Course program and reading list

Semester 2 Year 2022

School: Lauder School of Government, Diplomacy & Strategy M.A

Policy and Strategy Simulation

Lecturer:

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Teaching Assistant:

Dr. Lesley Terris  lterris@idc.ac.il

Course No.: 24076  Course Type : Lecture  Weekly Hours : 2  Credit: 2

Course Requirements : Final Paper

Group Code : 222407601  Language: English

Prerequisites

Students who took one of the courses listed below will not be allowed to register to the course Policy and Strategy Simulation (24076):

24092 - Local Government Authorities - Branding and Marketing
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Course Description

International Negotiations Simulations
Simulations serve as an experimental tool that activate people, computers, or a combination of both to replicate dynamic and complex systems, situations, and processes, for the purpose of training, policy planning, and research. In the last few decades simulations have been used increasingly by decision makers, analysts and scholars for the study and planning of foreign and domestic policies, as well as international and political negotiations.

In this course we will focus on the planning and execution of negotiations involving multiple actors with competing interests and goals, through in-person and online role play simulations. The course will equip students with the tools necessary for effective negotiations as well as practical experience in the use of different negotiation strategies and in managing innovative negotiation processes that include the use of technology and social media.

The course will culminate in a joint online international negotiation simulation with students studying at the Anwar Gargash Diplomatic Academy in the UAE. In preparation for the negotiation simulation, the students will learn about the negotiation topic, based in a real-world crisis situation, from the perspectives of the relevant players represented in the game, their interests and goals, and their political and strategic limits. During the negotiation simulation, students will implement and practice the tools they learned during the course.

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**Course Goals**

To learn how to design and conduct international negotiation processes through the practice of simulations, in-person and online,

To create meaningful connections with students from the Anwar Gargash Diplomatic Academy

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**Grading**

**Grade Composition:**

Participation: (participation in class exercises and in final negotiation simulation (construction of player-profile + simulation preparation + active participation): 50%

Final analysis/policy paper: 50% (Due date: 29 June 2022)

Evaluation form: bonus (2 points).

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**Learning Outcomes**

Learning outputs:
- To understand the different approaches in international negotiations
- To recognize different phases in the negotiation process: mapping and analyzing actors according to positions, interests, alternatives and psychological modeling
- To practice negotiation tactics through simulations: active listening, framing, relevant terminology, body language
- To practice online negotiations

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Lecturer Office Hours
By appointment

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Reading List

Course Plan:

Class 1. 2 March 2022

Introduction: Negotiation simulations as a tool for research, planning, and analysis in the field of politics and international relations. Planning and implementing negotiation simulations. Course objectives, structure, and assignments.

Readings


In-class exercise #1

Class 2. 9 March 2022

Negotiation Strategy Planning: Theories, approaches, phases

Readings


**Class 3. 16 March 2022**

*Principles of Negotiation: levels and dimensions of international negotiations, mapping the negotiation range*

**Readings**


In-class exercise #2

**Class 4. 23 March 2022**

*Beyond the Rational: Psychological biases, cognitive processes and emotions; cultural barriers*

**Readings**


In-class exercise #3

**Class 5. 30 March 2022**

*Negotiation tactics*

**Readings**


**Class 6. 6 April 2022**
Role of the mediator; introduction to simulation opening scenario;

Readings


In class exercise #4

Class 7. 27 April 2022

Joint session with AGDA peers: Guest Speaker on Scenario topic; player assignments

4 May 2022 – No class

Class 8. 11 May 2022

Training on negotiation simulation platform; communication rules; playing the role

Class 9. 18 May 2022

Negotiations using social media platforms

Readings


Lanz David and Eleiba Ahmed, The Good the Bad and the Ugly: Social Media and Peace Mediation, Swisspeace Policy brief, December 2018


In class exercise #5

Class 10. 25 May 2022
RU-AGDA International Simulation Game

Class 11. 1 June 2022

RU-AGDA International Simulation Game

Class 12. 8 June 2022

Debriefing, evaluation, and conclusion