



Course Code IREL-620	Course Title International Mediation and Negotiation	ECTS Credits 7.5
Department European Studies and International Relations	Semester Fall, Spring	Prerequisites IREL-510
Type of Course Elective	Field International Relations	Language of Instruction English
Level of Course 2 nd Cycle	Year of Study ANY	Lecturer(s) Professor Costas M. Constantinou
Mode of Delivery face-to-face	Work Placement N/A	Co-requisites None

Objectives of the Course:

This course provides an introduction into the practice of international mediation and negotiation at an advanced level. It examines the diverse theories and approaches on international mediation, specifically both the instrumental uses and ideological biases of specific types and mediation. It also examines the contemporary forms of international negotiation, the old and new actors as well as the stakes, activities, tactics and outcomes of the negotiation process. It then applies the knowledge gained to a specific simulation of international mediation and negotiation.

Learning Outcomes:

After completion of the course students are expected to:

1. Illustrate knowledge of the evolution of modern mediation and negotiation.
2. Critically assess key theories and texts on international mediation and negotiation and illustrate extensive knowledge of key trends and developments within the subject.
3. Illustrate a full understanding of the complexity of the field of mediation and negotiation and its relation to other subjects such as diplomacy, conflict analysis and international relations theory.
4. Critically analyze research within the subfield of international mediation and negotiation.
5. Demonstrate a high-level of capability in their research and presentation skills on the subject of mediation and negotiation.
6. Independently identify, analyze and evaluate complex issues relating to mediation and negotiation using a variety of methodological tools.

Course Contents:

1. The Mediation-Negotiation Nexus
2. Mediation as Power Brokerage
3. Mediation as Political Problem-Solving
4. Mediation as Domination
5. Mediation as Restructuring Relationships
6. Types of Negotiation
7. Actors of Negotiation
8. Stakes of Negotiation
9. Moves of Negotiation
10. Outcomes of Negotiation
11. Simulation Exercise on Mediation and Negotiation
12. Summary and Conclusions

Learning Activities and Teaching Methods:

Lectures, tutorial sessions, simulation exercises

Assessment Methods:

Exam, Essay, Class participation.

Required Textbooks/Reading:

Authors	Title	Publisher	Year	ISBN
M. Kleiboer	<i>The Multiple Realities of International Mediation</i>	Lynne Rienner	1998	1555877699
B. Starkey, M. Boyer, J. Wilkenfeld	<i>Negotiating a Complex World</i> (2 nd Edition)	Rowman and Littlefield	2005	0742535770

Recommended Textbooks:

Authors	Title	Publisher	Year	ISBN
C. Crocker, F. Hampson and P. Aall (eds)	<i>Herding Cats: Multiparty Mediation in a Complex World</i>	United States Institute of Peace	1999	1878379925
I. Zartman and M. Berman	<i>The Practical Negotiator</i>	Yale University Press	1983	0300030975