



Form: Course Syllabus	Form Number	EXC-01-02-02A
	Issue Number and Date	2/3/24/2022/2 963 05/12/2022
	Number and Date of Revision or Modification	2023/10/15
	Deans Council Approval Decision Number	265/2024/24/3/2
	The Date of the Deans Council Approval Decision	2024/1/23
	Number of Pages	13

1.	Course Title	Negotiations
2.	Course Number	3001721
3.	Credit Hours (Theory, Practical)	3 hours (Theory)
	Contact Hours (Theory, Practical)	3 hours (Theory)
4.	Prerequisites/ Corequisites	-
5.	Program Title	Master's in Diplomatic Studies
6.	Program Code	01
7.	School/ Center	Prince Al Hussein bin Abdullah II School of International Studies
8.	Department	Department of International Relations and Diplomacy and Regional Studies
9.	Course Level	Master Level
10.	Year of Study and Semester (s)	
11.	Other Department(s) Involved in Teaching the Course	
12.	Learning Language	English Language

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13.	Learning Types	<input checked="" type="checkbox"/> Face to face learning <input type="checkbox"/> Blended <input type="checkbox"/> Fully online
14.	Online Platforms(s)	<input type="checkbox"/> Moodle <input type="checkbox"/> Microsoft Teams
15.	Issuing Date	18-Nov-24
16.	Revision Date	

17. Course Coordinator:

Name: Dr. Rand Irshaidat	Contact hours:
Office number:	Phone number:
Email: r.irshaidat@ju.edu.jo	

18. Other Instructors:

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Name:

Office number:

Phone number:

Email:

Contact hours:

19. Course Description:

The course provides a comprehensive study of negotiation, equipping students with essential strategies and techniques to achieve successful outcomes across diverse contexts. It blends theoretical foundations with practical application, covering key aspects such as distributive and integrative negotiation approaches, conflict resolution methods, psychological influences, cultural dynamics, power relations, and ethical considerations. Through interactive learning methods including case studies, simulations, and role-playing exercises, students gain hands-on experience applying negotiation concepts to real-world situations. By completing the course, students develop versatile skills to confidently navigate negotiations in business, diplomacy, legal settings, and everyday interactions, significantly enhancing their communication abilities, conflict resolution proficiency, and capacity to forge mutually beneficial agreements. The curriculum emphasizes both the art and science of negotiation, preparing students to analyze complex scenarios, employ effective tactics, and make ethically sound decisions in various professional and personal contexts.

20. Program Intended Learning Outcomes: (To be used in designing the matrix linking the intended learning outcomes of the course with the intended learning outcomes of the program)

The program learning outcomes are as follows:



1. Develop an ability to deconstruct and critically reflect on key international relations concepts and systems.
2. Demonstrate the ability to apply knowledge in international relations theories and paradigms on historical and contemporary events in the realm of international relations on local, regional, and global scales.
3. Demonstrate the ability to form and assess analytical arguments in international relations and write scientific conceptual analysis.
4. Interpret international relations events through varied interdisciplinary theories and approaches including interstate relations, state-society relations, and global social movements.
5. Develop research skills that are contingent on diverse research paradigms and approaches to produce impactful intellectual contributions in the field of international relations.
6. Develop strong communication skills through conducting professional written and oral communiques in coursework and assessments.

PILO's	*National Qualifications Framework Descriptors*		
	Competency (C)	Skills (B)	Knowledge (A)
1.	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
2.	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
3.	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
4.	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
5.	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
6.	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>

21. Course Intended Learning Outcomes: (Upon completion of the course, the student will be able to achieve the following intended learning outcomes)

1. To understand the concept, stages, and key tactics of negotiations in international relations
2. To understand and execute deliberative negotiations



3. To critically assess successful conditions for negotiations
4. To critically assess the concept of power in conflict
5. To apply negotiation strategies
6. To critically assess negotiations outcomes

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Course ILOs #	The learning levels to be achieved						Competencies
	Remember	Understand	Apply	Analyze	Evaluate	Create	
1.	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	
2.	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
3.	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	
4.	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	
5.	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
6.	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	

22. The matrix linking the intended learning outcomes of the course -CLO's with the intended learning outcomes of the program -PILO's:

PILO's	1	2	3	4	5	6
* CLO's						
1	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
2	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
3	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>



4	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
5	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
6	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>

***Linking each course learning outcome (CLO) to only one program outcome (PLO) as specified in the course matrix.**

****Descriptors are determined according to the program learning outcome (PLO) that was chosen and according to what was specified in the program learning outcomes matrix in clause (21).**

