

Department: International Relations

Faculty: Social Sciences

Course Title: Introduction to Diplomacy and International Negotiations (MA, Optional)

Number of Credits: Four

Course Objectives:

This course aims to equip the students with conceptual and theoretical tools towards understanding the strategic behaviour of state and non-state actors in world politics. A theoretical study of international negotiations, backed by practical examples will also help to underline essential linkages between theory and the practice of diplomacy. Given that there are various factors influencing the behaviour of state actors, it is important that inter-disciplinarity is encouraged. It is from this perspective that choice of actors and issues has been made as diverse as possible ranging from states, non-governmental organizations, terrorists, and affected people's groups amongst others. Thus, the course intends to engage variety of actors and issues which range from 'high' politics to that of 'low' politics, intending to go beyond the conventional parameters of IR discipline, where states remain the primary unit of analysis. Issues areas like environment, business, arms control, territorial and social conflict would be discussed to study various approaches, actors, styles and types of negotiation in an applied context. Since this is an introductory course on two important themes of diplomacy and negotiations, students are expected to catch up with the recommended readings.

Course Structure:

Unit One: Introduction to Diplomacy: Meaning and its Relevance to International Relations (Week One to Two)

This unit is a primer to international diplomacy. The student is introduced to the history, practice and different waves of diplomacy in IR. The unit also explains and presents the relevance/irrelevance and critique of diplomatic studies. The focus will be on the shifting nature of actors and issues over a period of time and the ontological and epistemological inquiries which inform the meaning of diplomacy.

Unit Two: Non-Western Sources of Diplomacy-- Theoretical, Cultural and Philosophical Critique of Diplomatic Theory and Practice (Week Three-Five)

This unit attempts to juxtapose international relations theory with diplomatic studies and engages with the critique on the theoretical and conceptual origins of diplomacy. It also goes beyond the Western claims on the origins and evolution of diplomacy, and attempts to revisit some non-western sources. Some questions for deliberation are: What is the relevance and influence of morality and philosophy in understanding diplomacy? Does philosophical worldviews shape state behaviour? What are the alternative tools for understanding concepts of diplomacy? Can classics/folk stories, games, dance forms help advancing the conceptual frameworks on diplomacy?

Unit Three- Diplomatic Practice: Process, Types and Styles of Diplomacy (Week Six to Seven)

The lectures in the unit would focus on the processes and styles of diplomatic practice. The size, interests, capacity and place of states in international political system are essential yardsticks for discussion. What are the various approaches which states (other than great powers) employ in diplomatic practice are some questions which students are introduced to.

Unit Four Understanding International Negotiations – (I)– : Definition and Theories (Week Eight- Ten)

This Unit is an introduction to international negotiations. Discussing the definitional and conceptual strands, it puts two dominant strands of negotiation practice and theory into perspective

Unit Five: Understanding International Negotiation (II): Processes and Approaches (Week Eleven)

This unit studies various approaches and perspectives on international negotiations. Techniques and Styles in bilateral and multilateral negotiations are given due attention.

Unit Six—Simulation Exercise (Week Twelve)

This would be a multiparty-multi-issue exercise. Students are expected to make use of the theoretical insights gained in the course. Course packets are given by the instructor.

Reading suggestions:

Lauren, Craig and George (2007), *Force and Statecraft: Diplomatic Challenges of Our Times*, New York: Oxford University Press.

Narayana (1998), *Hitopdesha* New Delhi, Penguin Books, 1998

David Lai (2004), *Learning from the Stones: A Go Approach to Mastering China's Strategic Concept, Shi*, Monograph, Strategic Studies Institute, U.S. Army War College, 2004

L. Boyd Judson (2005), "Strategic Moral Diplomacy: Mandela, Qaddafi, and the Lockerbie Negotiations", *Foreign Policy Analysis*, Blackwell Publishing, 1(1), 2005.

Robert Jackson (2002), "Martin's Wight Thought on Diplomacy", *Diplomacy and Statecraft*, 13(4)December, pp. 1-28

Bruck and Sapin (1962), *Foreign Policy Decision Making*, New York: The Free Press, 1962.

Fred Charles Ikle (1964), *How Nations Negotiate*, New York, Harper and Row.

Thomas Schelling (1980), *The Strategy of Conflict*, Harvard: Harvard University Press.

Howard Raifa (2007), *Negotiation Analyses: The Science and Art of Decision making*, Harvard: Harvard University Press.

G. R. Berridge (2010), *Diplomacy: Theory and Practice*, London: Palgrave, Macmillan.

Watkins and Rosegrant (2001), *Breakthrough in International Negotiation: How Great Negotiators Transformed the World's Toughest Post-Cold War Conflicts*, Sanfrancisco: Jossey Bass.