

## **International Negotiations – A simulation (Proseminar / Hauptseminar)**

Prof. Dr. Diana Panke

### Synopsis:

International negotiations are an integral part of governance beyond the nation-state as they are a means to create and change international norms and rules. International negotiations take place in all policy areas across a broad array of international organizations and international regimes. This seminar provides hands-on insights into dynamics and outcomes of international negotiations. In a first part, students learn how state and regional actors approach international negotiations and which challenges they face when trying to promote their respective interests in an international negotiation arena. This part combines class-sessions with E-Learning units that are part of an Erasmus+ project on EU-UN relations. On this basis, students prepare the negotiation positions and approaches of selected state for a negotiation taking place within the framework of the European Union (Special Session of the European Council). In the second part of the course, a two-day simulation takes place in which students play the roles of different state and regional actors and try to shape the negotiation outcome in line with the interests of the respective countries and regional organizations. In the third and final part of the class, students reflect on the lessons learned from the dynamics and outcomes of the simulation.

Important material is available online

(ILIAS: [https://ilias.uni-freiburg.de/goto.php?target=crs\\_989544&client\\_id=unifreiburg](https://ilias.uni-freiburg.de/goto.php?target=crs_989544&client_id=unifreiburg))  
and can be accessed after entering this password: Sim18

In order to obtain credits (Studienleistung / Prüfungsleistung) it is essential that all participants

- do all the core readings
  - prepare the position of one negotiation team (3-6 pages) prior to the simulation (needs to be emailed [Diana.Panke@politik.uni-freiburg.de](mailto:Diana.Panke@politik.uni-freiburg.de) two working days prior to the simulation)
  - write an individual paper on international negotiations (10 - 12 pages resp. 20-25 pages, length depending on which Prüfungsordnung / Program you study in)<sup>1</sup>
  - actively participate in the classes and attend them regularly (no more than two no-shows)
- >> 6 / 8 ECTS-points, depending on your examination regulations / Prüfungsordnung

Office hours: please visit <http://portal.uni-freiburg.de/politik/professuren/governance/sekretariat> for more information and please make an appointment prior to coming to the office hours (email to Simone Ahrens [sekretariat.governance@politik.uni-freiburg.de](mailto:sekretariat.governance@politik.uni-freiburg.de)) in order to avoid overly long waiting

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<sup>1</sup> You cannot submit one paper as a group, each student needs to write his/her own paper.

## Schedule

Date	Content	Required Readings
<b>Session 1</b> 18.04.2018, 8:00 – 10:00h Room HS 1222	Introduction  Negotiations and negotiation strategies What is a national position and how is it developed?	Panke 2010, Dür and Mateo 2010, Risse and Kleine 2010, Cross 2012, Panke 2012
<b>Session 2</b> 25.04.2018, 8:00 – 10:00h Room HS 1222	The institutional context (EU and European Council) & Rules of Procedure European Union – Special Session of the European Council	Rules of procedure <sup>2</sup>
<b>Session 3</b> 02.05.2018, 8:00 – 10:00h Room HS 1222	The issue at stake  Migration / Refugee Crisis	Lavenex 2001 and Bale 2013  Condensed explanation of the Common European Asylum System <sup>3</sup> UNHCR summary of the refugee situation in Europe <sup>4</sup>
<b>Sessions 4-7</b> <b>17.05.2018</b> <b>8.15.-19.45</b> Room 01011, Dekanat, Werthmannstr. 8, Rückgebäude / Rear building	<b>Simulation - day 1</b>	
<b>Sessions 8-11</b> <b>18.05.2018</b> <b>8.15.-19.45</b> Room R106, Breisacher Tor	<b>Simulation - day 2</b>	
<b>Sessions 12-15</b> <b>30.05.2018</b> <b>8.15.-19.45</b> Room R4, Breisacher Tor	Reflections & discussion on lessons learned  Concluding session	

