International Negotiations – A simulation
(Proseminar / Hauptseminar)

Prof. Dr. Diana Panke

Synopsis:
International negotiations are an integral part of governance beyond the nation-state as they are a means to create and change international norms and rules. International negotiations take place in all policy areas across a broad array of international organizations and international regimes. This seminar provides hands-on insights into dynamics and outcomes of international negotiations. In a first part, students learn how state and regional actors approach international negotiations and which challenges they face when trying to promote their respective interests in an international negotiation arena. This part combines class-sessions with E-Learning units that are part of an Erasmus+ project on EU-UN relations. On this basis, students prepare the negotiation positions and approaches of selected state for a negotiation taking place within the framework of the European Union (Special Session of the European Council). In the second part of the course, a two-day simulation takes place in which students play the roles of different state and regional actors and try to shape the negotiation outcome in line with the interests of the respective countries and regional organizations. In the third and final part of the class, students reflect on the lessons learned from the dynamics and outcomes of the simulation.

Important material is available online
(ILIAS: https://ilias.uni-freiburg.de/goto.php?target=crs_989544&client_id=unifreiburg )
and can be accessed after entering this password: Sim18

In order to obtain credits (Studienleistung / Prüfungsleistung) it is essential that all participants
- do all the core readings
- prepare the position of one negotiation team (3-6 pages) prior to the simulation (needs to be emailed Diana.Panke@politik.uni-freiburg.de two working days prior to the simulation)
- write an individual paper on international negotiations (10 - 12 pages resp. 20-25 pages, length depending on which Prüfungsordnung / Program you study in)\(^1\)
- actively participate in the classes and attend them regularly (no more than two no-shows)
>> 6 / 8 ECTS-points, depending on your examination regulations / Prüfungsordnung

Office hours: please visit http://portal.uni-freiburg.de/politik/professuren/governance/sekretariat for more information and please make an appointment prior to coming to the office hours (email to Simone Ahrens sekretariat.governance@politik.uni-freiburg.de) in order to avoid overly long waiting

\(^1\) You cannot submit one paper as a group, each student needs to write his/her own paper.
### Schedule

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<thead>
<tr>
<th>Date</th>
<th>Content</th>
<th>Required Readings</th>
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<tr>
<td><strong>Session 1</strong></td>
<td><strong>18.04.2018, 8:00 – 10:00h</strong></td>
<td><strong>Introduction</strong>&lt;br&gt;Negotiations and negotiation strategies&lt;br&gt;What is a national position and how is it developed?</td>
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<tr>
<td><strong>Session 2</strong></td>
<td><strong>25.04.2018, 8:00 – 10:00h</strong></td>
<td><strong>The institutional context (EU and European Council) &amp; Rules of Procedure</strong>&lt;br&gt;European Union – Special Session of the European Council</td>
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<td>Room HS 1222</td>
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<td>Rules of procedure²</td>
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<td><strong>Session 3</strong></td>
<td><strong>02.05.2018, 8:00 – 10:00h</strong></td>
<td><strong>The issue at stake</strong>&lt;br&gt;Migration / Refugee Crisis</td>
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<tr>
<td>Room HS 1222</td>
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<td>Lavenex 2001 and Bale 2013</td>
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<td><strong>Sessions 4-7</strong></td>
<td><strong>17.05.2018 8.15-.19.45</strong></td>
<td>Simulation - day 1</td>
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<td>Room 01011, Dekanat, Werthmannstr. 8, Rückgebäude / Rear building</td>
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<tr>
<td><strong>Sessions 8-11</strong></td>
<td><strong>18.05.2018 8.15-.19.45</strong></td>
<td>Simulation - day 2</td>
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<td>Room R106, Breisacher Tor</td>
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<td><strong>Sessions 12-15</strong></td>
<td><strong>30.05.2018 8.15-.19.45</strong></td>
<td>Reflections &amp; discussion on lessons learned&lt;br&gt;Concluding session</td>
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<td>Room R4, Breisacher Tor</td>
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Recommended readings


- A very interesting video on the European Asylum Support Office by José Carreira: [https://www.youtube.com/watch?v=Qzz0VObN9Qg](https://www.youtube.com/watch?v=Qzz0VObN9Qg)


- Critical analysis of EU’s actions in Libya: [https://www.ceps.eu/publications/libya-strategy-wasn%E2%80%99t](https://www.ceps.eu/publications/libya-strategy-wasn%E2%80%99t)


- Financial analyses on the refugee crisis response:
  - Den Hertog, Leonard, 2016, EU Budgetary Responses to the ‘Refugee Crisis’: Reconfiguring the Funding Landscape, Centre for European Policy Studies Paper in Liberty and Security in Europe No. 93, available online at: [https://www.ceps.eu/system/files/LSE%20No%2093%20LdH%20on%20EU%20Budgetary%20Responses%20to%20the%20Refugee%20Crisis.pdf](https://www.ceps.eu/system/files/LSE%20No%2093%20LdH%20on%20EU%20Budgetary%20Responses%20to%20the%20Refugee%20Crisis.pdf)

- Third Berlin Roundtable on Refugees & Migration (May 5, 2017), with representatives from UNHCR, International Federation of Red Cross and Red Crescent Societies, IOM and others: [https://www.youtube.com/watch?v=Gpm_BEqzC3E](https://www.youtube.com/watch?v=Gpm_BEqzC3E)

Literature:


