

INTERNATIONAL NEGOTIATIONS SIMULATION GAME

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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 [Wednesdays 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 assignment (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 US Inside Trade.

There are numerous books and materials related to international negotiation. You may also refer to the following books for your research and studies:

- Geza Feketekuty, Policy Development and Negotiations in International Trade: A Practical Guide to Effective Commercial Diplomacy (CreateSpace Independent Publishing Platform, 2013).
- WTO, Tariff Negotiations and Renegotiations under the GATT and the WTO: Procedures and Practices (Cambridge Univ. Press, 2001).
- Paul BLustein, Misadventures of the Most Favored Nations: Clashing Egos, Inflated Ambitions and the Great Shambles of the World Trading System (Public Affairs, 2009).
- Steve Dryden, The Trade Warriors: USTR and the American Crusade for Free Trade (Oxford Univ. Press, 1995).
- ADB, How to Design, Negotiate, and Implement a Free Trade Agreement in Asia
< <http://www.adb.org/publications/how-design-negotiate-and-implement-free-trade-agreement-asia>>.

❖ Weekly Schedule

- 3/4 General Introduction**
- Internet Research
- Negotiation in General
- International Trade Negotiation
- 3/11 Simulation 1: Commodity Purchase**
- Analytic Approach for Negotiation
- 3/18 Simulation 2: Trade Negotiation**
- Trade Negotiation in Practice
- 3/25 Trade Negotiation in General**
- Structure of Trade Negotiation
- Policy Coordination Problem
- Case Study Chapter 2
- 4/1 Legislative Aspect of Trade Negotiation**
- Destler, American Trade Politics (4th ed. 2005).
- Trade Rule Making
- US Trade Promotion Authority
- Trade Adjustment Assistance Program
- 4/8 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).
- 4/15 GATT/WTO Negotiation: Case Study**
- Case Study Chapter 3: TRIPS Negotiation
- Doha TRIPS negotiation
- 4/22 GATT/WTO Negotiation: Case Study**
- Case Study Chapter 5: Multilateral Agreement on Investment
- Doha Investment negotiation
- India – Automobile case (DS146, 175)
- 4/29 FTA Overview**
- FTA State-of-the play
- Special features of major countries' FTA strategies
- 5/6 WTO Negotiation in Practice**
- TBC

- 5/20 FTA Negotiation: Korea-US FTA**
- Structure of KORUS FTA
- Content of KORUS FTA
- 5/27 FTA Negotiation in Practice**
- TBC
- 6/3 Consistency between WTO and FTA**
- Dispute Settlement: *Brazil - Measures Affecting Imports of Retreaded Tyres* (WT/DS332/R, WT/DS332/AB/R)
- 6/17 Take-Home Assignment due (5:00pm)**