

**MGIMO University**  
**School of Government and International Affairs**

## **Introduction to Negotiation and Consulting**

Undergraduate Course Syllabus

Instructor  
Prof. Vladimir M. Morozov

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This syllabus is designed in accordance with the MGIMO Educational Standard for the Bachelor Program «Government and International Relations»

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Director MGIMO Library \_\_\_\_\_ Marina Reshetnikova

## **PART 1: INSTRUCTOR INFORMATION AND COURSE DESCRIPTION**

### **1.1 General information**

- Full course title: Practical aspects of the negotiation process and consulting
- Type of course: Compulsory
- Level of course: B.A.
- Year of study: 1st
- Number of ECTS credits allocated: 2
- Name of the instructor: Prof. Vladimir M. Morozov
- E-mail: [morozov@inno.mgimo.ru](mailto:morozov@inno.mgimo.ru)

### **1.2 Course aims and learning outcomes**

The main goal of the course is to provide students with foundational knowledge in negotiating process of the XXI century.

#### **Course objectives include:**

- Knowledge and Understanding: Knowledge of the theory and practice of the negotiation process of the 2000s. Understanding the role and place of the negotiation process in the negotiations MFA and other government agencies.
- Analytical competence: Analysis of the role of the negotiation process in the world's political, economic and socio-cultural processes in the 2000s. Analytical skills in the application of techniques of negotiation.
- Systemic competences: Construction of skills for working out goals and objectives for successful negotiations.
- Communication competence: Communication skills with the opposite side, the ability to persuade partners to their side, the ability to convince the negotiating partners

#### **Learning outcomes**

In lectures, multimedia presentations are used to help students receive the material better. The seminars are divided into two types. One part of the workshops is devoted to the simulation of international negotiations. In the framework of the other part of the seminars students prepare presentations on given topics.

By the end of this course students should be able to:

1. Know the main international schools of negotiating.
2. Know the theoretical approaches to negotiation.
3. Be able to prepare for negotiations, conduct them and fix the results.
4. Know the major international negotiating complexes of the 21st century
5. Able to concisely and clearly articulate the main components of any negotiation complex.

### **1.3 Course requirements and grading**

#### **Requirements**

Students will be required to attend not less than 90% of classes and be prepared for class discussions. Conscientious reading of the assigned materials is a must. Students will also be required to create power-point presentations for seminars.

#### **Grading**

Class participation – 50%

Presentations at seminars – 30%

Participation in negotiations – 20%

## PART 2. COURSE CONTENT

### 2.1 Course content and readings by topic

#### Topic 1: Theoretical aspects of negotiation process.

Theory and practice of negotiations. The main schools of thought of negotiation theory. The main paradigms of the negotiation process. The first lecture gives a rundown of the whole course, its goals and requirements for student work within this class. A brief overview of the main literature is given. First lecture tackles the concept of negotiation process as well as all main world schools of negotiation systems. Reviewing a paradigm of conducting negotiations in modern society.

Required readings:

O'Neil B. International Negotiation: Some Conceptual Developments // Annual Review of Political Science. 2018. P. 515-533. URL: <https://www.annualreviews.org/doi/pdf/10.1146/annurev-polisci-031416-092909>.

Meerts, Paul. Diplomatic negotiations. Essence and Evolution. Clingendael. 2015. P. 19-66. URL: <https://disk.yandex.ru/i/ctRLKK90Y56Rqg>.

Power, Politics, and the World Economy in Introduction to International Relations by J. Grieco, J. G. Ikenberry, M. Mastanduno. Palgrave. 2015. P. 286-296.

URL: [https://docs.yandex.ru/docs/view?url=ya-disk-public%3A%2F%2FSRR6ViF6v0huopM9ZaAIndE2Vs7ZbOPQHfQzOiz5pBvHXqtC71v6mULIIVzuGxZ7q%2FJ6bpmRyOJonT3VoXnDag%3D%3D&name=Introduction%20To%20International%20Relations%20-%20Enduring%20Questions%20and%20Contemporary%20Perspectives%20\(1\).pdf&nosw=1](https://docs.yandex.ru/docs/view?url=ya-disk-public%3A%2F%2FSRR6ViF6v0huopM9ZaAIndE2Vs7ZbOPQHfQzOiz5pBvHXqtC71v6mULIIVzuGxZ7q%2FJ6bpmRyOJonT3VoXnDag%3D%3D&name=Introduction%20To%20International%20Relations%20-%20Enduring%20Questions%20and%20Contemporary%20Perspectives%20(1).pdf&nosw=1).

