August 29

Overview of Course
Defining Negotiations as International
Common issues in International Negotiations

Required Reading:
1. Iran Nuclear Deal [www.whitehouse.gov/issues/foreign-policy/iran-deal](http://www.whitehouse.gov/issues/foreign-policy/iran-deal)


September 5 – NO CLASS LABOR DAY

September 12
Creating International Institutions – negotiating an institution or system
What are Negotiating Objectives and how do they translate into text?

Required Reading:
2. Article I, Section 8 of the Constitution of the United States

September 19
Developing a Negotiating Strategy – government, non-governmental organization, business
What are Red Lines?
Government – Considerations
Non-Governmental Organizations – Considerations
Business – Considerations

No Required Reading.

**September 26**
Guest Speaker – US Government – International Negotiations

Review of Previous Classes – Assigning Negotiating Teams (Country/Language/Culture)

Required Reading: Problem 1--Negotiating Objectives, Red Lines and Expected Outcomes

**October 3**
Simulated Negotiation

Review of Objectives, Red Lines and Expected Outcomes

Required Reading: Problem 2 – Negotiating Objectives, Red Lines and Expected Outcomes

**October 10**

No Class-- Holiday

**October 11**

Guest Speaker – International Negotiations and Politics
Simulated Negotiation – Problem 2

No Reading

**October 17**

Review of Problem 2 Negotiation – What worked, what didn’t work, what were the reasons for success?

**October 24**

Guest Speaker – Negotiating to Negotiate – US Congress and the Executive Branch on Trade Issues

Review of the Trans Pacific Partnership and the elements of a Plurilateral Trade Agreement

Required Reading: Overview of the TPP and Selected Chapters to be discussed/TPA 2015

**October 31**

Problem 3 – TPP and TPA – Negotiating for the Authority to Negotiate
Assignment of Teams and Positions

**November 7**

Simulated Negotiation – Problem 3
Discussion
Reading: Selected Chapters of TPP

**November 14**

Problem 4 – Selected Chapters of TPP – politics, policy and required outcomes.
Discussion of Paper Topics

**November 21**

Guest Speaker – End Game – Bringing a Negotiation to its Conclusion
Review of Problem 4
Discussion of Paper Topics

**November 28**

Discussion of Paper Topics – Resources
Skill sets for successful negotiators

**December 3**
Last Class
Discussion of Papers

**December 16** – Papers are Due