

Identification	Subject (code, title, credits)	PSIR 627: International Negotiations 3KU / 6ECTS credits	
	Department	Political Science and Philosophy	
	Level	Graduate	
	Term	Fall 2021	
	Instructor	Dr. Vasif Huseynov	
	E-mail 1:	vhuseynov@khazar.org	
	Classroom/hours	Downtown campus, 122 Bashir Safaroglu Str., Room 20, Thursday 18:40-21:50	
	Office hours	By appointment	
Prerequisites	The instructor's consent		
Language	English		
Compulsory/Elective	Compulsory		
Required textbooks and course materials	<p>Core readings: Berridge, G.R., 2015: <i>Diplomacy: Theory and Practice</i>, 5th edition, Palgrave Macmillan, London. Morin, J. & Jonathan, P., 2018: <i>Foreign Policy Analysis: A Toolbox</i>, Palgrave Macmillan, Cham, Switzerland. Smith, S., Hadfield, A. & Dunne, T., 2016: <i>Foreign Policy: Theories, Actors, Cases</i>, 3rd Edition, Oxford University Press, Oxford. Gálik, Z. & Molnár, A., 2019: <i>Regional and Bilateral Relations of the European Union</i>, Dialog Campus, Budapest. Svante E. Cornell, 2017: <i>The International Politics of the Armenian-Azerbaijani Conflict The Original "Frozen Conflict" and European Security</i>, Palgrave Macmillan, New York.</p>		
Course outline	This course offers comprehensive insights into the theoretical and practical aspects of diplomacy and the concept of negotiations. The course will focus also on the analysis of foreign policy and apply the practice of the EU and Azerbaijan in its empirical studies.		
Course objectives	By the end of the course, students will have an extended understanding of the theoretical foundations of diplomacy and international negotiations. They will also be able to get understanding of the main concepts of the foreign policy analysis. The course will also encourage students to develop their writing and speaking skills through research papers and extensive class discussions.		
Learning outcomes	<ul style="list-style-type: none"> - Developing a clear understanding of the theory and practice of diplomacy - Developing a clear understanding of the theoretical foundations of foreign policy analysis - Analyzing the EU foreign policy from the theoretical perspectives of Foreign Policy Analysis - Analyzing Azerbaijan's foreign policy and Armenia – Azerbaijan conflict from the theoretical perspectives of Foreign Policy Analysis and the concept of international negotiations - Developing presentation and critical analysis skills 		
Evaluation	Methods	Date/deadlines	Percentage (%)
	Midterm evaluation	To be determined by the Dean's Office	30
	Class attendance		5
	Active participation at the seminars		5
	Case-study and PowerPoint presentation		10
	Paper		10
	Final exam	To be determined by the Dean's	40

		Office	
	Total		100
Policy	<p>You are expected to:</p> <ul style="list-style-type: none"> - attend classes on a regular basis as the classes are conducted in a combined lecture/seminar format where students should <u>play an active part</u>. - read the assigned and suggested readings before you come to class - engage actively in classroom discussions - offer thoughtful and informed classroom presentations and written work - submit all your assignments on time - follow assignments closely and carefully. <p>Class attendance: Students are required to comply with the attendance policy of Khazar University. Full-time students are expected to attend all classes unless they are sick or have the permission of the instructor (<i>approved absence</i>). A student must submit an absence request in anticipation of an absence from the course. In case he/she fails to do so, his absence will be considered unapproved. Specifically, to be eligible for taking exams, students must not miss more than 20% of class hours (<i>unapproved absences</i>). Otherwise, the student can take the exam only with the approval of the School Dean. Continuing unapproved absences or lack of participation may lead to withdrawal from the course.</p> <p>Academic misconduct Academic honesty plays an essential part in maintaining the integrity of Khazar University. Students are expected to recognize and uphold high standards of intellectual and academic integrity. The following acts are examples of academic dishonesty, therefore are strictly forbidden and will, if proven, be penalized:</p> <ul style="list-style-type: none"> - plagiarism, - cheating, - unauthorized collaboration, - falsification, - multiple submissions. <p><i>On plagiarism:</i> Plagiarism is unethical and an <u>offense</u> under the University regulations. Please familiarize yourself with the regulations relating to plagiarism and cheating in examinations. Plagiarism is copying other people's work without <u>proper</u> attribution. The students committing plagiarism and the students providing materials for plagiarizing will automatically receive a zero (0) for the assignment. Students must always indicate that they used someone else's words and ideas if they have done so, by using quotation marks and mentioning the source in the text or a footnote. A bibliography must also follow after the end of your essays.</p> <p>Rules of Professional Conduct The students shall behave in the way to create favorable academic and professional environment during the class hours. Unauthorized discussions and unethical behavior are strictly prohibited. Classroom behavior that seriously interferes with either (a) the instructor's ability to conduct the class or (b) the ability of other students to benefit from the course program will not be tolerated. When a student's behavior in a class is so seriously disruptive as to compel immediate action, the instructor has the authority to remove a student from the class on an interim basis, pending an informal hearing on the behavior.</p>		
Tentative Schedule			
Date/Day (subject to change if necessary on holidays)	Topics	Readings	