Alfredson T. Negotiation Theory and Practice. A Review of the Literature. EasyPol. 2008. 38p. URL: <https://www.fao.org/3/bq863e/bq863e.pdf>

Recommended readings:

Constantinou, C.M., Kerr, P., Sharp, P., et al. (2016). The SAGE Handbook of Diplomacy. London: Sage Publications Ltd., Chapters 1,2,27 [https://professorbellreadings.files.wordpress.com/2017/10/costas\\_m-\\_constantinou\\_pauline\\_kerr\\_paul\\_sharpb-ok-org.pdf](https://professorbellreadings.files.wordpress.com/2017/10/costas_m-_constantinou_pauline_kerr_paul_sharpb-ok-org.pdf)

Cooper, A.F., Heine, J., Thakur, R., et al. (2013). The Oxford Handbook of Modern Diplomacy. Oxford: Oxford University Press, Chapters “The changing nature of diplomacy”, “Negotiation” [http://82.194.16.162:8080/xmlui/bitstream/handle/123456789/696/andrew\\_f-\\_cooper\\_jorge\\_heine\\_ramesh\\_thakur\\_theb-ok-org.pdf?sequence=1](http://82.194.16.162:8080/xmlui/bitstream/handle/123456789/696/andrew_f-_cooper_jorge_heine_ramesh_thakur_theb-ok-org.pdf?sequence=1)

Manor, I., (2015), Towards a Network Model of Diplomacy? The Case of the UN in Geneva. [Online] Available: <https://digdipblog.com/2015/05/10/towards-a-network-model-of-diplomacy-the-case-of-the-un-in-geneva/> (May 10, 2015)

Dubin Y.V. The concept of negotiations and its role in the life of the international community. In Negotiation skills. 4th edition, expanded. Textbook for International relations students. Ed. In International Relations. 2012. P. 13-29. (In Russ.)

Lebedeva M.M. International negotiations as a social and humanitarian resource in world politics. Political Science. 2020. No. 3. P. 98-113. URL: <http://inion.ru/ru/publishing/zhurnaly-iz-perechnia-vak/politicheskaja-nauka/arkhiv/2020-3-politicheskaja-konfliktologija/mezhdunarodnye-peregovory-kak-sotsial-nyi-i-gumanitarnyi-resurs-v-mirovoi-politike-international-negotiations-as-a-social-and/>. (In Russ.)

## **Topic 2: Psychological and practical aspects of negotiation process.**

The lecture reviews psychological aspects of negotiation process and their functions. The list of psychological tactics and ways of negotiating in various situations is given. Explaining specific elements of negotiating with religious, terroristic, non-governmental and other types of organizations, as well as criteria of their success.

Required readings:

Foster C., Mansbridge J., C. J. Martin. The Problem: Negotiation Myopia; The Solution: Deliberative Negotiation / Negotiating Agreement in Politics // American Political Science Association. 2013. P. 73-86. URL: [https://scholar.harvard.edu/files/dtingley/files/negotiating\\_agreement\\_in\\_politics.pdf](https://scholar.harvard.edu/files/dtingley/files/negotiating_agreement_in_politics.pdf)

Melissen, Jan. The New Public Diplomacy: Between Theory and Practice in The New Public Diplomacy. Soft Power in International Relations. Ed. By J. Melossen. Palgrave Macmillan. 2005. P. 3-23. URL: [http://culturaldiplomacy.org/academy/pdf/research/books/soft\\_power/The\\_New\\_Public\\_Diplomacy.pdf](http://culturaldiplomacy.org/academy/pdf/research/books/soft_power/The_New_Public_Diplomacy.pdf)

Hocking, Brian. Rethinking the 'New' Public Diplomacy in The New Public Diplomacy. Soft Power in International Relations. Ed. By J. Melossen. Palgrave Macmillan. 2005. P. 28-41. URL: [https://culturaldiplomacy.org/academy/pdf/research/books/soft\\_power/The\\_New\\_Public\\_Diplomacy.pdf](https://culturaldiplomacy.org/academy/pdf/research/books/soft_power/The_New_Public_Diplomacy.pdf).

