



**Department of
International Relations & Diplomacy
College of Political Science
Salahaddin University -Erbil**

Course Book Subject

**Negotiations and Managing of the
International Conflicts**

Fourth year - first course

Dr. Kamaran majeed hussen

Academic year: 2022-2023

1-Course Name	International Policy
2-Lecturer in charge	Dr. Kamaran Majeed Hussien
3-Department/ College	International Relations & Diplomacy
4-Contact	Academic E-Mail: kamaran.hussen@su.edu.krd Personal E-Mail: kmhussen1979@yahoo.com Mobile: 07504889244
5-Time (In hours) per week	6 hours
6-Office Hours	
7- Course Code	PSIR1404
8- Teacher's academic profile	<p>personal information:</p> <ol style="list-style-type: none"> 1 . Full name: Kamran Majeed Hussain Ibrahim. 2 .Year and place of birth: 14/7/1979, Erbil. 3 .E-mail: kamaran.hussen@su.edu.krd <p>Study information and certificates:</p> <ol style="list-style-type: none"> 1 .Bachelor's degree in Political Science at the Faculty of Law and Politics, Salahaddin University, Erbil (2004-2008), with a rate of (91.67%), and the first in the Department of Political Science, as well as the first in the level of law and political science - morning and evening - and the fourth at the level of Salahaddin University, Erbil. 2 .Master of International Relations, Salahaddin University, Erbil (2011-2013). With a grade of very good and an average of (86.63%), the first among master's students. 3 .PhD in International Crisis Management, Department of International Relations, Salahaddin University, Erbil, 2021. <p>Functional information:</p> <ol style="list-style-type: none"> 1 .An employee with the title of Associate Technical Observer in the Media Department at the Technical Institute in Erbil - Media Department.(٢٠٠٩-٢٠٠٣) 2 .An employee entitled (Associate Chief Researcher / Demonstrator) of the Faculty of Law and Politics, Salahaddin University, Erbil.(٢٠١٣-٢٠٠٩) 3 .Assistant Lecturer at the Faculty of Law and Politics, Salahaddin University, Erbil (2014 - 2022). <p>Membership in organizations:</p> <ol style="list-style-type: none"> 1 .An active member of the Kurdistan Journalists Syndicate, Erbil. 2 .Member of the World Press Organization - Brussels - Belgium. 3 .Member of the Political Science Organization in the Kurdistan Region of Iraq. 5. Member of the Kurdistan Teachers Union.

9- Course Overview:

The phenomena of conflict and cooperation are among the most important phenomena around which political and economic relations revolve between the countries of the world. Therefore, studying the nature of conflict from a social and psychological point of view before the political and economic aspects is sufficient to remove the ambiguity of this important concept. What concerns us here is not the conflict itself, but the negotiations, which are the focus of our study throughout the first course. Negotiations, their concept, who carries them out, their types and dimensions, as well as a set of models for successful negotiations will be the basis of the study in this course.

10- Course Objective:

The course aims to prepare qualified academic cadres to follow up and analyze political events on a sound scientific basis, especially with regard to the negotiation process and how to manage the interests of the state at the regional and international levels.

11- Forms Of Teaching

The teaching methods that I followed at this stage include the traditional methods of preparing the material and delivering it to the students and using the white board to clarify the main themes of the lecture, in addition to modern teaching methods, the use of data show and the power point and the participation of students in the lecture through examples and allowing them space for questions, forming students' globes and introducing them. In discussion sessions and using the method of brainstorming for students to activate their participation in the lecture by choosing a topic for discussion and providing an opportunity for students to express their ideas.

The main method of teaching this subject is presenting lectures via data show (PowerPoint presentation). White board will be used frequently as well as watching videos in class whenever necessary.

The participants are expected to:

- Read all weekly assignments prior to coming to class
- Read beyond the assigned materials
- Participate in class discussions

12- Assessment scheme

The evaluation of students is based on their class participation and activities, where writing reports, interacting inside the lecture hall, presenting seminars, focusing on the attendance of students and not being absent from the lecture through daily follow-up, conducting daily quizzes, and forming groups inside the class consisting of four and or five students to discuss specific topics and be of 10 marks, and two factional examinations, with a score of 15 each

Final examination (60%)

Students will get their grade:

- Midterm exam % 30
- Participation and class activities % 10
- Final exam % 60

13- Course Reading list and References:

1. Jung, Stefanie; Krebs, Peter (2019). The Essentials of Contract Negotiation.
2. Baarslag, Tim (2016). Exploring the strategy space of negotiating agents: a framework for bidding, learning and accepting in automated negotiation. Springer Theses. Springer

Publishing .

3. Malhotra, Deepak (2016). Negotiating the impossible: how to break deadlocks and resolve ugly conflicts (without money or muscle). Oakland, CA: Berrett-Koehler Publishers.
4. Salacuse, Jeswald W. (2013). Negotiating life: secrets for everyday diplomacy and deal making. New York: Palgrave Macmillan .
5. Sycara, Katia; Gelfand, Michele J.; Abbe, Allison, eds. (2013). Models for intercultural collaboration and negotiation. Advances in group decision and negotiation. Vol. 6. Dordrecht; New York: Springer Verlag .
6. Malhotra, Deepak; Bazerman, Max H. (2007). Negotiation genius: how to overcome obstacles and achieve brilliant results at the bargaining table and beyond. New York: Bantam Books..
7. Ury, William (2007). The power of a positive No: how to say No and still get to Yes. New York: Bantam Books .
8. Lax, David A.; Sebenius, James K. (2006). 3-D negotiation: powerful tools to change the game in your most important deals. Boston: Harvard Business School Press .
9. Langholtz, Harvey J.; Stout, Chris E., eds. (2004). The psychology of diplomacy. Psychological dimensions to war and peace. Westport, CT: Praeger Publishers .
10. Spangle, Michael; Isenhardt, Myra Warren (2003). Negotiation: communication for diverse settings. Thousand Oaks, CA: SAGE Publications .
11. Raiffa, Howard; Richardson, John; Metcalfe, David (2002). Negotiation analysis: the science and art of collaborative decision making. Cambridge, MA: Belknap Press of Harvard University Press.

14- The Topics

Lecture's Name

Week 1	Introduction to international conflicts and diplomacy
Week 2	The importance and motives of the science of negotiation
Week 3	Definition of negotiations and concepts related to the negotiation process
Week 4	Terms, elements and types of negotiation
Week 5	Steps to negotiate and seize opportunities
Week 6	Negotiation strategies and policies
Week 7	Skills and features of a successful negotiator
Week 8	Negotiation and body language
Week 9	Negotiation maneuvers with changing positions
Week 10	General rules for successful negotiation
Week 12	Power in negotiation and the value of time
Week 13	End negotiation maneuvers and relative value
Week 14	An applied negotiation case - a successful model
Week 15	An applied negotiation case - a failed model

Hint:

- 1- Final Examinations and Cuisses depending on time board.
- 2- Questions, Exercises and problems are included at the end of each chapter (Solved problems at class and home works).