<sup>2</sup> Online available [https://europa.eu/european-union/sites/europaeu/files/docs/body/rules\\_of\\_procedure\\_of\\_the\\_council\\_en.pdf](https://europa.eu/european-union/sites/europaeu/files/docs/body/rules_of_procedure_of_the_council_en.pdf)

<sup>3</sup> Online available [https://ec.europa.eu/home-affairs/what-we-do/policies/asylum\\_en](https://ec.europa.eu/home-affairs/what-we-do/policies/asylum_en)

<sup>4</sup> Online available <http://www.unhcr.org/publications/fundraising/5874f9b77/unhcr-global-appeal-2017-update-europe-regional-summary.html>

### ***Recommended readings***

- Remarks by President Donald Tusk at the leaders' summit on the global refugee crisis: <http://www.consilium.europa.eu/en/press/press-releases/2016/09/20-tusk-remarks-leaders-summit-refugee-crisis/>
- Address by President Donald Tusk at the 71st United Nations General Assembly <http://www.consilium.europa.eu/en/press/press-releases/2016/09/21-tusk-speech-unga/>
- A very interesting video on the European Asylum Support Office by José Carreira: <https://www.youtube.com/watch?v=Qzz0VObN9Qg>
- On the EU-Libya Migrant Deal: <http://www.e-ir.info/2017/04/11/the-eu-libya-migrant-deal-a-deal-of-convenience/>
- Critical analysis of EU's actions in Libya: <https://www.ceps.eu/publications/libya-strategy-wasn%E2%80%99t>
- On relocating and integrating refugees, with a historical perspective: <http://www.medam-migration.eu/wp-content/uploads/2017/05/2017-MEDAM-Assessment-Report.pdf>
- Financial analyses on the refugee crisis response:
  - o Den Hertog, Leonard, 2016, EU Budgetary Responses to the 'Refugee Crisis': Reconfiguring the Funding Landscape, Centre for European Policy Studies Paper in Liberty and Security in Europe No. 93, available online at: <https://www.ceps.eu/system/files/LSE%20No%2093%20LdH%20on%20EU%20Budgetary%20Responses%20to%20the%20Refugee%20Crisis.pdf>
  - o Den Hertog, Leonard, 2016, 'Money Talks: Mapping the funding for EU external migration policy', Centre for European Policy Studies Paper in Liberty and Security in Europe No. 95, available online at: <https://www.ceps.eu/system/files/LSE%20No%2095%20LdH%20Mapping%20Funding%20final.pdf>
- Third Berlin Roundtable on Refugees & Migration (May 5, 2017), with representatives from UNHCR, International Federation of Red Cross and Red Crescent Societies, IOM and others: [https://www.youtube.com/watch?v=Gpm\\_BEqzC3E](https://www.youtube.com/watch?v=Gpm_BEqzC3E)
- UNHCR summary of the refugee situation in Europe: <http://www.unhcr.org/publications/fundraising/5874f9b77/unhcr-global-appeal-2017-update-europe-regional-summary.html>

## ***Literature:***

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- Dür, Andreas, and Gemma Mateo. 2010. "Choosing a Bargaining Strategy in EU Negotiations. Power, Preferences and Culture." *Journal of European Public Policy* 17: 680-693.
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- Lavenex, Sandra. 2001. "The Europeanization of Refugee Policies." *Journal of Common Market Studies* 39: 851-874.
- Martin, Susan F, Sanjula Weerasinghe, and Abbie Taylor. 2014. *Humanitarian Crises and Migration: Causes, Consequences and Responses*. London: Routledge.
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- . 2012. "Dwarfs in International Negotiations: How Small States Make Their Voices Heard." *Cambridge Review of International Affairs* 25: 313-328.
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- Smith, Karen E. 2013. *European Union Foreign Policy in a Changing World*. New York: John Wiley & Sons.
- Wouters, Jan, Hans Bruyninckx, Sudeshna Basu, and Simon Schunz, eds. 2012. *The European Union and Multilateral Governance*. Basingstoke/New York: Palgrave Macmillian.