



Course Description

The course will focus on nature and technique of the diplomatic negotiation, both in bilateral and multilateral context.. In addition to a general overview of possible patterns, also selected cases and practical examples based on the experience of the lecturer/practitioner will be extensively used to describe the negotiation process under different aspects: contents, interests and values, skills, formats, tools. Moreover, the impact of new technologies on the development of diplomatic mechanisms will be analyzed.

The course is tailored for students interested in understanding better the dynamic of negotiation in the framework of a diplomatic environment, in order to identify as well its peculiarity in comparison with other contexts (such as business, technical-scientific or juridical fields).

Teaching Method

Students will attend lectures, followed by class debates to give them the opportunity to discuss actively the issues raised. Furthermore, group exercises will be organized in the class, to allow students to better investigate and exchange views on specific topics. A daily program will be circulated a couple of weeks before the course.

Schedule of Topics

Topic 1	Definition of diplomatic negotiation
Topic 2	Bilateral, minilateral and multilateral negotiation (United Nations Headquarter, UNESCO, OECD, European Union, G7, G20, Anti-Daesh Global Coalition) – The role of a Chairperson in a meeting.
Topic 3	Actors and contents of negotiation : traditional issues (political, economic, consular, cultural), as well as new and emerging subjects (cooperation for development, environment, human rights, fight against organized crime and drug trafficking, terrorism, pandemic).
Topic 4	Interests, values (including plurality of cultural/religious backgrounds of actors), power and empathy as basic factors of negotiation
Topic 5	Formats (formal and informal; open and restricted; in the context of elections for International Organizations ‘ bodies), tools (drafts, memoranda, letters) and impact of new technologies
Topic 6	Skills (creativity, flexibility, language), tactics and strategies (framing, concessions, packaging, face-saving, constructive ambiguity, agreed language, time management, follow-up)

Suggested Readings

Roger Fisher – William Ury, “ Getting to yes: negotiating an agreement without giving in”, Random House Business Books, 2012, ISBN 978-1-847-94093-3.

Contact

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By appointment.