COURSE OUTLINE

1. GENERAL

SCHOOL	SOCIAL, POLITICAL AND ECONOMIC SCIENCES
DEPARTMENT	SOCIAL WORK
LEVEL OF STUDIES	UNDERGRADUATE
COURSE CODE	**C9-2019** **SEMESTER** 3rd
COURSE TITLE	INTERNATIONAL NEGOTIATIONS AND CRISIS MANAGEMENT

TEACHING ACTIVITIES *in case the ECTS Credits are distributed in distinct parts of the course e.g. lectures, labs etc. If the ECTS Credits are awarded to a course as a whole, then please note down the teaching hours per week and the corresponding ECTS Credits.*	**TEACHING HOURS PER WEEK**	**ECTS CREDITS**
	3	5
Add lines if necessary. The teaching organization and methods used are described in the point 4.		

COURSE TYPE *Background, General Knowledge, Scientific Area, Skill Development*	GENERAL KNOWLEDGE, SKILL DEVELOPMENT
PREREQUISITES:	YES (**B4-2019**)
TEACHING & EXAMINATION LANGUAGE:	GREEK
COURSE OFFERED TO ERASMUS STUDENTS:	NO
URL COURSE:	https://eclass.duth.gr/courses/KOM08133/

2. LEARNING OUTCOMES

Learning Outcomes
Please describe the learning outcomes of the course: Knowledge, skills and abilities acquired after the successful completion of the course.

At the end of the course and having completed the essential reading and activities students should be able to:

- Understand the dynamics of international negotiations and mediations, as well as factors/limitations affecting bargaining outcomes
- Acquire a deep knowledge of the current theoretical debates in the field, in particular on factors related to foreign policy analysis and decision-making.
- Gain negotiation skills through a range of in-class simulations
- Gather analytical skills to understand real world cases of international negotiations
- Develop skills to prepare for negotiations in an international environment

General Skills
Taking into account the general skills that the graduate must have acquired (as they are listed in the Diploma Supplement and are listed below), which of them is intended (for the course)?

Search, analysis and synthesis of data and information, using the necessary technologies	*Project design and management*
Adaptation to new situations	*Equity and Inclusion*
Decision making	*Respect for the natural environment*
Autonomous work	*Sustainability*
Teamwork	*Demonstration of social, professional and moral responsibility and sensitivity to gender issues*
Working in an international environment	*Critical thinking*
Working in an interdisciplinary environment	*Promoting free, creative and inductive thinking*
Production of new research ideas	

Search, analysis and synthesis of data and information, using the necessary technologies

Autonomous work
Teamwork
Working in an interdisciplinary environment
Working in an international environment
Equity and Inclusion
Critical thinking
Promoting free, creative and inductive thinking

3. COURSE CONTENT

The course provides a comprehensive introduction to the theoretical and practical skills needed to engage in international negotiations (including national and international actors like member-states and IOs like EU, NATO, UN). By analyzing diplomatic processes and practice form a foreign policy analysis perspective, the course guides the students through cutting edge debates within the fields of decision-making processes, international negotiation and mediation and introduces them to the challenges of practical aspects of negotiation through in-class simulations and contemporary case studies (EU's debt crisis, Ukraine crisis, Western Balkans, Syria refugee crisis).

4. LEARNING & TEACHING METHODS - EVALUATION

TEACHING METHOD *Face to face, Distance learning, etc.*	Face to face/Distance learning (if needed)
USE OF INFORMATION & COMMUNICATIONS TECHNOLOGY (ICT) *Use of ICT in Teaching, in Laboratory Education, in Communication with students*	Use of ICT in Teaching, in Communication with students

TEACHING ORGANIZATION *The way and methods of teaching are described in detail.* *Lectures, Seminars, Laboratory Exercise, Field Exercise, Bibliographic research & analysis, Tutoring, Internship (Placement), Clinical Exercise, Art Workshop, Interactive learning, Study visits, Study / creation, project, creation, project. Etc.* *The student study hours for each learning activity are listed as well as the non-guided study hours so that the total workload at the semester level corresponds to the ECTS standards.*	Activity	Workload/semester
	Lectures	40 hours
	Bibliographic research and analysis	40 hours
	Project/simulation	45 hours
	TOTAL	125 hours (5 ECTS)