Recommended readings:

Khouri R. Why Diplomacy Succeeds and Fails. Harvard Kennedy School. Belfer Center. 2014. URL: <https://www.belfercenter.org/publication/why-diplomacy-succeeds-and-fails>.

Acuff, Frank L. How to Negotiate Anything with Anyone Anywhere Around the World. - New York : AMACOM. 2008. — Available from: eBook Academic Collection (EBSCOhost)

Carnevale, P. De Dreu, C.K.W. Methods of Negotiation Research. - Brill Academic Publishers, 2006

Hornickel J. Negotiating Success : Tips and Tools for Building Rapport and Dissolving Conflict While Still Getting What You Want. — John Wiley & Sons, 2013.

## **Topic 3: Theoretical aspects of network diplomacy**

The main theoretical aspects of network diplomacy in the 21st century are presented. The lecture gives an overview of the parameters which are key for defining network diplomacy as a type of diplomacy. The functions and characteristics of network diplomacy are outlined.

Required readings:

Lebedeva O., Morozov V., Shebalina E. (2019). Network Diplomacy: Theory. ISTORIYA. vol. 10, no. 11 (85) DOI: 10.18254/S207987840008084-1 <https://history.jes.su/s207987840008084-1-1/>

Manulak, Michael W. Why and How to Succeed at Network Diplomacy, The Washington Quarterly. 2019. 42:1. P. 171-181. URL: <https://www.tandfonline.com/doi/10.1080/0163660X.2019.1593668>.

Dong, Leshuo, Firestone, Charles M. Netpolitik: What the Emergence of Networks Means for Diplomacy and Statecraft. Aspen Institute. 2015. URL: <https://www.aspeninstitute.org/blog-posts/netpolitik-what-emergence-networks-means-diplomacy-and-statecraft/>.

Metzl, Jamie. Network Diplomacy. Carnegie Endowment for International Peace. 2001. URL: <https://carnegieendowment.org/2001/04/01/network-diplomacy-pub-681>.

Morozov Vladimir M. (2021). NETWORK DIPLOMACY: APPROACHES TO THE ISRAELI-PALESTINIAN CONFLICT. Vestnik VolGU, 26 (1), 145-156. <https://cyberleninka.ru/article/n/network-diplomacy-approaches-to-the-israeli-palestinian-conflict>

Recommended readings:

Babenkova S.Y., Mariasis D.A., Morozov V.M. Not a Conflict Only: Potential for Digital Interaction between Israel and Palestine // Vestnik RUDN. International Relations. - 2022. - Vol. 22. - N. 2. - P. 320-341. [https://journals.rudn.ru/international-relations/article/view/31410/en\\_US](https://journals.rudn.ru/international-relations/article/view/31410/en_US)

Gass, R. H., & Seiter, J. S. (2009). Credibility and Public Diplomacy. In N. Snow & P. M. Taylor (Eds.), Routledge Handbook of Public Diplomacy. New York, NT: Routledge.

Metzl, Jamie F., "Network Diplomacy", Georgetown Journal of International Affairs, Winter/Spring 2001

Sucharipa, Ernst, "21st Century Diplomacy", The Future of Diplomacy Discussion Papers, Vienna. Diplomatic Academy of Vienna, 2002

#### **Topic 4: The concept of public diplomacy**

The lecture is devoted to the main aspects of public diplomacy of the Russian Federation, its functions, goals and priorities. An overview of the governmental bodies responsible for conducting public diplomacy in Russia is given. The lecture provides an analysis of the future prospects for the development of public diplomacy in Russia.

Required readings:

Constantinou, C.M., Kerr, P., Sharp, P., et al. (2016). The SAGE Handbook of Diplomacy. London: Sage Publications Ltd., Chapters 35,41,42,44,51,51  
[https://professorbellreadings.files.wordpress.com/2017/10/costas\\_m-\\_constantinou\\_pauline\\_kerr\\_paul\\_sharpb-ok-org.pdf](https://professorbellreadings.files.wordpress.com/2017/10/costas_m-_constantinou_pauline_kerr_paul_sharpb-ok-org.pdf)

Snow, Nancy. Public Diplomacy. Oxford Research Encyclopedia, International Studies. 2020. P. 1-31. URL: [https://www.researchgate.net/publication/343413437\\_Public\\_Diplomacy](https://www.researchgate.net/publication/343413437_Public_Diplomacy).

