



**Department of Political Science
Faculty of Social Studies
Masaryk University
Joštova 10, Brno Czech republic**

Syllabus for the course „*Cross-cultural negotiation*”

Lecturers:

PhDr. Věra Stojarová, PhD

Organization of the course

The course is aimed at the students enrolled in the Political Science programme. The course is valued with 7 credits. The course consists of 4 seminar sessions while the pivotal point in the course play the simulations.

Contents and objectives

The students will be confronted with the series of case studies. Negotiating is a comprehensive training tool for executives, officials and others engaged in cross-cultural negotiation. The students will learn on selected case show and with whom it is appropriate to negotiate any given issue across cultures. The negotiation will also open an opportunity to deeply understand selected cross-cultural conflicts. Coexistence draws from numerous cases to illustrate what countries can do after violent ethnic conflict subsides to rebuild society.

1. Provide accurate historical and background information on the conflict and peacemaking efforts, and provide opportunities for students to engage with this history in a direct and realistic context
2. Stimulate and motivate student learning through active participation, as well as reading, writing, class discussion, and other forms of analysis and expression
3. Build students' negotiation and conflict management skills by asking them to take on the roles of participants seeking to resolve a conflict through negotiation, with support and feedback as they prepare, conduct, and debrief the role play
4. Challenge students to find the links between the conflict presented in the role play and the conflict resolution steps presented in the Workable Peace Framework, and to apply them to other conflicts in history and in their own lives

Grading:

Your final grade will be based on:

- Drafting the papers - max. 16 points
- Taking part in the simulations – max. 16 points
- Test – max 18 points

Therefore 4 points per paper and 4 per ACTIVE participation.

Final classification will be made following these grades on the scale:

- A. 50 - 45 points
- B. 44 - 41points
- C. 40 - 38 points
- D. 37 - 35 points
- E. 34 - 32 points
- F. 31 and less points

Students will pass the course, if he/she reaches 32 points out of 50 maximum.

Organisation of the course:

Students have to prepare for each seminar while drafting a paper. The paper MUST be inserted into respective folder into the information system PRIOR the session. Later papers will NOT be accepted. The presence of active students is during seminars obligatory.

Papers

The paper should have approx. 5 pages (max. 5) outlining history of the conflict. Avoid copy and paste, use as many sources as you can and your own words. Upload the paper into the information system.

Course Structure:

Cross-cultural negotiation is designed as a simple and effective way to introduce students to the workings of a crisis/security forum in cross-cultural environment. Everyone who participates represents, alone or in a small group, representative of disputed party making the negotiation as realistic as possible. The delegate represents the opinions of the disputed party that he/she is representing and not his/her own. The students are obliged to draft a position paper before the seminar. The aim is to try to create an agreement with the other groups in which you are better off than you would be if you tried to meet your needs unilaterally (without an agreement). The materials used in the course have been obtained from Harvard Law School – Programme on Negotiation.

Bloc A

11.3. 2016 9:45- 15:00 Room 41

Topic: Religion and Nationalism in Northern Ireland

Reading: Workable Peace. Religion and Nationalism in Northern Ireland. Harvard Law School. Programme on Negotiation. (10 pages)

https://is.muni.cz/auth/el/1423/jaro2016/POL587/um/um/um/47097075/historical_background_n_ireland.pdf

Holloway, D. Understanding the Northern Ireland Conflict. Summary and Overview of the conflict and its origins. The community dialogue, critical issues series, volume three. 2005. (28 pages)

<https://is.muni.cz/auth/dok/rfmgr.pl>

Wolff, S. Conflict management in Northern Ireland. In: International Journal on Multicultural Societies, Vol. 4, No.1., UNESCO 2002. (30 pages)

https://is.muni.cz/auth/el/1423/jaro2016/POL587/um/um/um/47097075/conflict_management_in_northern_ireland.pdf

Bloc B

1.4.2016 9:45- 15:00 Room 41

Topic: Indigenous rights in Guatemala

Workable Peace. Indigenous Rights and Environment in Guatemala. Harvard Law School. Programme on Negotiation. (12 pages)

https://is.muni.cz/auth/el/1423/jaro2016/POL587/um/um/um/47097076/historical_background_guatemala.pdf

Plant, R. Indigenous Peoples and Poverty Reduction: A case study of Guatemala. 1998. (34 pages)

https://is.muni.cz/auth/el/1423/jaro2016/POL587/um/um/um/47097076/guatemala-indigenous_1.pdf

Bloc C

15.4. 2016 9:45- 15:00, room 41

Topic: Water on the West Bank

Reading: Water on the West Bank. Harvard Law School. Programme on Negotiation. (8 pages)

https://is.muni.cz/auth/el/1423/jaro2016/POL587/um/um/um/47097077/general_instructions_izrael.pdf

Beinin, J. –Hajjar, L. Palestine, Israel and the Arab-Israeli conflict. Primer. MERIP 2014 (16 pages)

https://is.muni.cz/auth/el/1423/jaro2016/POL587/um/um/um/47097077/Primer_on_Palestine-Israel_MERIP_February2014_final_1.pdf

History of the Izraeli-Palestinian conflict. POV 2001. (10 pages)

https://is.muni.cz/auth/el/1423/jaro2016/POL587/um/um/um/47097077/history_izraeli-pal_conflict.pdf

Bloc D

22.4. 2016 9:45- 15:00, room 41

Topic: Armenia/Azerbaijan/Nagorno Karabach

Reading: Armenia, Azerbaijan, Nagorno Karabach. Public Peace Process Initiative. Reading will be available in the beginning of the class. (approx. 10 pp)

Svante E. Cornell. The Nagorno Karabakh conflict. Report no. 46, Department of East European Studies, Uppsala University 1999. (153 pages)

https://is.muni.cz/auth/el/1423/jaro2016/POL587/um/um/um/47097078/Nagorno-Karabakh_20Conflict_1_uppsala.pdf