**International Negotiations Simulation Game**

**Professor: AHN, Dukgeun**

## Office: GSIS 140-1, R606

## Office Hour: ???day 1:00-2:30 pm, or by appointment

**Tel: (02) 880-9249**

**Fax: (02) 879-1496**

**E-mail: dahn@snu.ac.kr**

# COURSE DESCRIPTION

This course addresses basic principles for international negotiation and various other theoretical aspects of international trading system. Negotiation simulation games will be conducted in a class, where all students should participate in. Also, FTA negotiation as well as multilateral negotiation centered on the WTO are analyzed and discussed on the basis of team presentation.

## COURSE OUTLINE

 The relevant reading materials will be available mostly in “e-class” webpage. Also, we will use some case study materials from Devereaux et. al., “Case Studies in US Trade Negotiation: Vol. 1 (IIE, 2006)”. Any questions regarding the class materials or other relevant issues are welcomed at my office hour [???days 1:00-2:30 pm, or by appointment] or after each class.

The final assessment for the course will be based on a take-home examination (50%), class presentation (40%) and participation (10%).

Students in this course are also advised to regularly keep up current developments in international trade area. Useful sources include, *inter alia*, Financial Times, The Economist, and BNA International Trade Reporter.

* **Provisional Weekly Schedule**

 **General Introduction**

 - Internet Research

 - Negotiation in General

 - International Trade Negotiation

 **Simulation 1: Commodity Purchase**

- Analytic Approach for Negotiation

 **Simulation 2: Trade Negotiation**

 **-** Trade Negotiation in Practice

 **Trade Negotiation in General**

- Structure of Trade Negotiation

 - Policy Coordination Problem

 - Case Study Chapter 2

 **Legislative Aspect of Trade Negotiation**

- Destler, American Trade Politics (4th ed. 2005).

- Trade Rule Making

- US Trade Promotion Authority

- Trade Adjustment Assistance Program

 **GATT/WTO Negotiation**

 - Hoekman & Kostecki, The Political Economy of the World Trading System, Ch. 1 & 4 (2nd, 2001).

 - Anwarul Hoda, Tariff Negotiations and Renegotiations under the GATT and the WTO - Procedures and Practices (2001).

 - John Croome, Reshaping the World Trading System (2nd, 1998).

 **GATT/WTO Negotiation: Case Study**

 - Case Study Chapter 3: TRIPS Negotiation

 - Doha TRIPS negotiation

 **GATT/WTO Negotiation: Case Study**

 **-** Case Study Chapter 5: Multilateral Agreement on Investment

 - Doha Investment negotiation

 - India – Automobile case (DS146, 175)

 **FTA Overview**

 - FTA State-of-the play

 - Special features of major countries’ FTA strategies

 **FTA Negotiation: NAFTA**

 - G. Hufbauer, NAFTA Revisited: Achievements and Challenges (2005).

 - Structure of NAFTA

 - NAFTA Dispute Settlement System

 **FTA Negotiation: Korea-US FTA**

 - Structure of KORUS FTA

 - Content of KORUS FTA

 **FTA Negotiation in Practice**

 -TBD

 **Consistency between WTO and FTA**

 - Dispute Settlement: *Brazil - Measures Affecting Imports of Retreaded Tyres* (WT/DS332/R, WT/DS332/AB/R)

 - Trade Remedy Rules: Dukgeun Ahn, “Foe or Friend of GATT Article XXIV: Diversity of Trade Remedy Rules”, *Journal of International Economic Law* (2008).

 **Take-Home Assignment**