

INTERNATIONAL NEGOTIATIONS SIMULATION GAME

Professor: AHN Dukgeun

Classroom: Building 140-2, R202

Class Hour: Monday 2:00-5:00

Office Hour: Monday 1:00-2:00 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 negotiations as well as multilateral negotiations centered on the WTO are analyzed and discussed on the basis of case studies.

COURSE OUTLINE

The relevant reading materials will be available mostly in “etl” webpage. Also, we will use some case study materials from Devereaux et. al., “Case Studies in US Trade Negotiation: Vol. 1 (IIE, 2006)”.

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 Inside US Trade (Site Licensed).

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 (Create Space Independent Publishing Platform, 2013).
- WTO, Tariff Negotiations and Renegotiations under the GATT and the WTO: Procedures and Practices (Cambridge Univ. Press, 2nd ed. 2019).
- 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

- 3/7 General Introduction**
- Internet Research
- Negotiation in General
- International Trade Negotiation
- 3/14 Cancelled**
- 3/21 Simulation 1: Commodity Purchase**
- Analytic Approach for Negotiation
- 3/28 Simulation 2: Trade Negotiation**
- Trade Negotiation in Practice
- 4/4 Simulation 2 Debriefing**
- Multilateral trade negotiation
- Cultural elements in negotiation
- 4/11 History of Trade Negotiation**
- 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).
- Paul Blustein, *Misadventures of the Most Favored Nations: Clashing Egos, Inflated Ambitions and the Great Shambles of the World Trading System* (Public Affairs, 2009).
- 4/18 Legislative Aspect of Trade Negotiation**
- Destler, *American Trade Politics* (4th ed. 2005).
- Trade Rule Making
- US Trade Promotion Authority
- Trade Adjustment Assistance Program
- *Case Study Chapter 5: Fast Track/Trade Promotion Authority*
- 4/25 GATT/WTO Negotiation: Case Study**
- *Case Study Chapter 3: TRIPS Negotiation*
- Doha TRIPS negotiation
- 5/2 Multilateral Trade Negotiation: Case Study**
- *Case Study Chapter 4: Multilateral Agreement on Investment*
- *Investment Rules and Disputes*
- 5/9 WTO Negotiation Case: Fishery Subsidy Negotiation**
- Current WTO negotiation dynamics
- FTA to WTO rule transferring

- 5/16 FTA Negotiation: Korea-US FTA**
- *History of KORUS FTA Negotiation & Ratification*
- Preconditions for negotiation
- *Renegotiation of KORUS*
- 5/23 FTA Negotiation: TPP, USMCA and CPTPP**
- *History of TPP Negotiation*
- *History and Key Features of USMCA*
- *Special Features of CPTPP and Accession Negotiation*
- 5/30 World Trading System at Crossroads**
- China's BRI
- US's Democracy Summit
- WTO versus Indo-Pacific Economic Framework
- 6/10 Take-Home Assignment due (5:00pm)**