http://deanofstudents.unt.edu/resources_0). Renee LeClaire McNamara is UNT’s Student Advocate and she can be reached through e-mail at SurvivorAdvocate@unt.edu or by calling the Dean of Students’ office at 940-565-2648. You are not alone. We are here to help.
Religious Holidays
In accordance with UNT Policy 15.2.5, students will be excused from class or other activities for the observance of religious holidays, for religions whose places of worship are exempt from property tax under Section 11.20 of the Tax Code. The student is encouraged to notify the instructor as soon as possible regarding the absence.

Course Evaluations
The Student Perceptions of Teaching (SPOT) is a requirement for all organized classes at UNT. This short survey will be made available to you at the end of the semester, providing you a chance to comment on how this class is taught. I am very interested in the feedback I get from students, as I work to continually improve my teaching. I consider the SPOT to be an important part of your participation in this class.