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Diplomacy Syllabi

School of Diplomacy and International  
Relations

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Fall 2023

## **DIPL 6104 WB The Art and Science of Negotiation**

Zheng Wang PhD

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**The Art and Science of Negotiation**

**DIPL 6104 WB**

**Fall 2023**

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**Professor:** Dr. Zheng Wang

**Office Hours:** Thursday 10:30-12:30 am and by appointment

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**COURSE DESCRIPTION**

The ability to negotiate and manage conflicts effectively has become an essential skill in international diplomacy, as well as in our organizational and personal settings. Negotiation is the art and science of securing an agreement between two or more independent parties. This course is an introduction to the wide variety of approaches to the analysis and practice of negotiation and is intended to provide a solid foundation for further inquiry and application. Students will learn the history of thinking about negotiation, frameworks for analyzing negotiation, and the roles of various factors (influences and contexts, tactics and strategies) on the negotiation process and outcome.

**COURSE OBJECTIVES**

- Help students to think critically and analytically about international society and human conflict;
- Negotiations are microcosms of international relations. By placing negotiations in the context of global politics and global cultures, this course aims to help students to explore the role of negotiation in the current international system in preventing, managing, or resolving conflicts;
- Introduce theories, models, and other conceptual frameworks that are key in the field; Connect theory to practice through discussion, research and case study review of real events.

**COURSE REQUIREMENTS**

1. **Active participation in the class activities (assignments and blogs): 60%**
  - Discussion Forum Blog Posts: 6 posts, 5 points each = 30 points total
  - Essay Assignments: 3 essays, 10 points each = 30 points total

## 2. Final Exam: 40%

### Instructions for Assignments and Attendance:

- You are responsible for completing individual and group assignments on time.
- You are expected to cite your class texts, supplemental readings, and any other sources you use. Papers should utilize one of the Chicago Manual of Style citation formats: Author-Date or Notes and Bibliography. Ensure that your papers are double-spaced, spell-checked, and easily legible. They should be formatted in 12-point 'Times New Roman' font.
- All submissions must be your original work and not copied or plagiarized from any source, whether an internet site or another student. Engaging in plagiarism or any form of academic dishonesty will lead to a failing grade in this course.

### GRADING SCALE

A >=94%   A->=90%   B+>=87%   B >=83%   B->=80%   C+>=77%  
C >=73%   C->=70%   D+>=67%   D >=63%   D->=60%   F <=59%

### REQUIRED TEXTS:

#### *Getting to Yes*

Publisher: Penguin Books; Upd Rev edition (2011)

#### *Negotiation (Harvard Business Essentials Series)*

Publisher: Harvard Business School Press (2003)

\* Readings not included in the textbooks can be retrieved from the Blackboard site for the course.

### Supplementary Readings:

Wilkenfeld, Mark A., Jonathan Starkey and Brigid Boyer, 2005. *Negotiating a Complex World: An Introduction to International Negotiation*, 2nd ed., New York: Rowman & Littlefield.

Cohen, Raymond. 1997. *Negotiating Across Cultures: International Communication in An Interdependent World*. Washington, D.C.: United States Institute of Peace.

Ury, William. *Getting Past No: Negotiating with Difficult People*. Bantam, 1992.

Breslin, J.W., & Rubin, J.Z. (Eds.). 1991. *Negotiation Theory and Practice*. Cambridge: PON Books.

### On-line Recourses:

Guy Burgess and Heidi Burgess ed. *Beyond Intractability*. Conflict Research Consortium, University of Colorado, Boulder, Colorado, USA.

<<http://www.beyondintractability.org/>>

Program on Negotiation, Harvard Law School

<http://www.pon.org>

### **Disability Services Statement**

It is the policy and practice of Seton Hall University to promote inclusive learning environments. If you have a documented disability you may be eligible for reasonable accommodations in compliance with University policy, the Americans with Disabilities Act, Section 504 of the Rehabilitation Act, and/or the New Jersey Law against Discrimination. Please note, students are not permitted to negotiate accommodations directly with professors. To request accommodations or assistance, please self-identify with the Office for Disability Support Services (DSS), Duffy Hall, Room 67 at the beginning of the semester. For more information or to register for services, contact DSS at (973) 313-6003 or by e-mail at [DSS@shu.edu](mailto:DSS@shu.edu).

