

## **The Art of Diplomacy**

### **Course Description**

The course will comprise five weekly sessions of 75 minutes each, consisting of lectures illustrated with PowerPoint slides, with time reserved at the end of each session for questions and open discussion. Before each session, suggested background readings will be sent by email to registered students.

This course will use three specific negotiations in which the instructor was personally involved to illustrate the challenges diplomats face, as well as lessons that can be drawn from successful and unsuccessful strategies and tactics.

### **Weekly Layout:**

Session One – The Art of Diplomacy: A Behind-the-Scenes View

Session Two - Case Study: The Formation of the G-7

Session Three - Case Study: The Tokyo Round of Multilateral Trade Negotiations

Session Four – Case Study: The UN Convention on Law of the Sea

Session Five – The Road Ahead: Diplomacy in a “New Cold War”