Syllabus

**INTER. NEGOTIATION: THE AMERICAN EXPERIENCE - 58842**

*Last update 09-09-2013*

**HU Credits:** 2

**Degree/Cycle:** 1st degree (Bachelor)

**Responsible Department:** International Relations

**Academic year:** 0

**Semester:** 2nd Semester

**Teaching Languages:** Hebrew

**Campus:** Mt. Scopus

**Course/Module Coordinator:** Dr. Noam Kochavi

**Coordinator Email:** nkochavi@mail.huji.ac.il

**Coordinator Office Hours:** Tuesday, 14.00-15.00

**Teaching Staff:**
  Dr. Noam Kochavi
Course/Module description:
Introducing students to the American experience in and style of international negotiation

Course/Module aims:
The course introduces the student to the American international negotiation experience, both as party to negotiation (in the global arena) and a mediator (in the Middle East). Analyzed are the American negotiating style and some general lessons that might be drawn from the American track record in that field.

Learning outcomes - On successful completion of this module, students should be able to:
Analyze key case studies related to the US negotiating and mediating experience; Point out the challenges inherent in negotiation and identify strategies for coping with these strategies.

Attendance requirements(%):
0

Teaching arrangement and method of instruction: Lecture

Course/Module Content:
Topics

Introduction
1) International Politics and Security Negotiation: introduction
2) The Cultural Dimension in International Negotiation
3) The American ideology in Foreign Affairs

The Global Arena
4) Wilson, Versailles, and the Failure of the Strategy of Punishment
5) Franklin Roosevelt and Yalta: The difficulty of assessing the adversary's intentions and the strategy of reward
8) The US-Soviet détente; The American contribution to the end of the Cold War

The Middle Eastern Scene
9) The Style Determines the Outcome (?) the Bush family and Iraq
10) The American involvement in the Arab-Israeli conflict prior to 1967
11) Kissinger, status quo diplomacy, the Yom Kippur War and the theory of maturation
12) Carter, Camp David and the Iran debacle
13) The American mediating record in the Arab-Israeli Conflict: Recent Lessons

Required Reading:
Topics and Reading List (All is Required for the Final Paper; items required for weekly reading during course is marked *).

Introduction
1) International Politics and Security Negotiation: introduction

2) The Cultural Dimension in International Negotiation
*Raymond Cohen, Negotiating Across Cultures: Communication Obstacles in International Diplomacy (Washington, D.C., 1991), conclusion. (L)

3) The American ideology in Foreign Affairs

The Global Arena
4) Wilson, Versailles, and the Failure of the Strategy of Punishment

5) Franklin Roosevelt and Yalta: The difficulty of assessing the adversarys intentions and the strategy of reward
Lebow, The Art of Bargaining, chap. 7.

Noam Kochavi, A Conflict Perpetuated (Westport, Conn.: Praeger, 2002), chap. 1. (M)


8) The US-Soviet détente; The American contribution to the end of the Cold War

The Middle Eastern Scene

9) The Style Determines the Outcome (?) the Bush family and Iraq
Thomas Preston, The President and his Inner Circle, chap. 1 (M)

10) The American involvement in the Arab-Israeli conflict prior to 1967

11) Kissinger, status quo diplomacy, the Yom Kippur War and the theory of maturation
*אבראהם בן-צבי, מטרומן ועד אובמה: עלייתם בראשית שקיעתם של יחסי ארצות הברית-ישראל (תל-אביב, 2011), פרק 6. (M)

12) Carter, Camp David and the Iran debacle
Quandt, Peace Process, 130-173, 255-283. (L)
*קנת שטיין, מדינאות אמיצה: סדנות, קיסינג'ר, קרטר והחתימה על עליום ארבע-ישראלי (תל-אביב: משרדי הבש Atari, 2003), 149-192. (L)
Robert Jervis, Why Intelligence Fails: Lessons from the Iranian Revolution and the
Iraq War (Ithaca, 2010), chap. 4. (M)

13) The American mediating record in the Arab-Israeli Conflict: Recent Lessons
Arie M. Kacowicz, "Rashomon in the Middle East: Clashing Narratives, Images and Frames in the Israeli-Palestinian Conflict," Cooperation and Conflict 40:3 (2005), 343-360. (L)

Additional Reading Material:
None

Course/Module evaluation:
End of year written/oral examination 100 %
Presentation 0 %
Participation in Tutorials 0 %
Project work 0 %
Assignments 0 %
Reports 0 %
Research project 0 %
Quizzes 0 %
Other 0 %

Additional information:
None