UNIVERSITY OF NATIONAL AND WORLD ECONOMY

Adopted by the Faculty Council Decision of Faculty of …… protocol № ….. / ……

Approved by:

Dean – Assoc. Prof. Svetla Boneva, PhD

COURSE SYLLABUS

Course	***International Negotiations and Negotiation Process***
Educational and Scientific Degree	***PhD***
Course Category	***Optional (block B)***
Area of Study	***3. Social, Economic and Law Sciences***
Field of Study	***3.8. Economics***
PhD Programme	***World Economy and International Economic Relations***
Faculty	***International Economics and Politics***
Department	***International Relations***
Academic Hours	**0**
Extracurricular Academic Hours	**250 h**
Credits	**10 ECTS**
Lecturer	***Associate Professor Plamen Ralchev, PhD***

1. COURSE DESCRIPTION

This course addresses the main issues of theory and practice of international negotiations. The course contents reflect new processes in the world economy and international relations that correspond to the importance of international negotiations for the character, stages and scale of these processes. A considerable attention is paid to negotiation-related attributes such as: documents, agenda, and place of negotiation. The role of mediation in negotiation is considered, as well as diplomatic and other consultations and negotiation techniques, which, in general, allows a broad overview of the process of conducting international negotiations. On this basis concrete knowledge is gained on the main stages of the negotiations, on the analysis of the objectives, interests and needs of the different types of participants in the negotiation process. The theoretical material is combined with examples from the world practice of the negotiations, and the course pays considerable attention to the place of international negotiations in the practice of Bulgarian foreign relations.

2. CONTENT

№	TOPIC
1	**GENERAL CONCEPT OF INTERNATIONAL NEGOTIATIONS** *Definition and character. Terms in the negotiation process. Terms in agreements.*
2	**HISTORICAL DEVELOPMENT OF INTERNATIONAL NEGOTATIONS** *Negotiations from Ancient times to present day. International congresses. Wars and negotiations.*
3	**PRINCIPLES OF INTERNATIONAL NEGOTIATIONS** *Basic conditions and specificities of international negotiations. Occasions and objectives. Subject and object.*
4	**MODELS AND STYLES OF INTERNATIONAL NEGOTIATIONS** *Evolution and perspectives in the development of negotiations. Communications and democratization. Public diplomacy. Paradiplomacy.*
5	**TYPES OF INTERNATIONAL NEGOTIATIONS** *Based on the character and the number of participants. Bilateral and multilateral. Based on the subject matter.*
6	**GENERAL STRATEGY AND TACTICS IN NEGOTIATIONS** *General approaches and techniques. Psychological aspects. Cultural differences.*
7	**THE AGENDA OF THE NEGOTIATIONS** *Agenda setting. Variants of agenda. Places of negotiations. Secretariat. Decision-making methods.*
8	**STAGES IN NEGOTIATION PROCESSES** *Consistency in negotiation process. Time factor. Concluding documents.*
9	**THIRD PARTY ROLE IN INTERNATIONAL NEGOTIATIONS** *Mediation. Conditions and motives. Tactics and instruments. Moment of mediator's intervention. Assessment criteria.*
10	**DIPLOMATIC CONSULTATIONS**

	Consultations as a form of negotiations. Tasks of consultations. Participants. Results and opportunities.
11	**TECHNIQUES FOR PARTICULAR CASE NEGOTIATIONS** *Choice of tactical line of negotiations. Initiative for negotiations. Qualities of participants. Instruments for impact.*
12	**ASSESSMENT AND ANALYSIS OF THE PARTNER** *Interests and objectives of participants in negotiations. Principle importance and ways for monitoring and assessment of partner's behavior in negotiations.*
13	**IMMEDIATE PREPARATION FOR NEGTIATIONS** *Objectives setting and time horizon. Selection and setting up the negotiation team. Mandate for participation in negotiations.*
14	**OUTCOME OF NEGOTIATIONS AND THE IMPLEMENTATION** *Assessment criteria. Objectives-action-outcome. Success-failure. Mechanisms and guarantees for implementation.*

3. INDIVIDUAL COURSE PREPARATION

Individual work of the PhD student is a basic form of preparation for the exam. It includes systematic research of sources; preparing a detailed resume on each of the topics of the course program, and also a further contemplation on the course subject in view of the objectives of the dissertation research in the form of an individual assignment. Discussions and guidance offered during individual consultations and contact hours provide organizational and thematic support, as well as progress assurance for preparation on particular topics.

On the whole, students are supported in developing an in-depth understanding of approaches and concepts related to theoretical and practical aspects of negotiations.

4. ASSESSMENT

Assessment on this course is based on presenting a research paper as an individual assignment related to the course program.

The final grade is based on a six-point scale, in which the lowest grade for successful completion of the course is Good (4). Converted to the ECTS grading scale, the grades are as follows:

Excellent /6/	Very Good /5/	Good /4/	Average /3/		Poor /2/	
A	**B**	**C**	**D**	**E**	**FX**	**F**
The corresponding number of ECTS credit points is being allocated (10 credits are awarded)			No ECTS credit points are being allocated			

The exam shall be held in offline mode for the full-time PhD students, unless stated otherwise in a Rector's order. For the part-time PhD students and for those taking independent study courses the exam can be held in online mode.

5. DOCTORAL ACTIVITIES

Type of classes/employment	Lectures	Extracurricular Activity	Total
1. *Individual consultations, tutorials*	0	10	10

2. Study of specialized literature	0	40	40
3. Preparation of individual assignment	0	150	150
4. Individual study/preparation for exam	0	50	50
5. Other forms:	0		
6. ……..			
Total	0	**250**	**250**

6. LITERATURE

A. BASIC

1. Genov, G., Savov E. Theory and practice of international negotiations. Negotiations and negotiation process, Publishing complex of the UNWE, Sofia, 2016
2. Savov, E., G. Genov, International Diplomatic Negotiations. Questions of Theory and Practice, Albatross, Sofia, 2008
3. Ghauri P., Ott U., Rammal H., International Business Negotiations: Theory and Practice, Edward Elgar Publishing, 2020

B. ADDITIONAL

4. Genov, G. Challenges and Trends in the Transition to a New Diplomacy, Institute of Economics, 2010
5. Cohn T., Hira A., Global Political Economy-Theory and Practice, Routledge, 2020
6. Berridge G., Diplomacy: Theory and Practice, Springer Nature, 2022
7. Gates, St. The Negotiation Book: Your Definitive Guide to Successful Negotiating, Capstone/ Wiley, 2016

The course syllabus is approved by the Department Council of „International Relations" on …… (…… № ……/……).

Lecturer *Assoc. Prof. Plamen Ralchev, PhD*

Head of Department *Assoc. Prof. Plamen Ralchev, PhD*