

IR 383—Third World Negotiations

Dr. Douglas Becker

VKC 42A

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Office Hours: MWF 2:00-3:00 and by appointment

This course delves into depth at the complex role of negotiations intended to reduce or end a conflict. We will start with theories of negotiation and then move into an in-depth analysis of a series of ongoing conflicts and negotiations. We will ask the following:

- 1) What is the role of rationality, emotion, and information in negotiations?
- 2) How do actors force negotiations, particularly with the role of escalation?
- 3) What role do outside actors, whether they be states, organizations, or individuals, play in negotiated settlements of disputes?
- 4) When are negotiations possible and when are they problematic if not impossible?

This course fully utilizes active learning techniques with a significant hands-on, role-playing approach. In short, rather than simply reading about negotiations, students will engage in negotiations. Each class requires significant preparation to the level that the student will demonstrate knowledge of the material publicly, often in a role-playing setting. As such the grading reflects this preparation requirement for each class.

The grades for this course are as follows:

4 debriefing papers (roughly 5 pgs each)	15% each
in-class final	30%
class participation	10%

There will be four classes which are role-playing simulations. Each student will be assigned a role for these simulations. Following the simulation, each student will prepare a debriefing paper based on that role and a theoretical lesson from the class. Then, the actual participation in the simulation is worth 15% of the grade. Another 10% is based on general class participation in the other classes. This includes attendance of the class, demonstration of prior completion of the reading, and thoughtful response to questions posed. We then will have a cumulative final based on the materials covered in class. **The penalty for late work is 5 points a day.** The only excuses accepted are documented, University sanctioned excuses. Also, this course will follow all of the guidelines for reasonable accommodations laid out in the University Handbook.

The books for this class are as follows:

Iyob, Ruth and Gilbert M. Khadiagala. Sudan: The Elusive Quest for Peace. Lynne Reinner, 2006, ISBN: 1588263509

Gberie, Lansana. A Dirty War in West Africa: The RUF and the Destruction of Sierra Leone. Bloomington: Indiana University Press, 2005, ISBN: 0523218551

Schulze, Kirsten E. The Arab-Israeli Conflict. 2nd Edition. Pearson Longman, 2008, ISBN: 9780582771895

Wit, Joel S, Daniel B. Poneman and Robert L. Gallucci. Going Critical: The First North Korean Nuclear Crisis. Washington DC: Brookings. ISBN: 0815793871

Zartman, I. William and Guy Olivie Faure. Escalation and Negotiation in International Conflicts. Cambridge: Cambridge University Press, ISBN: 0521612619

August	27:	Introductions, Distribute syllabi, some initial negotiations Zartman, Chapter 1, pgs 3-21
September	3:	Deterrence and Escalation leading to agreements Zartman, Chapter 3, pgs 53-79

Zartman, Chapter 4, pgs 81-109
Zartman, Chapter 9, pgs 213-227

- 10: The first North Korean nuclear crisis
Wit et al, pgs 1-246
- 17: Resolution in North Korea—1994
Wit et al, pgs 247-408
- 24: **1st simulation: The 6 party Talks Continue**
No reading, just prepare for the simulation
- October 1: Vengeance and Escalation in Negotiations
Zartman, Chapter 6, pgs 141-162
Zartman, Chapter 7, pgs 165-183
1st paper due
- 8: The Sudan, the roots of a conflict
Iyob and Khadiagala, Chapters 1-5, pgs 13-732
- 15: **2nd Simulation: Negotiating and end to the war in Darfur**
Iyob and Khadiagala, Chapters 6-7, pgs 133-179
- 22: Deadlocks, Conflict Spirals and Building Communication
Zartman, Chapter 2, pgs 23-52
Zartman, Chapter 10, pgs 229-250
Zartman, Chapter 11, pgs 251-270
2nd paper due
- 29: The history of the Arab-Israeli Conflict
Schulze, pgs 3-73
- November 5: **3rd simulation: A New Israeli/Palestinian Peace Conference**
Schulze, pgs 77-111
- 12: Entrapment, Crisis Behavior, and how Escalation can lead to agreement
Zartman, Chapter 5, pgs 111-140
Zartman, Chapter 8, pgs 185-212
Zartman, Chapter 9, pgs 213-227
3rd paper due
- 19: Sierra Leone's Collapse into Anarchy
Gberie, pgs 1-117
- 26: **4th simulation: How far do you go to end the war in Sierra Leone?**
Gberie, pgs 118-215
- December 3: Building Effective Communication and Meditation
Zartman, Chapter 12, pgs 271-292
Zartman, Chapter 13, pgs 295-323
4th paper due

Final Exam: Wednesday, December 10, 7:00-9:00 pm