**International Negotiations Simulation Game**

**Professor: AHN, Dukgeun**

## Office: GSIS 140-1, R606

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

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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 [???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**