August 2016

INTERNATIONAL NEGOTIATIONS
PROFESSORS GREENBERG AND BLEICHER
FALL TERM 2016

Course Syllabus and Reading/Viewing List

August 30, September 6 and September 13 -- Introduction to International Negotiations (Lecture/Discussion)

Required Reading:


(3) Bazerman, Max H. and Neale, Margaret A., *Negotiating Rationally* (Free Press 1992), pp. 72-74

(4) D.C. and ABA Model Rules of Professional Conduct (Excerpts)

Recommended Viewing:

American Bar Association, “The Strategy and Art of Negotiating”²

Recommended Reading:

Camp, Jim, *Start With No* (Crown Business 2002), pp. 6-10, 45-59

September 20, September 27 and October 4 (Government to Government Negotiations) – Renegotiation of the Columbia River Treaty between the United States and Canada

Required Reading:


(2) Hellawell, Robert, and Wallace, Don, Jr., *Negotiating Foreign Investments: A Manual for the Third World* (ILI 1982), secs. 5A, 5D

Recommended Reading:

¹ To be purchased. All other required readings are reproduced as course materials.

² Available from the Circulation Reserve Desk, on the second level of the Library; reserved under the name “Greenberg/Bleicher.” Also available in the International Negotiations Canvas site under the heading “Video Links.” By clicking on a link, you can watch the video on your computer.
October 11 – No class (Monday classes instead)

October 18 – Critique of Negotiation No. 1; Introduction to Negotiating Agreements between Private Parties and Governments (Lecture/Discussion)

October 25 and November 1 (Private Party to Government Negotiations) -- Negotiation of the Radio Free Europe Prague Headquarters Building Lease between the U.S. State Department and the ORCO Group (Luxembourg)

November 8 – Critique of Negotiation No. 2; Introduction to Negotiating Agreements between Private Parties (Lecture/Discussion)

November 15 and November 22 (Private Party Negotiations) -- Negotiation of an Importation and Distribution Agreement between Sean John Clothing, Inc. (USA) and Isetan Mitsukoshi Holdings Ltd. (Japan)

Required Reading:


Required Viewing:

Intercultural Press, “Working with Japan: Negotiation Strategies that Work”3

Recommended Reading:


November 29 – Critique of Negotiation No. 3; Conclusion and Summary

3 Available from the Circulation Reserve Desk, on the second level of the Library; reserved under the name “Greenberg/Bleicher.” You may find it convenient to review this video together in groups in a Group Study Room. Arrangements can be made on 24 hours advance notice to Media Services. The video is also available in the International Negotiations Canvas site under the heading “Video Links.” By clicking on a link, you can watch the video on your computer.