**Research Project in Commercial Negotiation**

**Professor Dukgeun AHN**

Fall 2012

Course: International Commerce/ Practical

Time: Friday 2:30-5:30

Venue: TBA

Contact: Room 606 @ GSIS Bldg 140-1 dahn@snu.ac.kr

T.A.: Yeonsoo Kim chrisk86@gmail.com

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**<Target Students>**

This course is designed for those students who are writing thesis or preparing for dissertation. Students who belong to the following categories are allowed to take this course. Other students need permission from an instructor before they take this course.

1. Ph.D. course students who are preparing for dissertation
2. M.A. course students who are writing their thesis in their fourth semester or beyond.
3. Campus Asia students from Tokyo and Beijing

Instructor will limit the number of students as “LESS THAN 15.”

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**<Prerequisite for the course>**

There is no specific prerequisite for the course. However, those students who are qualified to do case study in social science field, especially in the international commerce, are encouraged to take this course. Students who are taking this course are expected to be equipped with a reasonable level of theoretical knowledge in the field of their study. At least, students taking this course are supposed to have their own topic for writing thesis or dissertation.

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**<Course Description>**

We will study major WTO disputes or research papers for the purpose of designing thesis better at an earlier stage. Also, students are expected to make periodic presentation about their own research papers according to the phase of thesis writing and relevant researches so that class participants will be able to provide insights and comments.

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**<Presentations>**

Students are required to make weekly presentations. On the one hand, students are supposed to make summary of key research outcomes related to their own thesis topic. On the other hand, students should present their own research proposal in the weeks designated for them.

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**<Evaluation>**

Weekly presentation 20%

Discussion Participation 30%

Final Research Paper 50%

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**Course Organization**

September 7 Course overview and introduction

<WTO and Trade Dispute Settlement>

September 14 Advanced Topic of WTO & Trade Dispute Settlement I

* WTO Governance and Problems
* Decision Making Practices
* Role of Civic Society

September 21 Advanced Topic of WTO & Trade Dispute Settlement II

* WTO Dispute Settlement System and Problems
* Current Practices and Peculiarities
* Reform of DSU

September 28 Student Presentations I

October 5 Student Presentations II

<FTA and Trade Negotiation>

October 12 Advanced Topic of FTA & Trade Negotiation I

* Special Features of Major FTAs of Korea
* Issues in Trade Negotiations

October 19 Advanced Topic of FTA & Trade Negotiation II

* Special Features of Major FTAs of Japan
* Issues in Trade Negotiations

October 26 Student Presentations III

November 2 Student Presentations IV

<FDI and Empirical Studies>

November 9 Advanced Topic of FDI and Empirical Studies I

* Theoretical Frameworks of FDI
* Recent Studies on FDI

November 16 Advanced Topic of FDI and Empirical Studies II

* Empirical Studies on FDI
* Recent Studies on International Business

November 23 Student Presentations V

November 30 Student Presentations VI

December 14 Final Paper Submission