STUDENT EVALUATION *Description of the evaluation process* *Assessment Language, Assessment Methods, Formative or Concluding, Multiple Choice Test, Short Answer Questions, Essay Development Questions, Problem Solving, Written Assignment, Essay / Report, Oral Exam, Public Presentation, Laboratory Report, Clinical examination of a patient, Artistic interpretation, Other/Others* *Explicitly defined assessment criteria and if and where are accessible to students are mentioned.*	Written assignment, public presentation, in-class simulation

5. SUGGESTED BIBLIOGRAPHY

- Τσαρδανίδης, Τ., 2006. Το Σύστημα Λήψης Αποφάσεων στην Εξωτερική Πολιτική. Αθήνα: Εκδόσεις Παπαζήση.
- Hill C., 2018. Η εξωτερική πολιτική τον 21ο αιώνα. Αθήνα: Πανεπιστημιακές Εκδόσεις Κρήτης.

- Hudson, V., 2017. Ανάλυση Εξωτερικής Πολιτικής: Από την εμπειρία στη θεωρία, Αθήνα: Εκδόσεις Πεδίο.
- Nye, J., 2009. Ηγεσίες που πρωτοπορούν. Αθήνα: Εκδόσεις Παπαζήση, 2009.
- Mearsheimer, J., 2011, Why leaders lie: The Truth About Lying in International Politics. Oxford University Press.
- Βαρβαρούσης, Π., 2004. Διεθνείς Σχέσεις και Εξωτερική Πολιτική στον 21ο αιώνα. Αθήνα: Εκδόσεις Παπαζήση.
- Breuning, M., 2007. Foreign Policy Analysis: A Comparative Introduction. Basingstoke: Palgrave Macmillan.
- Hill, C., 2003. The Changing Politics of Foreign Policy. Basingstoke: Palgrave.
- Allison, G. & Zelikow, P., 2006. Η κρίση της Κούβας: Η ουσία της απόφασης. Αθήνα: Εκδόσεις Παπαζήση.
- Snyder, R. et al., 2002. Foreign Policy Decision Making (Revisited). Basingstoke: Palgrave Macmillan.
- Ηρακλείδης, Α., 2011. Ανάλυση και επίλυση συγκρούσεων, Αθήνα: Εκδόσεις Ι. Σιδέρης.
- Κουσκουβέλης, Η., 1997. Λήψη Αποφάσεων Κρίση Διαπραγμάτευση: Θεωρία και Πρακτική. Αθήνα: Εκδόσεις Παπαζήση.
- Hudson, V., 2005. Foreign Policy Analysis: Actor-Specific Theory and the Ground of International Relations. Foreign policy analysis, 1 (1), pp. 1-30.
- Hagan, J., 2001. Does Decision Making Matter? Systematic Assumptions vs. Historical Reality in International Relations Theory. International Studies Review, 3 (2), pp. 5-46.

ANNEX OF THE COURSE OUTLINE

Alternative ways of examining a course in emergency situations

Teacher (full name):	SOTIRIOS SERMPOS
Contact details:	sermpos@sw.duth.gr, sserbos@gmail.com
Supervisors: (1)	NO
Evaluation methods: (2)	Written examination with distance learning methods
Implementation Instructions: (3)	The examination will take place virtually via e-class environment. Special instructions will be delivered to students during the last week of classes.

(1) To be completed with YES or NO

(2) Note down the evaluation methods used by the teacher, e.g.
  ➢ *written assignment* or/and exercises
  ➢ written or oral examination with distance learning methods, provided that the integrity and reliability of the examination are ensured.

(3) In the **Implementation Instructions** section, the teacher notes down clear instructions to the students:

α) in case of **written assignment and / or exercises:** the deadline (e.g. the last week of the semester), the means of submitting them to the teacher, the grading system, the participation of the assignment in the final grade and every other detail that should be mentioned.

β) in case of **oral examination with distance learning methods:** the instructions for conducting the examination (e.g. in groups of X people), the way of pronouncing topics, the applications to be used, the necessary technical means for the implementation of the examination (microphone, camera, word processor, internet connection, communication platform), the way the hyperlink is sent, the duration of the exam, the grading system, the participation of the exam in the final grade, the ways in which the inviolability and reliability of the exam is ensured and every other detail that should be mentioned.

γ) in case of **written examination with distance learning methods**: the instructions for assigning the topics, the way of submitting the answers, the duration of the exam, the grading system, the participation of the exam in the final grade, the ways in which the integrity and reliability of the exam is ensured and every other detail that should be mentioned.

There should be an attached list with the Student Registration Numbers only of the beneficiaries to participate in the examination.