### **Policy on Incompletes**

Incompletes will be given only in exceptional cases for emergencies. Students wishing to request a grade of Incomplete must provide documentation to support the request accompanied by a Course Adjustment Form (available from the Diplomacy Main Office) to the professor *before* the date of the final examination. If the incomplete request is approved, the professor reserves the right to specify the new submission date for all missing coursework. Students who fail to submit the missing course work within this time period will receive a failing grade for all missing coursework and a final grade based on all coursework assigned. Any Incomplete not resolved within one calendar year of receiving the Incomplete or by the time of graduation (whichever comes first) automatically becomes an “FI” (which is equivalent to an F). It is the responsibility of the student to make sure they have completed all course requirements within the timeframe allotted. Please be aware that Incompletes on your transcript will impact financial aid and academic standing.

### **Academic Integrity & Dishonesty**

Plagiarism and other forms of academic dishonesty will be reported to the administration, and may result in a lowered or failing grade for the course and up to possible dismissal from the School of Diplomacy. See University and School standards for academic conduct here:

<https://www.shu.edu/documents/Student-Code-of-Conduct.pdf>

and <https://www.shu.edu/diplomacy/academic-conduct.cfm>.

Resources for academic integrity are on the course Blackboard [or Canvas] page.

### **CAPS:**

As part of our commitment to the health and well-being of all students, Seton Hall University’s Counseling and Psychological Services (CAPS) offers initial assessments, counseling, crisis intervention, consultation, and referral services to the SHU community. The CAPS office is located on the second floor of Mooney Hall, room 27. Appointments can be made in-person or by calling 973-761-9500 during regular business hours, Monday-Friday, 8:45 a.m. - 4:45 p.m. In case of a psychological emergency, call CAPS (973-761-9500) at any time to speak to a crisis counselor. For more information, please visit: <https://www.shu.edu/counseling-psychological-services/index.cfm>

### **About Artificial Intelligence Tools:**

Students may use AI tools, such as ChatGPT, as a learning support, or as a resource (e.g., to generate ideas from the literature, brainstorm, prepare a draft outline), but may not use AI tools to generate a final product. Students could be required to submit a report on what/how they used AI. Students should cite to all AI generated content.

## SCHEDULE AND ASSIGNMENTS

**Notes: There will be ten (10) modules. Except for Module 1, each module will normally be ten-days long to make sure that you have enough time to complete readings and assignments.**

- Each Module has its own Blackboard content, please see the detailed information (instructions, readings, slides, video lecture, and assignments) for each Module at course Blackboard (Module 1 – Module 10). Please follow the instructions closely.
- Assignment for each module is due at 11:59 pm of the last day of the Module. Rubrics for different kinds of assignment are available at course Blackboard.
- **It's very important to complete all the required readings, teaching slides, and video lectures for each module.** All required readings (except the two textbooks) are available at Blackboard. I also include some optional readings. If you are interested in certain topics and want to learn more, you can read these optional readings.

<b>Module</b>	<b>Time Period</b>	<b>Theme</b>	<b>Assignment</b>
Module 1	Aug 28 – Sept 3	<b>Introduction to international negotiation</b>	Discussion Board Post (5 points, due on Sept 3).
Module 2	Sept 4 – 13	<b>Cast Study: Camp David Negotiation</b>	Discussion Board Post (5 points, due on Sept 13)
Module 3	Sept 14 – 23	<b>Negotiation, Diplomacy and Conflict Resolution</b>	Discussion Board Post (5 points, due on Sept 23)
Module 4	Sept 24 – Oct 5	<b>Principled Negotiation</b>	<b>Essay Writing #1</b> (10 points, due on Oct 5)
Module 5	Oct 6 – Oct 15	<b>Game Theory and Rational Choice</b>	Discussion Board Post (5 points, due on Oct 15)
Module 6	Oct 16 – Oct 25	<b>Negotiation Processes</b>	<b>Essay Writing #2</b> (10 points, due on Oct 25)
Module 7	Oct 26 – Nov 5	<b>Effective Communication</b>	Discussion Board Post (5 points, due on Nov 5)
Module 8	Nov 6 – Nov 15	<b>Cross-cultural negotiation</b>	<b>Essay writing #3</b> (10 points, due on Nov 15)
Module 9	Nov 16 – Nov 30	<b>Case Study: U.S. Negotiating Behavior</b>	Discussion Board Post (5 points, due on Nov 30)
Module 10	Dec 1 – Dec 10	<b>Review and Integration</b>	