

INST 491
International Studies Seminar
Dr. Joan Serafin
Spring 1999

Office: 103 Old Main
Office Hours: M/W--1:30-3:00 p.m.
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Course Description and Objectives

This course will introduce the student to the complexities of international negotiation and cross-cultural decision making. Students from all concentrations of the International Studies major will be able to put their knowledge to work by selecting a current international issue to resolve. Using the methodology of directed research, the course will make students active participants in the learning process. Upon completion of the course, students will have a better understanding of: negotiation as an instrument of foreign policy; the interrelationship of various global issues; and the similarities and differences in the way various social science disciplines handle negotiations and cross-cultural problems.

Course Requirements

Students must have the following texts at their disposal:

1. Roger Fisher, et al, *Coping With International Conflict*, New Jersey: Prentice Hall, 1997.
2. A subscription to *The Economist*.

Attendance Policy

There is no strict attendance policy in this class as the instructor assumes that students are adults and realize the implications of failure to attend class. This class will be run in a graduate format given the research nature of the assignments. It is imperative that students attend class and the outside activities to learn as much as possible.

Evaluation

The grade in this class will be in the form of individual exercises, and two papers related

to the issue area of your choice incorporating current events and material from the text. There will be four exercises taken directly from the text; the list can be found on page 5 of this document. Since this is a research directed course, participation will be graded and will be based on the sharing of information regarding your topic. Every student will present the findings of their final paper in the last two weeks of classes. The final paper will be due at the time of the class presentation. Outlines for each paper can be found at the end of the syllabus.

Final Grade Calculation

Your grade in the course will be calculated in the following manner:

Mid Course Paper:	30%
Exercises:	20%
Final Paper and presentation:	40%
Participation:	10%

Important Dates

17 March:	Mid-Course Paper Due
22-26 March:	Spring Break
5-9 April:	Classes Canceled
Weeks of 3,10 May:	Final Paper and Presentation Due
Exercises:	See Course Outline Section for dates

Statement on Academic Dishonesty

From *The Pathfinder*: Academic dishonesty is defined to include any form of cheating and/or plagiarism. Cheating includes, but is not limited to, such acts as: stealing or altering testing instruments; falsifying the identity of persons for any academic purpose; offering, giving or receiving unauthorized assistance on an examination, quiz, or other written or oral material in a course; or falsifying information on any type of academic record. Plagiarism is the presentation of written or oral material which conceals the true source of documentary material, or the presentation of material which uses hypotheses, conclusions, evidence, data, or the like, in a way that the student appears to have done the work which he/she did not, in fact, do.

Course Outline

1 February

Orientation and discussion

3,8, February

**Discussion and selection of a current topic
An introduction to the text
Fisher, Chapter 1**

10, 15 February

**Discussion: Fisher, Chapter 2
Research Session by Library personnel**

17,22 February

**Discussion: Fisher, Chapters 3,4
Assignment #1 Due: Assumptions Tool (4-1) p.49**

24 February and 1 March

**Discussion: Fisher, Chapter 5
Internet Research Session at Computer Lab**

3,8 March

**Discussion: Fisher, Chapters 6,7
Assignment #2 Due: Partisan Perception Tool (4-4), p.53**

10,15 March

**Discussion: Fisher, Chapters 8,9
Internet Research Session at Computer Lab**

17 March

Discussion: Fisher, Chapter 10

17 March-----Mid-Course Paper Due

22-26 March: Spring Break

29,31 March

Discussion: Fisher, Chapter 11

Exercise #3 Due: Currently Perceived Choice Tool, (5-7), p. 85

5-9 April: Classes and Office Hours Canceled

12,14 April

Discussion: Fisher Chapters 12,13

Exercise #4 Due: Purpose Tool (11-3), p.165

19,21 April

Discussion: Fisher, Chapters 15,16, 17

Internet Session at the Computer Lab

26,28 April

Discussion: The Difficulties of International Negotiation

Weeks of 4,11 May-----FINAL PAPER DUE AND PRESENTATIONS

Summary of Exercise Assignments

22 February: Assumptions Tool (4-1) p.49

8 March: Partisan Perceptions Tool (4-4), p.53

31 March: Currently Perceived Choice Tool (5-7) p.85

14 April: Purpose Tool (11-3) p.165

Paper Assignments

The paper assignments in this course are intended to blend the theory of the text with the current event issue or conflict of your choosing. The papers also serve as a means to gain a fuller understanding of the issue itself. Each paper should be at least 9 pages in length, though there is no maximum number of pages for each paper assignment.

You should answer all the areas addressed and recognize that the second paper builds on the first. You should be able to combine these two separate papers into a cohesive whole at the end of the semester. Our computer sessions using the Internet are a means to encourage you to do the work for the assignments in a timely fashion instead of waiting until the last minute. These sessions are not intended as busy work, but rather as a means for you to explore and feel comfortable using Library and Internet sources for your research. It also then becomes untenable for you to tell me you could find absolutely nothing on your topic. Therefore, it is in your best interests to attend these sessions.

All papers must be typed and follow the guidelines set out in the publication on writing by the Political Science Department. This document will be made available in the first week of classes.

Mid-Course Paper Outline

A. Background

- 1. What are the historical roots of the issue or conflict you have chosen?**
- 2. Who are the actors?**
- 3. What positions have the actors taken traditionally toward this issue or conflict?**

B. Efforts at Resolution

- 1. What efforts have been attempted in the past to resolve this situation or another very much like it?**
- 2. Why did efforts fail in the past to resolve this issue or others like it in the past?**
- 3. Comment on the political, economic, and military ramifications (as appropriate) this situation poses for the actors involved.**

Final Paper Outline

C. Recent Events

- 1. What events have occurred in the last two years to make this situation better or worse?**
- 2. Have the positions and interests of the actors changed over time and, if so, how?**
- 3. What political restraints exist on each of the actors both nationally and internationally which affect this situation?**

D. Proposed Solution

- 1. Looking at this situation from the variety of positions of the participants, what solution do you propose that would satisfy the broad purposes of each actor?**
- 2. Why would each actor be willing or unwilling to accept your solution to the situation?**
- 3. How would you persuade or induce the unwilling to accept this proposal?**
- 4. How long will it take to implement your suggestion?**