

Draft Agenda, Processes of International Negotiation

MGIMO, May 2018

Pre-work: Read *Getting to YES* or shorter summary of approach in Getting to YES

May 22, 2018

Introductions and review of course

Dynamics of negotiation

Oil Pricing Exercise

Break

Debrief of exercise

Homework: Review Getting to YES summary; read instructions for *Maritime Incident* role play

May 23, 2018

Introduction to distributive approaches to negotiation

Parker-Gibson Exercise: preparation, negotiation and debrief

Break

Introduction to integrative negotiation: a framework for analysis

Homework: Review instructions for *Maritime Incident* simulation and prepare to negotiate using negotiation analysis framework

May 25, 2018

Review/Questions from previous day

Negotiate *Maritime Incident* role play and debrief

Break

The nature and role of power in negotiation (introduction)

Pulling it together: Integrative Negotiation in South Africa (video)