Instructor Information
● Dr. Carmela Lutmar
● Office Hours: by appointment

Course Information
● POL-UA 9994
● Diplomacy and Negotiation
● International negotiation has become the most widely used means of conflict management in international affairs. Negotiations of international significance are today conducted not only between individual states, but also within and beyond them. At the same time negotiation practice itself is undergoing much change with changing patterns of conflict and intervention, new urgent issues on the global agenda, new actors and new emerging norms. This course provides an overview of negotiation and conflict resolution theories and practices of international importance – bilateral, regional and multilateral. The emphasis is on different approaches/aspects to understanding what drives the negotiation process and explains the outcome. Why do some negotiations succeed, while others keep failing? Why do some peace settlements succeed while others fail? We will examine not only the official negotiation process but also the important functions of pre-negotiation, second-track diplomacy and post-agreement negotiations concerned with implementation and compliance. The main focus of this Middle East based class will be on two regional conflicts – Cyprus and the Arab-Israeli conflict.
● Prerequisites: None
● Mondays, 10:00am-1:00pm
● NYUTA Academic Center, 17 Brandeis Street, Room 104

Course Overview and Goals
Upon Completion of this Course, students will be able to:
● Identify and analyze the complexities of intractable conflicts.
● Exercise various negotiation and mediation strategies.
● Evaluate conditions for successful mediation
Course Requirements

Class Participation
Students are expected to attend class regularly and arrive on time. Students must complete all assigned readings before the class meeting and be prepared to participate actively in discussions of the readings and current events.

Three Critical Papers
Three critical papers will be written, asking students to review and critique articles not yet reviewed in class.

Final Exam
Students will participate in and write up a negotiation simulation.

Required co-curricular trip to Cyprus
Students will learn firsthand how a regional intractable conflict is being managed, mediated and experienced by the population with visits including the Foreign Ministry, civil society groups, the United Nations buffer zone and occupied area.

Grading of Assignments
The grade for this course will be determined according to the following formula:

<table>
<thead>
<tr>
<th>Assignments/Activities</th>
<th>% of Final Grade</th>
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<tbody>
<tr>
<td>Class Participation</td>
<td>10%</td>
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<tr>
<td>Three Response Papers</td>
<td>45%</td>
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<tr>
<td>Final Paper</td>
<td>45%</td>
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Failure to submit or fulfill any one of the required course component results in failure of the class.

Letter Grades
Letter grades for the entire course will be assigned as follows:

<table>
<thead>
<tr>
<th>Letter Grade</th>
<th>Percent</th>
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<tbody>
<tr>
<td>A</td>
<td>94-100%</td>
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# Course Schedule

## Topics and Assignments

<table>
<thead>
<tr>
<th>Week/Date</th>
<th>Topic</th>
<th>Reading</th>
<th>Assignment Due</th>
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<table>
<thead>
<tr>
<th>Page</th>
<th>Conditions for mediation success</th>
<th>Mediator selection</th>
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Critical paper one due, by midnight
<table>
<thead>
<tr>
<th>Page</th>
<th>Topic</th>
<th>References</th>
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</thead>
</table>

Critical paper two, due by midnight
<table>
<thead>
<tr>
<th>Page</th>
<th>Topic</th>
<th>Reference</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td>Hayes, G. (1997) “Canada as a Middle Power: The Case of Peacekeeping” from Cooper, Niche Diplomacy, pp.73-89.</td>
</tr>
<tr>
<td>12</td>
<td>National integration</td>
<td>DeRouen, K et al. (2010). “Civil War Peace Agreement Implementation and</td>
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Critical paper three, due by midnight
|---|---|---|

**Course Materials**

**Required Textbooks & Materials**
All readings are available on NYU Classes

**Optional Textbooks & Materials**
N/A

**Resources**
- **Access your course materials**: [NYU Classes](nyu.edu/its/classes)
- **Databases, journal articles, and more**: [Bobst Library](library.nyu.edu)
Course Policies

Attendance and Tardiness

Study abroad at Global Academic Centers is an academically intensive and immersive experience, in which students from a wide range of backgrounds exchange ideas in discussion-based seminars. Learning in such an environment depends on the active participation of all students. And since classes typically meet once or twice a week, even a single absence can cause a student to miss a significant portion of a course. To ensure the integrity of this academic experience, class attendance at the centers is mandatory, and unexcused absences will be penalized with a two percent deduction from the student’s final course grade. Students are responsible for making up any work missed due to absence. Repeated absences in a course may result in failure.

All medical-based absence requests MUST be presented to the Manager of Student Life and Housing (MSLH). In the case of illness, contact the MSLH within seven (7) days of the absence or as soon as practicable and provide medical documentation. Non-medical requests should be made to the Assistant Director for Academics (AD/Academics) and in advance of the intended absence. Your instructors will be informed of any excused absence; they are not authorized to approve your absence, and they are required to report any absences to the AD/Academics.

NYU Policy on Religious Holidays

- Students who anticipate being absent because of any religious observance should, whenever possible, notify faculty and the AD/Academics in advance of such anticipated absence.
- Whenever feasible, examinations and assignment deadlines should not be scheduled on religious holidays. Any student absent from class because of his/her religious beliefs shall not be penalized for any class, examination, or assignment deadline missed on that day or days. In the event that examinations or assignment deadlines are scheduled on a religious holiday, any student who is unable to attend class shall be permitted the opportunity to make up any examination or to extend any assignment deadline missed on that day or days.
- No adverse or prejudicial effects shall result to any student who avails him/herself of the provisions of the resolution.
- A violation of these policies and principles shall permit any aggrieved student to bring forward a grievance, provided under the University Grievance Procedure.

Late Assignments

All works must be submitted on time unless you have received an explicit extension. Any late submission may result in grade deduction at the sole discretion of the instructor.

Academic Honesty/Plagiarism

Plagiarism is the presentation of another person’s words, ideas, judgment, images or data as though they were your own, whether intentionally or unintentionally. Plagiarism constitutes an academic offence for which you can be disciplined. Punishment may include a failing grade,
suspension or expulsion. In all confirmed cases, a report will be sent to the student’s Dean at NYU or, in the case of a non-NYU student, to the home institution.

**Disability Disclosure Statement**

Academic accommodations are available for students with disabilities. Please contact the Moses Center for Students with Disabilities (212-998-4980 or mosescsd@nyu.edu) for further information. Students who are requesting academic accommodations are advised to reach out to the Moses Center as early as possible in the semester for assistance.

**Instructor Bio**

Carmela Lutmar has a BA in Political Science and Philosophy (1993) from the University of Haifa, and MA in Peace Science from the University of Notre Dame (1995), and a PhD in International Relations (2004) from NYU. Research interests include leadership, mediation in civil wars, peace agreements design and implementation, compliance in international agreements, regime changes, and institutional design in the aftermath of military occupations. Publications include a book on regional peacemaking and conflict management, as well as a planned book on regional stability and leadership changes in the Middle East. Articles include mediation in civil wars, the impact of leadership changes in rebel groups on mediation in civil wars.