Week 1	Introduction: Diplomacy and Foreign Ministry	“Introduction: The Foreign Ministry” in <i>Diplomacy: Theory and Practice</i> by G.R. Berridge, pp. 1-25.
Week 2	Negotiations – PART I	“Pre-negotiations; “Around-the-table negotiations”; “Diplomatic Momentum” in <i>Diplomacy: Theory and Practice</i> by G.R. Berridge, pp. 25-68.
Week 3	Negotiations – Part II	“Packaging Agreements”; “Following up” in <i>Diplomacy: Theory and Practice</i> by G.R. Berridge, pp. 68-99.
Week 4	Realism and Liberalism on Foreign Policy Analysis	Wohlforth, C. William. “Realism and Foreign Policy.” In <i>Foreign Policy: Theories, Actors, Cases</i> , edited by Steve Smith, Amelia Hadfield, and Tim Dunne. Chp. 2, pp. 35-53. Doyle, W. Michael. “Liberalism and Foreign Policy.” In: <i>Foreign Policy: Theories, Actors, Cases</i> , edited by Steve Smith, Amelia Hadfield, and Tim Dunne. Chp.3, pp. 54-76.
Week 5	Constructivism and Post-structuralism on the Foreign Policy Analysis	Flockhart, Trine. “Constructivism and Foreign Policy.” In: <i>Foreign Policy: Theories, Actors, Cases</i> , edited by Steve Smith, Amelia Hadfield, and Tim Dunne. Chp.4, pp. 78-92. Hansen, Lene. “Discourse Analysis, Post-Structuralism, and Foreign Policy.” In: <i>Foreign Policy: Theories, Actors, Cases</i> , edited by Steve Smith, Amelia Hadfield, and Tim Dunne. Chp. 5, pp. 94-108.
Week 6	Models of Foreign Policy Decision-Making: Rational Actor Model and Others	Gross Stein, Janice. “Foreign Policy Decision-Making: Rational, Psychological, and Neurological Models.” In: <i>Foreign Policy: Theories, Actors, Cases</i> , edited by Steve Smith, Amelia Hadfield, and Tim Dunne. Chp.7, pp. 130-146. Morin, J. and Jonathan, P. 2018: “How Does Rationality Apply to FPA and What Are Its Limitations?” In: <i>Foreign Policy Analysis: A Toolbox</i> . Chp.7. pp. 217-255
Week 7	Midterm	
Week 8	Places and Vectors of Diplomacy	Bilateral Relations, Multilateral Diplomacy; Paradiplomacy in <i>Global Diplomacy: an introduction to theory and practice</i> , pp. 19-63
Week 9	Foreign Policy Analysis of EU Foreign Policy	Aggestam, L., “What kind of power? European Union enlargement and beyond” in <i>Foreign Policy: Theories, Actors, Cases</i> , edited by Steve Smith, Amelia Hadfield, and Tim Dunne. Chp.22, pp. 431-450.
Week 10	European Union and USA/NATO	Zoltán Gálik, “The European Union and the United States of America”, in Zoltán Gálik & Anna Molnár, eds., <i>Regional and Bilateral Relations of the European Union</i> , pp. 11-28. András István Túrke, “The NATO–EU Relations” in Zoltán Gálik & Anna Molnár, eds. <i>Regional and Bilateral Relations</i>

		<i>of the European Union</i> , pp. 241-254.
Week 11	European Union and Eastern Partnership	Tuka, A., “Ágnes Tuka: The Eastern Partnership of the EU”, in Zoltán Gálik & Anna Molnár, eds. <i>Regional and Bilateral Relations of the European Union</i> , pp. 95-114.
Week 12	European Union and Armenia – Azerbaijan Conflict	Cornell, S., “The European Union and the Armenian–Azerbaijani Conflict: Lessons Not Learned”, in Svante E. Cornell, ed. <i>The International Politics of the Armenian–Azerbaijani Conflict The Original “Frozen Conflict” and European Security</i> , pp. 14-172.
Week 13	Foreign Policy Analysis of Azerbaijan’s Foreign Policy	Maliki-Aliyev, K., “Azerbaijan’s Foreign Policy: Between East and West ...” IAI WORKING PAPERS 13 05 – January 2013.
Week 14	Armenia – Azerbaijan Conflict: International Negotiations	Materials will be distributed later.
Week 15	Concluding Discussions	
	Final exam	