**SEMINAR IN INTERNATIONAL COOPERATION 2:**

**CASE STUDIES OF MULTILATERAL NEGOTIATING PROCESS**

**Professor: BARK, Taeho**

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**Course Description:**

This course is designed to promote understanding why international negotiations become increasingly important as globalization widens and deepens, especially focusing on case studies of multilateral negotiations. Globalization refers to the patterns of increased interdependence in economic, security and environmental matters, and international negotiations are shaping both the width and the depth of global interactions. Through the case studies of international negotiations, students can understand why new international conflicts arise along with globalization, how negotiators tackle conflicting claims from domestic constituencies and from their opponents, and what factors determine negotiation outcomes. Conceptual development will be supplemented by class participation and discussion around case studies of international negotiations.

**Course Format:**

The course is divided into two parts. The first part of the course will comprise a series of special lectures on real cases of multilateral negotiations by experienced experts in the fields. The second part will be filled with students’ contribution to the class. There are a few requirements of students for this course: heavy participation in class by raising questions and comments on special lectures, weekly submission of comment on those lectures, an individual presentation, and a term paper.

**Course Materials:**

There will be no designated textbooks or reading materials but the below ones will be useful for this class. Students are advised to refer to articles related to the main theme of the course and webcasting materials of the international organizations (United Nations, WTO, etc.) on related issues.

* Hampson, Fen Olser, Multilateral Negotiations: Lessons from Arms Control, Trade, and the Environment, Johns Hopkins University Press, 1999.
* Nalikar, Armita (ed.), Deadlocks in Multilateral Negotiations: Causes and Solutions, Cambridge University Press, 2010.

**Evaluation:**

* Class participation and weekly comments on special lectures: 50%
* Presentation and term paper: 50%

**Class Schedule:**

Week 1: Introduction

Part I: Special Lectures

Week 2 – Week 4: Special Lectures on Arms Control Negotiations

Week 5 – Week 7: Special Lectures on Trade and Financial Negotiations

Week 8 – Week 10: Special Lectures on Environment Negotiations

Part II: Students Presentation

Week 11 – Week 14: Individual Presentations

Week 15: Class Review