Henrikson, Alan K. What Can Public Diplomacy Achieve? Discussion Papers in Diplomacy. 2006. P. 1-40. URL: <https://www.diplomatie.gouv.fr/IMG/pdf/publicdiplo.pdf>

Lebedeva Marina, M. Public Diplomacy: The Disappearance or New Horizons? In Public Diplomacy: Theory and Practice. Moscow: Aspect Press. 2017. P. 8-21. URL: <https://mgimo.ru/upload/iblock/c2e/%D0%9C%D0%B0%D0%BA%D0%B5%D1%82%20%D0%9F%D1%83%D0%B1%D0%BB%D0%B8%D1%87%D0%BD%D0%B0%D1%8F%20%D0%B4%D0%B8%D0%BF%D0%BB%D0%BE%D0%BC%D0%B0%D1%82%D0%B8%D1%8F.pdf>. (In Russ.)

Podberezkin Alexandr, I. Interaction of Russian official and public diplomacy in countering threats. In Public Diplomacy: Theory and Practice. Moscow: Aspect Press. 2017. P. 8-21. URL: <https://mgimo.ru/upload/iblock/c2e/%D0%9C%D0%B0%D0%BA%D0%B5%D1%82%20%D0%9F%D1%83%D0%B1%D0%BB%D0%B8%D1%87%D0%BD%D0%B0%D1%8F%20%D0%B4%D0%B8%D0%BF%D0%BB%D0%BE%D0%BC%D0%B0%D1%82%D0%B8%D1%8F.pdf>. (In Russ.)

Recommended readings:

Flew, Terry & Hartig, Falk (2014) Confucius Institutes and the network communication approach to public diplomacy. IAFOR Journal of Asian Studies, 1(1), pp. 27-44. <https://eprints.qut.edu.au/74877/>

Hayden, C. (2012). *The Rhetoric of Soft Power: Public Diplomacy in Global Contexts*. Lanham, MD: Lexington Books.

Leonard, Marc. *Public Diplomacy*, Foreign Policy Centre, June 17, 2002 <https://fpc.org.uk/wp-content/uploads/2006/09/35.pdf>

Osipova Lena, *Seeing Beyond the Bear. Selective Processing and Russian Public Diplomacy in the West*. 2013

Sharp, Paul, "Revolutionary States, Outlaw Regimes and the Techniques of Public Diplomacy", in Jan Melissen (ed.), *The New Public Diplomacy: Soft Power in International Relations*, Basingstoke, Palgrave Macmillan. 2005

Sucharipa, Ernst, "21st Century Diplomacy", *The Future of Diplomacy Discussion Papers*, Vienna. Diplomatic Academy of Vienna, 2002

Yelena Osipova, "New Russian Public Diplomacy: Conceptualization, Practice and Limitations," abstract, International Studies Association, Presented at the 2012 ISA Annual Convention, San Diego, California, USA (April 1-4, 2012). <http://files.isanet.org/ConferenceArchive/d8f26c6d8298478ea6920dfaf0f3aed2.pdf>

Zaharna, Rhonda S., "The Network Paradigm of Strategic Public Diplomacy", *Foreign Policy In Focus*, Policy Brief, 10(1), April 2005

### **Topic 5: International negotiations on arms control and disarmament**

Defining the conception of the UN work in the field of disarmament and nonproliferation all over the world: activities of lower organizations, creation of various multilateral initiatives. Review of the role of nuclear states in the political view of the world, as well as their positions on disarmament and nonproliferation. Paying attention to bilateral and multilateral arrangements relating to reduction of arms; profile of Soviet/Russian-American negotiations on arms control. Discussing problems, threats and risks of chemical and biological weapons, which may fall into the hands of terrorists.

Required readings:

Lodgaard, Sverre. *Arms Control and World Order*, *Journal for Peace and Nuclear Disarmament*. 2019. 2:1, 1-18. URL: <https://www.tandfonline.com/doi/pdf/10.1080/25751654.2019.1631243?needAccess=true>.

Kroenig, Matthew. *Think Again: American Nuclear Disarmament*. *Foreign Policy*. 2019. URL: <https://foreignpolicy.com/2013/09/03/think-again-american-nuclear-disarmament/>.

