

PLSC 307 Diplomacy in a Changing World

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Room: EBQ3
Meets: M-F 12 – 1.40PM
Office Hours: T/R 10-11AM

1. Course Description:

The goals of this course are threefold. First, you will be introduced to the history of diplomacy and gain an understanding of how states pursue their national interests in a complex and, occasionally, conflictual world. Second, the actors in world politics as well as some theories as to how and why states cooperate will be examined with the goal of introducing to the student how cooperative decisions are made inside and outside institutional structures. Finally, we will move to the practical side of diplomacy and explore how states strategize and negotiate with one another in order to achieve mutually desired goals.

2. Reading Materials: All books below are *REQUIRED* for the course. They are available at the University Bookstore and the Bookbridge on Vestal Pkwy.

1. Craig, Gordon A. and Alexander L. George. 1995. *Force and Statecraft: Diplomatic Problems of our Time*. (3rd Ed.) Oxford UP. {CG}
2. Fisher, Roger & William Ury with Bruce Patton (ed.) 1991. *Getting to Yes: Negotiating Agreement Without Giving In*. (2nd Ed.) Houghton Mifflin Co. {FUP}
3. Lake, David and Robert Powell. 1999. *Strategic Choice and International Relations*. Princeton UP. {LP}
4. Schelling, Thomas. 1960. *The Strategy of Conflict*. Oxford UP.

Additionally, a number of articles and book chapters will be available for photocopying from me, you **must** stop by and sign them out, photocopy them, and return them. Further, you are required to remain up-to-date on the current events by reading either a major news magazine (e.g. *Newsweek*, *Time*, *US News & World Report*, *The Economist*) or a major newspaper (e.g. *New York Times*, *Washington Post*) regularly. Finally, the instructor reserves the right to add reading assignments from other sources as necessary.

[PC] denotes chapter or article is available from my office for photocopy.

[O] denotes article is available online, usually through jstor or ingenta.

3. Course Requirements:

Your final grades will be determined for the most part based on your academic performance. However, unlike other courses you will have some influence in how the individual performance evaluations throughout the semester actually contribute to your personal final grade. Since part of the curriculum is learning how to negotiate, you should concentrate on obtaining your best possible grade in the course relying on your known information and your beliefs about those portions of your grade for which you have incomplete information. Before going to the negotiating table, you will know your grades on the following items: 1) Midterm exam, 2) Short Answer Assignment, & 3) Group Project

In addition to the known portions of your grade, you will also have beliefs about your quiz scores and private information regarding your personal contributions and effort put into this course. Your beliefs about your quiz grades are a result of the multiple quizzes that you will take and receive answers to but

will not be returned to you. In other words, you will take quizzes that must contribute to your final grade but you will not know your quiz scores until you sit down at the negotiating table. Attendance is important and may count toward your final grade as well. On the final day of classes you will negotiate privately with the instructor over what percentage each item will contribute to your final grade.

You will have 15 minutes to meet with the instructor during which time you will effectively play two different games of divide the 50% in three rounds. If a negotiated distribution is not agreed upon after three rounds of play, then the reversion distribution will be that the assignment on which you received your lowest grade will count for the highest percentage of your grade in each game (thus, your highest graded evaluation will count the least towards your course grade). Play will proceed as follows: the instructor and the student will each privately write a percentage distribution (dividing 50% among two items in increments of 5%) on a piece of paper. If the percent allocations match, then the game is over and you receive the agreed upon percent for each evaluation, however, if they do not match then only two more rounds are available for successful coordination.

4. Guidelines and Information

NOTE: Students are expected to conduct themselves in a manner conducive to classroom learning. This means be on time, keep personal discussions to a minimum, no cell phones or beepers. If your cell phone or beeper rings you will be asked to leave the class and will miss out on any potential quiz given on that day but will still be responsible for the material as it may appear on an exam. In addition, the instructor reserves the right to ask any student who is being disruptive to leave the classroom for the day and perhaps the course altogether.

Plagiarism & Cheating: Plagiarism and cheating are serious matters that, should they occur, will be pursued to the limits of University rules. Moreover, academic dishonesty will result in a failing grade for the course. For details regarding the University's policy on cheating and plagiarism and academic dishonesty more generally, see the University Handbook. Further information regarding what constitutes dishonesty is available at the University Writing Center and on their website.

Students with Disabilities: If you are a student with a disability and wish to request accommodations, please notify the instructor by the second week of class. Students with disabilities should register with the office of Services for Students with Disabilities (777-2686). Their office is in LH-B51. Extra time for exams and other necessary arrangements can be made in conjunction with that office and the instructor. Information regarding disabilities is treated in a confidential manner.

