IR 383—Third World Negotiations
Dr. Douglas Becker
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Office Hours:  MWF  12:00-1:00 and by appointment

This course delves into depth at the complex role of negotiations intended to reduce or end a conflict. We will start with theories of negotiation and then move into an in-depth analysis of a series of ongoing conflicts and negotiations. We will ask the following:

1) What is the role of rationality, emotion, and information in negotiations?
2) What role does justice and fairness play in negotiated settlements?
3) How do actors force negotiations, particularly with the role of escalation?
4) What roles do outside actors, whether they are states, organizations, or individuals, play in negotiated settlements of disputes?
5) When are negotiations possible and when are they problematic if not impossible and what do we mean by deadlocks and ripeness?

This course fully utilizes active learning techniques with a significant hands-on, role-playing approach. In short, rather than simply reading about negotiations, students will engage in negotiations. Each class requires significant preparation to the level that the student will demonstrate knowledge of the material publicly, often in a role-playing setting. As such the grading reflects this preparation requirement for each class.

The grades for this course are as follows:

4 position papers 5% each (20% total)
4 debriefing papers (roughly 5 pgs each) 10% each (40% total)
in-class final 30%
class participation 10%

Each class meeting will consist of two parts: The first half of each meeting will be an active learning technique, and the second half will be a debrief/discussion/lecture. Four of these class meetings are comprehensive role-playing simulations. Each student will be assigned a role for these simulations. Prior to the simulation, each student will prepare a position paper outlining what his/her actor seeks to gain in a negotiation. This will require researching the actor’s historical position as well as contemporary interests. Following the simulation, each student will then prepare a debriefing paper based on the simulation, with an emphasis on a theoretical lesson from the class. 10% of the grade is based on general class participation, with half of this grade determined by the in-class simulation and the other half on general class participation. This includes attendance of the class, demonstration of prior completion of the reading, fully active participation in the exercises, and thoughtful response to questions posed. We then will have a cumulative final based on the materials covered in class. The penalty for late work is 5 points a day. The only excuses accepted are documented, University sanctioned excuses. Also, this course will follow all of the guidelines for reasonable accommodations laid out in the University Handbook.

The books for this class are as follows:
Iyob, Ruth and Gilbert M. Khadiagala. Sudan: The Elusive Quest for Peace. Lynne Reinner,
January 10: Introductions, Distribute syllabi, some initial negotiations

January 17: Martin Luther King’s birthday, no class

January 24: Justice and (or) Vengeance in Negotiations
Albin, Chapters 1-2, pgs 1-52
Sung Hee Kim, “Role of Vengeance” On Blackboard

January 31: The Comprehensive Peace Agreement and the Sudanese Referendum
the roots of a conflict
Iyob and Khadiagala, Chapters 1-5, pgs 13-132
Assignments for first simulation

February 7: 1st Simulation: Darfur After the Referendum
Iyob and Khadiagala, Chapters 6-7, pgs 133-179
Cockett, pgs 168-249 On Blackboard
1st Position Papers due

February 14: President’s Day, no class

February 21: Rationality and Commons Issues in Negotiations
Albin, Chapter 3, pgs 54-99
Albin, Chapter 6, pgs 181-214
Patrick M Morgan, “Deterrence” On Blackboard
1st debriefing paper due

February 28: The Nuclear quicksand on the Korean Peninsula
Pritchard, Chapters 1-4, 1-68
Paul W. Meerts, “Entrapment” On Blackboard
Daniel Druckman, “Conflict Escalation” On Blackboard
Lisa J. Carlson, “Escalation” On Blackboard
2nd Assignments handed out

March 7: 2nd Simulation: Defusing Tensions on the Korean Peninsula:
Whither the 6 party talks?
Pritchard, Chapters 5-12, pgs 69-184
2nd position paper due

March 14: Spring Break

March 21: Breaking Deadlocks and Ripeness in Negotiations
Faure, “Deadlocks” On Blackboard
Aggestam, “Enhancing Ripeness” On Blackboard
2nd paper due

March 28: Justice, Fairness, Security, and Israeli/Palestinian Conflict
Albin, Chapter 5, pgs 141-180
Dowty, Chapters 1-5, pgs 1-136
3rd assignments handed out
April 4: 3rd simulation: A new Round of Israeli/Palestinian talks? 
Dowty, Chapters 6-9, pgs 137-230
3rd position paper due

11: Justice, Fairness, and power in International Trade
Albin, Chapter 4, pgs 100-140
Odell and Sell, “Reframing the Issue” On Blackboard
Narlikar and Odell, “The Like Minded Group” On Blackboard
3rd debriefing paper due

18: International Criminal Justice Negotiations
Albin, Chapter 7, pgs 215-231
Benjamin Schiff, “Building the ICC” On Blackboard
4th assignments handed out

25: 4th simulation: Should Amnesty be Given to Joseph Kony and the 
LRA to end the war in Uganda?
Allen, entire book
4th position paper due

May 2: Optional Study Session
4th debriefing paper due by the study session

Final Exam: May 9th, 4:30-6:30 pm