Dall'Arche, Federica. *The Case for Gender Balance in Arms Control, Non-Proliferation and Disarmament Negotiations*. *Non-Proliferation and Disarmament Papers*. 2020. No. 71. URL: [https://www.nonproliferation.eu/wp-content/uploads/2020/10/EUNPDC\\_no-71\\_v2.pdf](https://www.nonproliferation.eu/wp-content/uploads/2020/10/EUNPDC_no-71_v2.pdf).

Arbatov, Alexei. G. *Military and political aspects of US-Russia relations*. *International processes*. 2009. Vol. 7, No. 1 (19). P. 290-304. URL: <https://www.elibrary.ru/item.asp?id=16995798>. (In Russ.)

Batyuk, Vladimir I. *The Death of Arms Control*. *Actual Problems of Europe*. 2018. №1. P. 17-37. URL: <https://cyberleninka.ru/article/n/smert-kontrolya-nad-vooruzheniyami>. (In Russ.)

Recommended readings:

Croft S. *The evolution of arms control / Strategies of Arms Control: A History and Typology* // Manchester University Press. 1996. P. 20-67. URL: [https://books.google.ru/books?id=Hnq7AAAAIAAJ&pg=PA20&hl=ru&source=gbs\\_toc\\_r&cad=2#v=onepage&q&f=false](https://books.google.ru/books?id=Hnq7AAAAIAAJ&pg=PA20&hl=ru&source=gbs_toc_r&cad=2#v=onepage&q&f=false).

Croft S. Arms control at the conclusion of major conflicts / Strategies of Arms Control: A History and Typology // Manchester University Press. 1996. P. 20-67. URL: [https://books.google.ru/books?id=Hnq7AAAAIAAJ&pg=PA67&hl=ru&source=gbs\\_toc\\_r&cad=2#v=onepage&q&f=false](https://books.google.ru/books?id=Hnq7AAAAIAAJ&pg=PA67&hl=ru&source=gbs_toc_r&cad=2#v=onepage&q&f=false)

Brooks, D. B., & Trottier, J. (2014). De-nationalization and de-securitization of transboundary water resources: the Israeli–Palestinian case. *International Journal of Water Resources Development*, 30(2), 211-223. <https://www.tandfonline.com/doi/abs/10.1080/07900627.2013.849941>

Cleveland, W. L., & Bunton, M. (2016). *A history of the modern Middle East*. Westview Press. <https://www.taylorfrancis.com/books/mono/10.4324/9780429495502/history-modern-middle-east-william-cleveland-martin-bunton>

Coskun, B. B. (2016). Cooperation over water resources as a tool for desecuritisation: the Israeli–Palestinian environmental NGOs as desecuritising actor. *European Journal of Economic and Political Studies*, 2(2), 97-115. <http://gershonbaskin.org/i/CooperationoverWaterResources.pdf>

Miller, B. (2016). Israel–Palestine: One State or Two: Why a Two-State Solution is Desirable, Necessary, and Feasible. *Ethnopolitics*, 15(4), 438-452. <https://www.tandfonline.com/doi/abs/10.1080/17449057.2016.1210351>

## **Topic 6: International negotiations on space problematics, Arctic Regions and environmental matters**

Main themes of the lecture are: issues of replotting Arctic territories among states, international environmental problems, as well as weaponization of outer space issue. Paying attention to negotiation process on space and environment from 2000. Exploring the topic of arms race in outer space and its prevention. Highlight of the UN role and its initiative of creating peaceful space. Additional consideration of international interest in Arctic Regions. Arctic Council and its functions. Paying attention to international environmental problems, its methods of solution, as well as platforms for discussions on these topics (international ecological forums and member countries) in the course of the lecture.

### **Required readings:**

Al-Rodhan, Nayef. *Meta-Geopolitics of Outer Space, National Power and Global Politics*. Italian Institute for International Studies. 2019. URL: <https://www.ispionline.it/en/pubblicazione/meta-geopolitics-outer-space-national-power-and-global-politics-23303>.

Bäckstrand, Karin, Kuyper, Jonathan, Linnér, Björn-Ola, Lövbrand, Eva. Non-state actors in global climate governance: from Copenhagen to Paris and beyond, *Environmental Politics*. 2017. 26:4, 561-579. URL: <https://www.tandfonline.com/doi/pdf/10.1080/09644016.2017.1327485?needAccess=true>.

Asian Players in the Arctic: Interests, Opportunities, Prospects: Report No. 26/2016 / [A.N. Fedorovsky et al.]; [I.S. Ivanov (Editor-in-Chief)]; Russian International Affairs Council (RIAC). – Moscow: NPMP RIAC, 2016. – 56 p. URL: <https://russiancouncil.ru/en/activity/publications/aziatskie-igroki-v-arktike-interesy-vozmozhnosti-perspektivy/>.

Otto D. Understanding climate change negotiations: An International Relations perspective / The heat is up – Cross-disciplinary perspectives on climate change // Universidade Aberta. 2016. P. 1-9. URL: [https://www.researchgate.net/publication/293755652\\_Understanding\\_climate\\_change\\_negotiations\\_An\\_International\\_Relations\\_perspective](https://www.researchgate.net/publication/293755652_Understanding_climate_change_negotiations_An_International_Relations_perspective).

### **Recommended readings:**

Rusakova J.A. Theoretical Aspects of Analysis of International Environmental Security. *MGIMO Review of International Relations*. 2015;(5(44)):162-167. (In Russ.)



Aleksandrov Oleg, B. Who will provide security for the Arctic? Vestnik MGIMO. 2013. №2(29). P.18-23. URL: <https://www.vestnik.mgimo.ru/jour/article/download/1416/1125>. (In Russ.)

Ali, S. H., Hamid, Z. A.; Susskind, L. (2015). Environmental diplomacy : negotiating more effective global agreements. (2nd ed.). Oxford: OUP.

Dorsey, Kurk, Environmental Diplomacy. [Online] Available: <http://www.americanforeignrelations.com/E-N/Environmental-Diplomacy.html> (December 15, 2017)

### **Topic 7: Main features of negotiation mechanisms with the participation of NGOs. Main features of negotiations with terrorist groups**

Main theme of the lecture is international terrorism threat and methods of its removal through diplomatic negotiations. Considering various principles of negotiating with terrorist organizations, as well as methods of obtaining agreement with them. Paying attention to the UN role in struggle against international terrorist problem. Focusing on basic principles and characteristics of negotiations with nongovernmental organizations and their types of activities.

Required readings:

Non-State Actors and Challenges to Sovereignty in Introduction to International Relations by J. Grieco, J. G. Ikenberry, M. Mastanduno. Palgrave. 2015. P. 296-316. URL: [https://docs.yandex.ru/docs/view?url=ya-disk-public%3A%2F%2FSRR6ViF6v0huopM9ZaAIndE2Vs7ZbOPQHfQzOiz5pBvHXqtC71v6mULIIVzuGxZ7q%2FJ6bpmRyOJonT3VoXnDag%3D%3D&name=Introduction%20To%20International%20Relations%20-%20Enduring%20Questions%20and%20Contemporary%20Perspectives%20\(1\).pdf&nosw=1](https://docs.yandex.ru/docs/view?url=ya-disk-public%3A%2F%2FSRR6ViF6v0huopM9ZaAIndE2Vs7ZbOPQHfQzOiz5pBvHXqtC71v6mULIIVzuGxZ7q%2FJ6bpmRyOJonT3VoXnDag%3D%3D&name=Introduction%20To%20International%20Relations%20-%20Enduring%20Questions%20and%20Contemporary%20Perspectives%20(1).pdf&nosw=1).

Faure, Guy O. Negotiating with Political, Ideological, and Criminal Terrorists. Clingendael & The Sorbonne University. 2011. P. 1-28. URL: <https://dialnet.unirioja.es/descarga/articulo/5733963.pdf>.

Bapat, Navin A. State Bargaining with Transnational Terrorist Groups. International Studies Quarterly. 2006. 50(1). P. 213–229. URL: <http://www.jstor.org/stable/3693558>.

Recommended readings:

Lebedeva Marina, M. Actors of Contemporary World Politics: Trends of Development. MGIMO Review of International Relations. 2013;(1(28)):38-42. URL: [https://www.vestnik.mgimo.ru/jour/article/view/1507?locale=ru\\_RU](https://www.vestnik.mgimo.ru/jour/article/view/1507?locale=ru_RU). (In Russ.)

Tsygankov, Pavel. Non-governmental Actors in World Politics. Observer. 2013. 9. P. 5-17. URL: [https://i-sng.ru/observer/observer/N9\\_2013/005\\_017.pdf](https://i-sng.ru/observer/observer/N9_2013/005_017.pdf). (In Russ.)

Zartman, William. What do you do if they won't negotiate? Négociations. 2018. No. 29. P. 9-20. URL: <https://www.cairn.info/revue-negociations-2018-1-page-9.htm>

Branco, Carlos. Non-Governmental Organizations in the mediation of violent intra-state conflict: the confrontation between theory and practice in the Mozambican peace process. JANUS.NET e-journal of International Relations, Vol. 2, N° 2, 2011. URL: <https://dialnet.unirioja.es/descarga/articulo/4046358/2.pdf>.

### **Topic 8: Mechanisms of negotiations in economic and energy diplomacy**

Description of the international negotiations on economical problematics: focusing on mechanisms of international economy talks in 2000s. Explaining the role of economic diplomacy in the world, as well as

functions, principles and characteristics of this field. Giving notice to different levels of negotiations on economical problematics. Also paying attention to negotiation process on energy problematics in the 21st century, its characteristics, and main techniques and mechanisms of energy talks.

Required readings:

Bovan, Ana. Negotiating Energy Diplomacy and its Relationship with Foreign Policy and National Security. *International Journal of Energy Economics and Policy*. 2020. 10(2):1-6. URL: [https://www.researchgate.net/publication/338720574\\_Negotiating\\_Energy\\_Diplomacy\\_and\\_its\\_Relationship\\_with\\_Foreign\\_Policy\\_and\\_National\\_Security](https://www.researchgate.net/publication/338720574_Negotiating_Energy_Diplomacy_and_its_Relationship_with_Foreign_Policy_and_National_Security).

Power, Politics, and the World Economy in *Introduction to International Relations* by J. Grieco, J. G. Ikenberry, M. Mastanduno. Palgrave. 2015. P. 286-296. URL: [https://docs.yandex.ru/docs/view?url=ya-disk-public%3A%2F%2FSRR6ViF6v0huopM9ZaAIndE2Vs7ZbOPQHfQzOiz5pBvHXqtC71v6mULIIVzuGxZ7q%2FJ6bpmRyOJonT3VoXnDag%3D%3D&name=Introduction%20To%20International%20Relations%20-%20Enduring%20Questions%20and%20Contemporary%20Perspectives%20\(1\).pdf&nosw=1](https://docs.yandex.ru/docs/view?url=ya-disk-public%3A%2F%2FSRR6ViF6v0huopM9ZaAIndE2Vs7ZbOPQHfQzOiz5pBvHXqtC71v6mULIIVzuGxZ7q%2FJ6bpmRyOJonT3VoXnDag%3D%3D&name=Introduction%20To%20International%20Relations%20-%20Enduring%20Questions%20and%20Contemporary%20Perspectives%20(1).pdf&nosw=1).

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Recommended readings:

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Stulberg Adam N., *Natural Gas and the Ukraine Crisis, From Realpolitik To Network Diplomacy*, PONARS Eurasia Policy Memo No. 338, August 2014 Georgia Institute of Technology. <http://www.ponarseurasia.org/memo/natural-gas-and-ukraine-crisis-realpolitik-network-diplomacy>

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## 2.2 Recommended Primary Sources and Russian Publications

- President of Russia. All publications. <http://en.kremlin.ru/events/president/transcripts>
- The Ministry of Foreign Affairs of the Russian Federation. Documents, statements, speeches. [http://www.mid.ru/en/main\\_en](http://www.mid.ru/en/main_en)
- Ministry of Economic Development of the Russian Federation, Government Decisions <http://government.ru/en/docs/>
- The Ministry of Defense of the Russian Federation. Documents. <http://eng.mil.ru/en/index.htm>
- Russian International Affairs Council. Publications. <http://russiancouncil.ru/en/>
- Russia in Global Affairs journal. <http://eng.globalaffairs.ru/>

### **2.3 Recommended Websites**

- Russian International Affairs Council <https://russiancouncil.ru/en/>
- The Valdai Discussion Club <https://valdaiclub.com/>
- Russia in Global Affairs <http://eng.globalaffairs.ru/>
- Center for Global Interests <http://globalinterests.org/>
- Eurasia Daily Monitor <https://jamestown.org/programs/edm/>
- The Moscow Times <https://themoscowtimes.com/>
- PONARS Eurasia <http://www.ponarseurasia.org/>
- Russia beyond the Headlines <http://rbth.com/>
- Russia Matters <https://www.russiamatters.org/>