23. Topic Outline and Schedule:

Topic	Topic	Instructor	ILO/s Linked to the Topic	Learning Types (Face to Face/ Blended/ Fully Online)	Evaluation Methods	Learning Resources
Introduction to Negotiation Theory	1	Dr. Rand Irshaidat	ILO(1)	Face-to-Face	Participation	Mansbridge, Jane, and Cathie Jo Martin, editors. <i>Political Negotiation: A Handbook</i> . Brookings Institution Press, 2016. <i>JSTOR</i> , http://www.jstor.org/stable/10.7864/j.ctt18z4ggp . Accessed 9 Oct. 2024.
Types of Negotiation	2	Dr. Rand Irshaidat	ILO(2)	Face-to-Face	Quiz	Mansbridge, Jane, and Cathie Jo Martin, editors. <i>Political Negotiation: A Handbook</i> . Brookings Institution Press, 2016. <i>JSTOR</i> , http://www.jstor.org/stable/10.7864/j.ctt18z4ggp . Accessed 9 Oct. 2024.



Deliberative Negotiations	3	Dr. Rand Irshaidat	ILO(2)	Face-to-Face	Group Discussion	Mansbridge, Jane, and Cathie Jo Martin, editors. <i>Political Negotiation: A Handbook</i> . Brookings Institution Press, 2016. <i>JSTOR</i> , http://www.jstor.org/stable/10.7864/j.ctt18z4ggp . Accessed 9 Oct. 2024.
Conditions for Successful Negotiations	4	Dr. Rand Irshaidat	ILO(3)	Face-to-Face	Reflection Paper	Mansbridge, Jane, and Cathie Jo Martin, editors. <i>Political Negotiation: A Handbook</i> . Brookings Institution Press, 2016. <i>JSTOR</i> , http://www.jstor.org/stable/10.7864/j.ctt18z4ggp . Accessed 9 Oct. 2024.
Negotiating in International Relations	5	Dr. Rand Irshaidat	ILO(3)	Face-to-Face	Case Study	Mansbridge, Jane, and Cathie Jo Martin, editors. <i>Political Negotiation: A Handbook</i> . Brookings Institution Press, 2016. <i>JSTOR</i> , http://www.jstor.org/stable/10.7864/j.ctt18z4ggp . Accessed 9 Oct. 2024.
Cultural Sensitivity	6	Dr. Rand Irshaidat	ILO(3)	Face-to-Face	Case Study	Mansbridge, Jane, and Cathie Jo Martin, editors. <i>Political Negotiation: A Handbook</i> . Brookings Institution Press, 2016. <i>JSTOR</i> , http://www.jstor.org/stable/10.7864/j.ctt18z4ggp . Accessed 9 Oct. 2024.
Power in International Negotiations	7	Dr. Rand Irshaidat	ILO(4)	Face-to-Face	Group Presentation	Mansbridge, Jane, and Cathie Jo Martin, editors. <i>Political Negotiation: A Handbook</i> . Brookings Institution Press, 2016. <i>JSTOR</i> , http://www.jstor.org/stable/10.7864/j.ctt18z4ggp . Accessed 9 Oct. 2024.
Advanced Ethics in Negotiations	8	Dr. Rand Irshaidat	ILO(4)	Face-to-Face	Case Report	Mansbridge, Jane, and Cathie Jo Martin, editors. <i>Political Negotiation: A Handbook</i> . Brookings Institution Press, 2016. <i>JSTOR</i> , http://www.jstor.org/stable/10.7864/j.ctt18z4ggp . Accessed 9 Oct. 2024.
International Negotiation Strategies	9	Dr. Rand Irshaidat	ILO(4)	Face-to-Face	Group Discussion	Mansbridge, Jane, and Cathie Jo Martin, editors. <i>Political Negotiation: A Handbook</i> . Brookings Institution Press, 2016. <i>JSTOR</i> , http://www.jstor.org/stable/10.7864/j.ctt18z4ggp . Accessed 9 Oct. 2024.



