## KentVision Code and title of the module

POLI6004 Negotiation: Theory and Practice

## Division and School/Department or partner institution which will be responsible for management of the module

Division of Human and Social Sciences, School of Politics

## The level of the module (Level 4, Level 5, Level 6 or Level 7)

Level 6

## The number of credits and the ECTS value which the module represents

15 (7.5 ECTS)

## Which term(s) the module is to be taught in (or other teaching pattern)

Autumn or Spring

## Prerequisite and co-requisite modules and/or any module restrictions

None

## The course(s) of study to which the module contributes

***Optional to the following courses:***

* BA (Hons) Politics and International Relations
* BA (Hons) Politics and International Relations (Bidiplôme)
* BA (Hons) Politics and International Relations with a Placement Year
* BA (Hons) Politics and International Relations with a Foundation Year
* BA (Hons) Politics and International Relations with a Year in Continental Europe or North America
* BA (Hons) Politics and International Relations with a Language
* BA (Hons) Politics and International Relations with a Year in Asia-Pacific
* BA (Hons) Politics and International Relations with Quantitative Research
* BA (Hons) Economics and Politics
* BA (Hons) History and Politics
* BA (Hons) Philosophy and Politics
* BA (Hons) Sociology and Politics
* LLB (Hons) Law and Politics

Also available as an elective module and to short term credit students

## The intended subject specific learning outcomes.On successfully completing the module students will be able to:

8.1 Identify the key theoretical concepts and practices of negotiations and international mediations

8.2 Develop strong knowledge and understanding of negotiation theory, concepts and relevant cases

8.3 Acquire and apply mediation and negotiation skills to a variety of real life and political situations.

8.4 Adapt to the challenges and opportunities of negotiating online (e.g. via teams) and at the cyberspace as well as face to face.

8.5 Critically evaluate interactive simulations that provide a comprehensive understanding of major negotiation and mediation settings

8.6 Identify and assess the conditions under which international negotiations succeed or fail (e.g. in securing international cooperation and sustainable peace).

## The intended generic learning outcomes.On successfully completing the module students will be able to:

9.1 Learn to organize and deploy evidence from different sources

9.2 Learn how to think critically around the subject

9.3 Learn how to identify solutions and solve problems in situations that frequently seem intractable

9.4 Develop basic negotiation skills and apply those to a variety of real life situations

9.5 Learn to communicate effectively, listen to others, organize information and strategy and incorporate feedback in improving own communication skills.

## A synopsis of the curriculum

Negotiations are essential in building and sustaining international cooperation and peace. This module will explore the linkages between negotiation theory and the practice of conflict resolution across a wide range of settings. The module involves a series of simulations each representing a unique case of negotiation, mediation and/or interactive problem-solving. These are drawn from leading negotiation programs or developed at the University of Kent inspired by global politics (e.g. the war in Ukraine) or popular movies (e.g. Bridge of Spies, Erin Brockovich). Students are introduced to techniques in teaching negotiations through open access resources and no prior knowledge of negotiation theory is necessary. Topics include the theory and practice of negotiations, conflict de-escalation and international peace mediations while specific emphasis will be given to developing essential skills in understanding the sources and resolving conflict non-violently. Students are exposed to the challenges of high-level mediation and develop their own practical skills and learning mindset in mediation and negotiation. The module will apply negotiation theory in the study of wide range of issues e.g. territorial disputes, gender and mediations, demographic and environmental conflict, property rights, institutional design and transitional justice. We will engage with the core literature in negotiation theory and employ interactive simulations aiming to improve our negotiation skills (e.g. identifying best alternatives, revealing or not preferences, building trust, exercising leverage and veto rights, mediating win-win arrangements). Finally, the module will provide key learning resources aiming at understanding the root causes of conflict; creating a constructive, vigorous, and participatory process to successfully foster inclusive dialogue; promoting democratic values and a culture of peace; and strengthening and expanding capacity building opportunities in mediation and other peace-based mechanisms.

## Reading list

The University is committed to ensuring that core reading materials are in accessible electronic format in line with the Kent Inclusive Practices.

The most up to date reading list for each module can be found on the university's [reading list pages](https://kent.rl.talis.com/index.html).

## Contact Hours

Private Study: 128

Contact Hours: 22

Total: 150

## Assessment methods

* 1. Main assessment methods

Reflective Report (1500 words) 30%

Research Paper (2500 words) 70%

13.2 Reassessment methods

Reassessment instrument: 100% coursework

## Map of module learning outcomes (sections 8 & 9) to learning and teaching methods (section 12) and methods of assessment (section 13)

**Module learning outcomes against learning and teaching methods:**

| **Module learning outcome** | **8.1** | **8.2** | **8.3** | **8.4** | **8.5** | **8.6** | **9.1** | **9.2** | **9.3** | **9.4** | **9.5** |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| Private study | **x** | **x** |  | **x** | **x** | **x** | **x** | **x** | **x** |  | **x** |
| Lectures | **x** | **x** | **x** | **x** | **x** | **x** |  |  |  |  |  |
| Seminars | **x** | **x** | **x** | **x** | **x** | **x** | **x** | **x** | **x** | **x** | **x** |

**Module learning outcomes against assessment methods:**

| **Module learning outcome** | **8.1** | **8.2** | **8.3** | **8.4** | **8.5** | **8.6** | **9.1** | **9.2** | **9.3** | **9.4** | **9.5** |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| Reflection essay | **x** | **x** | **x** | **x** | **x** | **x** | **x** | **x** | **x** | **x** | **x** |
| Research paper | **x** | **x** | **x** | **x** | **x** | **x** | **x** | **x** | **x** | **x** | **x** |

## Inclusive module design

The Division recognises and has embedded the expectations of current equality legislation, by ensuring that the module is as accessible as possible by design. Additional alternative arrangements for students with Inclusive Learning Plans (ILPs)/declared disabilities will be made on an individual basis, in consultation with the relevant policies and support services.

The inclusive practices in the guidance (see Annex B Appendix A) have been considered in order to support all students in the following areas:

a) Accessible resources and curriculum

b) Learning, teaching and assessment methods

## Campus(es) or centre(s) where module will be delivered

Canterbury

## Internationalisation

Convenors are regularly engaged in various international mediation and negotiation (training) projects. Students might be able to participate in those either as participants or organizers as part of job placements. International experience and lessons from practical negotiation training sessions are embedded in the teaching practices for this module.

**DIVISIONAL USE ONLY**

**Module record – all revisions must be recorded in the grid and full details of the change retained in the appropriate committee records.**

| Date approved | New/Major/Minor revision | Start date of delivery of (revised) version | Section revised (if applicable) | Impacts PLOs (Q6 & 7 cover sheet) |
| --- | --- | --- | --- | --- |
| 17.01.23 | New | September 2023 |  |  |
|  |  |  |  |  |