



The Hebrew University of Jerusalem

Syllabus

Effective Negotiation Mediation and Conflict Resolution - 54714

Last update 03-09-2017

HU Credits: 2

Degree/Cycle: 2nd degree (Master)

Responsible Department: conflict management & resolution

Academic year: 0

Semester: 1st Semester

Teaching Languages: English

Campus: Mt. Scopus

Course/Module Coordinator: Dr. Yuval Benziman

Coordinator Email: Yuval.benziman@gmail.com

Coordinator Office Hours: Monday 10-11

Teaching Staff:

Dr. Yuval Benziman

Course/Module description:

The course will integrate theory with practice and deal with the main aspects of negotiation and mediation. It will allow students to understand and experience the complexity of reaching a resolution to conflicts. Based on study cases, students will experience how sides in conflict think and act; what are the tools that third parties have; how different approaches to handling conflicts lead to different outcomes; and how an agreement should look like.

Course/Module aims:

Students will get acquainted with the different components of negotiations to end conflicts. Students will know what questions to ask, what to investigate and how to act in order to conduct an effective negotiation that ends a conflict.

Learning outcomes - On successful completion of this module, students should be able to:

Design a plan detailing how to conduct an effective negotiation
Construct an intervention model that can be implemented in negotiating an agreement
Evaluate the effectiveness of actions practiced in a negotiation
Compare approaches of negotiations and mediations, and decide what the right approach is for different conflicts
Develop a road-map for the steps and actions needed in the stage of negotiating an agreement to end a conflict.

Attendance requirements(%):

Students are required to attend classes.
Attendance and participation are 15% of the final grade

Teaching arrangement and method of instruction: The classes will be conducted in the format of a workshop. Classes will include discussions and simulations.

Course/Module Content:

-How to understanding all sides' perspectives in conflict
-Dealing with in-group conflicts

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- Unilateral decisions: risks and outcomes
 - Differentiating between positions and interests
 - Outcomes of mediation vs. arbitration
 - The rules of official and non-official tracks
 - Negotiating an agreement
 - Drafting an agreement
 - Mutual declarations
 - Apologizing

Required Reading:

Partial list:

Oren, N., Nets-Zehngut, R. and Bar-Tal, D. (2015), *Construction of the Israeli-Jewish Conflict-Supportive Narrative and the Struggle Over Its Dominance*. *Political Psychology*, 36: 215-230

Nadim N. Rouhana & Areej Sabbagh-Khoury (2015) *Settler-colonial citizenship: conceptualizing the relationship between Israel and its Palestinian citizens*, *Settler Colonial Studies*, 5:3, 205-225, DOI: 10.1080/2201473X.2014.947671

Khoury, Hind. (2017). *Between Now and Then: A More Realistic View of Palestinian History and Identity* *Palestine - Israel Journal of Politics, Economics, and Culture*; East Jerusalem 22.2/3 : 59-63.

Robert D. Putnam (1988). *Diplomacy and Domestic Politics: The Logic of Two-Level Games*. *International Organization*, Vol. 42, No. 3, pp. 427-460

Roger Fisher and William Ury (1991). *Getting to YES*. Boston, Massachusetts: Houghton Mifflin.

Curran, Daniel;Sebenius, James K;Watkins, Michael (2004). *Two Paths to Peace: Contrasting George Mitchell in Northern Ireland with Richard Holbrooke in Bosnia-Herzegovina*. *Negotiation Journal*; 20, 4: 513-537.

Benziman, Y. (2016). "Ingredient of a successful track two negotiation", *Negotiation Journal*, 32(1): 49-62.

Liebes, T., & Katz, E. (1996). *Staging Peace: Televised Ceremonies of Reconciliation*. *The Communication Review*, 2 (2), 235-257

Smith N. (2014) *Political Apologies and Categorical Apologies*. In: Mihai M., Thaler M. (eds) *On the Uses and Abuses of Political Apologies*. *Rhetoric, Politics and Society Series*. Palgrave Macmillan, London.

Kellen, D., Z. Bekerman, & I. Maoz (2013). *An easy coalition: the peace camp identity and Israeli-Palestinian track two diplomacy*. *Journal of Conflict Resolution* 57(4) 543-569

Additional Reading Material:

Course/Module evaluation:

End of year written/oral examination 0 %

Presentation 0 %

Participation in Tutorials 0 %

Project work 0 %

Assignments 0 %

Reports 0 %

Research project 0 %

Quizzes 0 %

Other 100 %

see additional information

Additional information:

Percent of Final Grade

Class attendance and participation: 15%

3 short papers (10% each one)

10% X 3 &eq; 30%

Research proposal: 15%

Final paper: 40%