Negotiations Strategies	10	Dr. Rand Irshaidat	ILO(5)	Face-to-Face	Case Study	Mansbridge, Jane, and Cathie Jo Martin, editors. <i>Political Negotiation: A Handbook</i> . Brookings Institution Press, 2016. <i>JSTOR</i> , http://www.jstor.org/stable/10.7864/j.ctt18z4ggp . Accessed 9 Oct. 2024.
Negotiations Strategies	11	Dr. Rand Irshaidat	ILO(5)	Face-to-Face	Case Study	Mansbridge, Jane, and Cathie Jo Martin, editors. <i>Political Negotiation: A Handbook</i> . Brookings Institution Press, 2016. <i>JSTOR</i> , http://www.jstor.org/stable/10.7864/j.ctt18z4ggp . Accessed 9 Oct. 2024.
Negotiations Outcomes	12	Dr. Rand Irshaidat	ILO(6)	Face-to-Face	Case Study	Mansbridge, Jane, and Cathie Jo Martin, editors. <i>Political Negotiation: A Handbook</i> . Brookings Institution Press, 2016. <i>JSTOR</i> , http://www.jstor.org/stable/10.7864/j.ctt18z4ggp . Accessed 9 Oct. 2024.
Assessing Negotiations Outcomes	13	Dr. Rand Irshaidat	ILO(6)	Face-to-Face	Case Study	Mansbridge, Jane, and Cathie Jo Martin, editors. <i>Political Negotiation: A Handbook</i> . Brookings Institution Press, 2016. <i>JSTOR</i> , http://www.jstor.org/stable/10.7864/j.ctt18z4ggp . Accessed 9 Oct. 2024.
Negotiation & Decision-Making	14	Dr. Rand Irshaidat	ILO(6)	Face-to-Face	Case Study	Mansbridge, Jane, and Cathie Jo Martin, editors. <i>Political Negotiation: A Handbook</i> . Brookings Institution Press, 2016. <i>JSTOR</i> , http://www.jstor.org/stable/10.7864/j.ctt18z4ggp . Accessed 9 Oct. 2024.
Course Review & Final Prep	15	Dr. Rand Irshaidat	All ILOs	Face-to-Face	Final Exam	Mansbridge, Jane, and Cathie Jo Martin, editors. <i>Political Negotiation: A Handbook</i> . Brookings Institution Press, 2016. <i>JSTOR</i> , http://www.jstor.org/stable/10.7864/j.ctt18z4ggp . Accessed 9 Oct. 2024.



24. Evaluation Methods:

Opportunities to demonstrate achievement of the ILOs are provided through the following assessment methods and requirements:

Evaluation Activity	*Mark	Topic(s)	ILO/s Linked to the Evaluation activity	Period (Week)	Platform
Midterm	30%	Introduction to Negotiation Theory Principles of Negotiation Negotiation Tactics in Competitive Situations Negotiating in Complex Contexts	ILO(1)ILO(3) ILO(4)	5	On-Campus
Term paper	20%	Case Study Approach	ILO(2) ILO(4)	10	On-Campus
Final Exam	40%	All Topics	ILO(1-6)	15	On-Campus
Participation	10%	All Topics		15	On-Campus
Total 100%	100%				

25. Course Requirements:



(e.g.: students should have a computer, internet connection, webcam, account on a specific software/platform...etc.):

- Data show
- laptop

26. Course Policies:

- A- Attendance policies:
- B- Absences from exams and submitting assignments on time:
- C- Health and safety procedures:
- D- Honesty policy regarding cheating, plagiarism, misbehavior:
- E- Grading policy:
- F- Available university services that support achievement in the course:

27. References:



Mansbridge, Jane, and Cathie Jo Martin, editors. *Political Negotiation: A Handbook*. Brookings Institution Press, 2016. *JSTOR*, <http://www.jstor.org/stable/10.7864/j.ctt18z4ggp>. Accessed 9 Oct. 2024.

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Starkey B., Boyer, M.A., Wilkenfeld, J., (1999), "Negotiation a Complex World: An Introduction to International Negotiation": Rowman and Littlefield Publisher: USA

Cooper, R., & Finley, L. (2014). *Peace and Conflict Studies Research: A Qualitative Perspective.*, 1-226. Retrieved from https://nsuworks.nova.edu/shss_facbooks/15

Van Milders, L., & Toros, H. (2020). Violent International Relations. *European Journal of International Relations*, 26(1_suppl), 116-139. <https://01104klx1-y-https-doi-org.ju.proxy.coe-elibrary.com/10.1177/1354066120938832>

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Heimann, G., & Herman, L. (2021). The strategic use of normative arguments in international negotiations. *International Relations*, 35(1), 47-68. <https://01104klx1-y-https-doi-org.ju.proxy.coe-elibrary.com/10.1177/0047117819894631>

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Grobe, C. (2010). The power of words: Argumentative persuasion in international negotiations. *European Journal of International Relations*, 16(1), 5-29. <https://01104klx1-y-https-doi-org.ju.proxy.coe-elibrary.com/10.1177/1354066109343989>



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Behr, H., & Williams, M. C. (2017). Interlocuting classical realism and critical theory: Negotiating 'divides' in international relations theory. *Journal of International Political Theory*, 13(1), 3-17. <https://01104klx1-y-https-doi-org.ju.proxy.coe-elibrary.com/10.1177/1755088216671735>

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Myrick, R. (2024), 'Public reactions to secret negotiations in international relations', *Journal of Conflict Resolution*, 68(4): pp. 703-729

28. Additional information:

Name of the Instructor or the Course Coordinator:

Signature:

Date:

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Name of the Head of Quality Assurance Committee/ Department	Signature:	Date:
Name of the Head of Department	Signature:	Date:
Name of the Head of Quality Assurance Committee/ School or Center	Signature:	Date:
Name of the Dean or the Director	Signature:	Date: