

COURSE SYLLABUS

1. Information about the study program

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| 1.1 University | Babeş-Bolyai University |
| 1.2 Faculty | Faculty of History and Philosophy |
| 1.3 Department | International Studies and Contemporary History |
| 1.4 Field of study | Security Studies |
| 1.5 Study cycle (BA/MA) | BA |
| 1.6 Study program/Qualification | Security Studies |

2. Information about the subject

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|-------------------|--|--------------|---|------------------------|---|-------------------|-----------|----|
| 2.1 Course title | Leadership & negotiation in international system | | | | | | | |
| 2.2 Course tutor | Lect. univ. dr. Camelia Nistor | | | | | | | |
| 2.3 Seminar tutor | Lect. univ. dr. Camelia Nistor | | | | | | | |
| 2.4 Year of study | III | 2.5 Semester | 5 | 2.6 Type of assessment | E | 2.7 Course status | Contents | |
| | | | | | | | Mandatory | DS |

3. Total estimated time (teaching hours per semester)

| | | | | | |
|---|----|----------------------|----|------------------------|-------|
| 3.1 Number of hours per week | 4 | of which: 3.2 course | 2 | 3.3 seminar/laboratory | 2 |
| 3.4 Total number of hours in the curriculum | 56 | of which: 3.5 course | 28 | 3.6 seminar/laboratory | 28 |
| Time distribution | | | | | Hours |
| Study based on textbook/course manual/recommended reading/personal notes | | | | | 20 |
| Additional research in the library, by accessing scientific databases, or during field work | | | | | 21 |
| Preparation for seminars/laboratory classes, essays, portfolios and reports | | | | | 20 |
| Tutoring | | | | | 4 |
| Assessment (examinations) | | | | | 4 |
| Other activities | | | | | |
| 3.7 Total hours for individual study | | 69 | | | |
| 3.8 Total hours per semester | | 125 | | | |
| 3.9 Number of credits | | 5 | | | |

4. Prerequisites (if necessary)

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|----------------|--------------|
| 4.1 Curriculum | Not the case |
| 4.2 Skills | Not the case |

5. Conditions (if necessary)

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|---|-----|
| 5.1. For delivering lectures | • - |
| 5.2. For teaching seminars/laboratory classes | • |

6. Acquired specific competences

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|--------------------------|--|
| Professional competences | <ul style="list-style-type: none"> - Use of analysis and decision methodologies in the field of security; - Use of methodological knowledge in the formulation of solutions for predefined problems in the field of sectoral security. |
| Transversal competences | <ul style="list-style-type: none"> • Management of information specific to solving complex tasks in context (receiving, transmitting, processing, storing information in profile documents), including by using at an advanced level a language of international circulation and at an intermediate or advanced level a second foreign language • Objective self-assessment of the need for professional training in order to insert and adapt to the requirements of the labour market. |

7. Course objectives (derived from the specific competences acquired)

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| 7.1 General objective of course | <ul style="list-style-type: none"> • Accommodation with the theory, history and practice of European negotiation |
| 7.2 Specific objectives | <ul style="list-style-type: none"> • Discourse analysis • Instruments and methodologies of communication |

8. Contents

| 8.1 Lectures | Teaching methods | Remarks |
|---|---------------------|---------|
| Diplomacy and negotiation in international relations | Presentation/debate | |
| Principles of negotiation | Presentation/debate | |
| Negotiation strategies | Presentation/debate | |
| Negotiation styles | Presentation/debate | |
| Negotiation styles | Presentation/debate | |
| Negotiation strategies (II) | Presentation/debate | |
| The social psychology of negotiation | Presentation/debate | |
| The social psychology of negotiation | Presentation/debate | |
| Power and negotiation | Presentation/debate | |
| Simulation of negotiation | Presentation/debate | |
| Negotiation technics | Presentation/debate | |
| Mediation in IR | Presentation/debate | |
| Mediation in IR | Presentation/debate | |
| Bibliography | | |
| <ul style="list-style-type: none"> ➤ ➤ • 1. Zoltan Bogathy, Negocierea în organizații, Bucuresti, 1999 ➤ • 2. Ioan Deac, Introducere în teoria negocierilor, Bucuresti, 2002 ➤ • 3. Francois Delivre, Le pouvoir de negocier, Paris, 2003 (3eme edition) ➤ • 4. John – M. Hiltrop, Sheila Udall, Arta negocierii, Bucuresti, 1998 ➤ • 5. John Mattok, Jons Ehrengorg, Cum să devii un bun negociator, Bucuresti, 2001 ➤ • 6. Gh. M. Pistol, Negocieri si uzanțe de protocol, Bucuresti, 1999 ➤ • 7. Raymond Soner, L’art de la negotiation, Paris, 2003 ➤ • 8. Christian Thurderoz, Negocierile, Bucuresti, 2002 | | |
| 8.2 Seminars | Teaching methods | Remarks |
| Introductory seminar | debate/analysis | |
| Communication and cooperation | debate/analysis | |

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|--------------------------------------|-----------------|--|
| Communication and cooperation | debate/analysis | |
| Contextualisation | debate/analysis | |
| Solution | debate/analysis | |
| Predictibil and constructiv | debate/analysis | |
| Management | debate/analysis | |
| Team management | debate/analysis | |
| Stages for preparing the negotiation | debate/analysis | |
| Types of negotiations | debate/analysis | |
| Power in negotiation | debate/analysis | |
| Simulation | debate/analysis | |
| Simulation | debate/analysis | |
| Simulation | debate/analysis | |
| Recap | Debate/analysis | |

Bibliography

- 1. Zoltan Bogathy, Negocierea în organizații, Bucuresti, 1999
- 2. Ioan Deac, Introducere în teoria negocierilor, Bucuresti, 2002
- 3. Francois Delivre, Le pouvoir de negocier, Paris, 2003 (3eme edition)
- 4. John – M. Hiltrop, Sheila Udall, Arta negocierii, Bucuresti, 1998
- 5. John Mattok, Jons Ehrengorg, Cum să devii un bun negociator, Bucuresti, 2001
- 6. Gh. M. Pistol, Negocieri si uzanțe de protocol, Bucuresti, 1999
- 7. Raymond Soner, L’art de la negociation, Paris, 2003
- 8. Christian Thurderoz, Negocierile, Bucuresti, 2002.

9. Validating course contents based on the expectations of epistemic communities, professional associations and of potential employers related to the field of study.

- The discipline was developed in accordance with the works in the field, published in the country and abroad;
- Some of the topics in the course include relevant issues that are the subject of concern of relevant institutions or international scientific conferences, including debates in international journals.

10. Assessment (examination)

| Type of activity | 10.1 Assessment criteria | 10.2 Assessment methods | 10.3 Weight in the final grade |
|--|--|-------------------------|--------------------------------|
| 10.4 Lecture | <ul style="list-style-type: none"> • Test | Exam | 50% |
| 10.5 Seminar | <ul style="list-style-type: none"> • Active interventions | debates | 50% |
| 10.6 Basic performance standard | | | |
| <p>the answers should not contain serious errors</p> <p>- minimum activity during the semester (participation in activities within the seminars) + 70% attendance at seminars,</p> <ul style="list-style-type: none"> • - description of the problem, without capturing its significance. | | | |

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|--------------------------------|--------------------------------------|---------------------------|
| Date | Course tutor's signature | Seminar tutor's signature |
| Date of department endorsement | Head of department's signature | |
| Date of Dean's endorsement | Signature of the vice-Dean in charge | Faculty stamp |