

## PS188-20 THE POLITICS OF INTERNATIONAL ENVIRONMENTAL NEGOTIATION

**Class Room: Anderson 208, Tuesday/Thursday 3:00 – 4:15**

**Office Hours: Thursday 9:30am to 10:30am or by appointment**

**Packard Hall Room 306, Political Science Department [Nancy.Gleason@Tufts.Edu](mailto:Nancy.Gleason@Tufts.Edu)**



### **COURSE REQUIREMENTS**

Class participation – 10%

Quiz – 20%

Mid-Term NEGOTIATION SIMULATION & Debrief – 20% March 10 & 15, 2011.

Presentation – 20%

Final Paper – 30% Due Thursday April 21, 2011.

Note: *Attendance at the simulation is required to be enrolled in this course.*

### **REQUIRED TEXT**

1. Fischer, Ury and Patton, *Getting to Yes: Negotiating Agreement Without Giving In* New York: Penguin Books, 1991.
2. Susskind, *Environmental Diplomacy: Negotiating More Effective Global Agreements* 1994.
3. Alexrod, Downie and Vig (Eds) *The Global Environment*, 2005.

### **CLASS PARTICIPATION**

Relevant news stories will be discussed for the first 15 minutes of each class. Students are required to review relevant international negotiation news sources and share stories with the class. Class participation= providing insightful commentary and questions, consistent class attendance, and diligent note taking. Review such websites as: [www.bbc.com](http://www.bbc.com) and <http://www.iisd.ca/>

### **ACADEMIC INTEGRITY**

Academic Integrity must be maintained at all time. Cheating, Plagiarism, unauthorized collaboration and knowingly facilitating another's dishonesty will not be tolerated. If you are suspected of academic dishonesty you will be reported to the Office of the Dean of Student Affairs in accordance with Tufts University's Code of Conduct. For further information please see the Student Handbook section: Code of Conduct

## **COURSE SCHEDULE & ASSIGNMENTS**

### **Introduction to Major Concepts**

1. **Thursday January 20<sup>th</sup>, 2011** Course Introduction – Requirements, assignments and class participation
2. **Tuesday January 25<sup>th</sup>, 2011 Major Environmental Concepts** – Defining our Terms: Sustainable Development, Sovereignty and Common Pool Resources.
  - a. Conca and Dabelko, *Green Planet Blues* – Chapter 1 (**Blackboard**)
  - b. Sands and Peel, Chapter 3 “Environmental Protection in the 21<sup>st</sup> Century: Sustainable Development and International Law” in Axelrod et al (**Text**)
  - c. Fischer and Ury, *Getting to Yes* Chapter 1 “Don’t Bargain over Positions”
  - d. World Commission on Environment and Development. *Our Common Future*. (Brundtland Commission Report.) New York: Oxford University Press, pp. 400. 1987 – Review here <http://www.un-documents.net/wced-ocf.htm>
3. **Thursday January 27<sup>th</sup>, 2011 The United Nations Role in International Environmental Negotiations**
  - a. United Nations Charter, <http://www.un.org/en/documents/charter/index.shtml>
  - b. Adil Najam, “From Rio to Johannesburg” 2002. (**Blackboard**)
  - c. Soroos, Chapter 2, “Global Institutions and the Environment” pp.21-40 in *Global Environment* Axelrod et al. (**Text**)
4. **Tuesday February 1, 2011 Major Negotiation Concepts** – Defining our Terms: BATNA, Interests, Positions, Mutual Gain, Bargaining v. Problem Solving.  
**IN CLASS MOVIE BY FISCHER.**
  - a. Fischer and Ury, *Getting to Yes*, Chapters 2, 3,4,5 pp.15-95 (**Text**)
5. **Thursday February 3rd, 2011. PART I. Understanding How Negotiation Works**
  - a. Fisher and Ury, Chpt6 “what if they are more powerful?” pp.97-106
  - b. Susskind, L. *Environmental Diplomacy*, Chapter 2 pp.11-37 (**Text**)
  - c. Steinar Andresen “Key actors in UN environmental governance: influence, reform and leadership,” *International Environmental Agreements: Politics, Law and Economics*, Volume 7, Number 4 / December, 2007 (**Blackboard**)
6. **Tuesday February 8th, 2011 PART II. How Negotiation Works**
  - a. Sands and Peel, Chapter 3 “Environmental Protection in the 21<sup>st</sup> Century” pp.43-60 in *Global Environment* Axelrod et al. (**Text**)
  - b. William Zartman, International Environmental Negotiations, *Negotiation Journal*, Volume 8, No.2, pp. 113-124, April1992 (**Tisch and Ginn Periodicals HD42 .N44**)
  - c. *Time will be given to discuss the final presentation and paper topics.*

7. **Thursday, February 10th, 2011. The Politics of the North v. South in Negotiations**
- a. Agarwal and Sharma, *Green Politics* (**Blackboard**)
  - b. Najam, "International Environmental Negotiations: Perspectives from the South" (**Blackboard**)
  - c. Najam, Chapter 12 "The View from the South" pp.225-243 in Axelrod (**Text**)
  - d. Susskind, Chapter 4 p.62-80 (**Text**)
  - e. Stone "Common But Differentiated Responsibility in International Law" *American journal of international law*, vol. 98, no. 2, pp. 276-301, Apr 2004 (**Blackboard**)
  - f. The Principle of Common But Differentiated Responsibilities: Origins and Scope [http://www.cisd.org/pdf/brief\\_common.pdf](http://www.cisd.org/pdf/brief_common.pdf)

### International Negotiations

8. **Tuesday February 15, 2011 PART I. Complicating Factors in International Negotiations: Power and Culture.**
- a. Roger Fisher, "Negotiating Power: Getting and Using Influence" in Breslin/Rubin *Negotiation Theory and Practice*, 1991 pp.127-140 (**Ginn Reserves BF637.N4 B73 1991**)
  - b. Roger Cohen, *Negotiating Across Cultures* 2<sup>nd</sup> Edition, Institute for Peace, 1997. Chapter 2 "Cultural Roots" and skim Chapter 12 CONCLUSION (**Ginn Reserve JZ1305 .C64 1997**)
9. **Thursday February 17, 2011. PART II. Complicating Factors Agents and Principles**
- a. E. Babbitt, "Challenges for International Diplomatic Agents" in *Negotiating on Behalf of Others*, Moonkin and Susskind (Eds). (**Ginn Reserve HD59.6.N4334 1999**)

Monday February 21<sup>st</sup>, 2011 President day – Tufts Holiday

10. **Tuesday, February 22<sup>nd</sup>, 2011. Librarian Day. Final Paper Assignment and Presentation – expectations, topics and requirements.** Connie Reik, Tisch's Political Science and International Relations librarian will review the research process. CLASS HELD IN TISCH LIBRARY ERC Room

**Thursday Feb. 24, 2011 TUFTS FOLLOWS MONDAY SCHEDULE: NO CLASS**

11. **Tuesday March 1, 2011. Strategies of Environmental Negotiation – Coalition Building v. Leadership/Orchestration and Issue Linkage**
- a. Lewicki, Chapter 9 "Multiparty Negotiations: Coalitions and Groups" in *Negotiation Third Edition*, Lewicki, Saunders and Minton (eds). pp.315-352 (**Blackboard**)