5. Syllabus

M July 12 Introduction & Basics of World Politics (sovereignty, anarchy, LOA, security dilemma etc.)
Assignment Due: None

T July 13 History of Diplomacy
Assignment Due: {CG} Ch. 1-7

W July 14 Modern Diplomacy & Theories of World Politics (Realism, Liberalism)
Assignment Due: {CG} Ch. 8-11

R July 15 US National Interest & The Collective Action Problem
Assignment Due: {LP} Ch. 1, Nye 1999 [PC, O]

- F July 16** Movie: *Dr. Strangelove*
Assignment Due: Karnow [PC], Kennedy [PC]
- M July 19** Actors in WP
Assignment Due: {LP} Ch. 2, Josselin & Wallace 2001 [PC], Ryall 2001 [PC], Galeotti 2001 [PC]
- T July 20** How can rational actors cooperate in an anarchic world?
Assignment Due: Putnam 1988 [PC, O], Axelrod & Keohane 1984 [PC, O]
- W July 21** How the environment in which decisions are made shapes the outcomes?
Assignment Due: {LP} Ch. 3 & 4, Schultz 1998 [PC, O]
- R July 22** Forums for Cooperation (IOs) [Case Studies on IOs]
Assignment Due: Pease [p. 128-154] [PC], Alter 1998 [O], Weber [PC]
- F July 23** More General Findings on IOs
Assignment Due: Boehmer et al. 2002 [PC], Pevehouse 2002 [PC, O]
- M July 26** **Midterm Examination** Good Luck!
- T July 27** Commitment & Credibility
Assignment Due: Martin 2000 [PC], Leeds 1999 [PC, O]
- W July 28** Enforcement and Change
Assignment Due: {LP} Ch. 5, 6 (skim) & 7
- R July 29** Compliance
Assignment Due: Chayes & Chayes 1993 [O], Downs, Rock & Barsom 1996 [O], Mitchell 1994 [O], Schelling p. 131-137
- F July 30** Negotiation I
Assignment Due: Pillar 1983 [PC], {CG} Ch. 12 & 13
- M Aug 2** Negotiation II
Assignment Due: {FUP} Parts 1 & 2
- T Aug 3** Negotiation III
Assignment Due: {FUP} Parts 3, 4, 5 & 10 Questions, Raiffa Ch. 26 [PC]
- W Aug 4** Bargaining I
Assignment Due: Reiter 2003 [PC], {CG} Ch. 15/16/19, Young 1991 [O],
Group Project Due
- R Aug 5** **NO CLASS!**
Assignment Due: Work on Short Essay Assignment individually.
- F Aug 6** Bargaining II
Assignment Due: Schelling Ch. 1-3; **Short Essay Assignment Due**

- M Aug 9** Bargaining III
Assignment Due: Schelling Ch. 5-10 (skip pgs. 150-158; 209-218)
- T Aug 10** Movie: *Thirteen Days*
Assignment Due: None
- W Aug 11** Group Presentations
Assignment Due: None
- R Aug 12** *Individual Negotiations with Instructor By Appointment* Good Luck!

6. Group Assignment DUE: 8/4/04

Your papers should be 15 pages, double-spaced with 1-inch margins. Be sure to include page numbers and a title page. Groups will be assigned during the second week of class.

- You must use at least 5 references. Three of the sources must be either a newspaper article, journal article, or a book (no textbooks). That means only two sources can come from the Internet. Dictionaries and encyclopedias are not appropriate sources.
- The paper must be well written and must address every aspect of the question. Good papers will separate themselves by making a strong and clear argument that is backed up with relevant research. For tips on writing a quality term paper visit the writing center on campus.
- You must fully document the sources you use for your research. You can use any style you would like (MLA, Chicago, APA). The only requirement is that the style you use must be uniform throughout the document. If you use MLA for in-text citations, then your bibliography must be MLA as well. Pick one and stick with it.
- Rules on Plagiarism will be **strictly enforced**. Refer to the university handbook for guidelines regarding plagiarism. We have the authority to ask any student for an electronic version of their paper so we can run the document through university software that detects plagiarized work.
- **The paper is due at the start of class on August 4th.** Any paper not collected at the beginning of class will be considered a day late and one letter grade will be deducted from your grade. Each additional day the paper is late will also result in the deduction of one letter grade.

Topic: Power alone does not determine the outcome of every bargained settlement. Pick **one** treaty from the list below (or you may do another treaty approved by the instructor) and do the following: Analyze the circumstances that preceded the negotiation phase of the agreement (i.e. why did the actors move towards negotiation now), discuss the ideal outcomes that every participant would have preferred, discuss how the actual outcome diverged from the ideal outcome for each participant, discuss the negotiation strategies pursued by the participants (did any actors pursue hard or soft strategies), point out the “winners and losers” from the agreement and suggest logical reasons for why some states were worse off after the agreement. [Note: For treaties with many participants, discuss the ‘major players’ only]. Aside from military power, what other factors (e.g. domestic, international etc) were important in determining the outcome (i.e. setting the boundaries of the acceptable winset)?

Versailles Treaty (1919)	Vietnam Agreement (1973)
Kellog-Briand Pact (1928)	Law of the Sea (1982)
Panmunjom Armistice (1953)	Mercosur Agreement (1991)
Geneva Agreements on Indochina (1954)	NAFTA (1994)

Recommended Reading:

Kahler, Miles. 1993. “Multilateralism with Small and Large Numbers” in *Multilateralism Matters: The Theory and Praxis of an Institutional Form*. Ruggie, John G. (Ed.) p. 295-326. Columbia UP: NY.

NOTE: See me to make a photocopy!