

International Economics and Administration Faculty
Department: International Economics and Politics
Professional Area: Political Sciences
Major: International Negotiations
Educational-and-qualification Degree: Master

COURSE DESCRIPTION

1. Course unit title: Theory and Practice of International Negotiations
2. Course unit code: POL 1062
3. Type of course unit: compulsory
4. Level of course: Master
5. Year of study: first
6. Semester: second
7. Number of ECTS credits allocated: 4.5
8. Name of lecturer: Senior Lecturer Assoc. Prof. Ralitsa Zhekova, PhD
9. Learning outcomes of the course unit: The objective of the course is to familiarize students with the history of negotiations, with the roles and failures of approaches to peaceful regulation of disputes during the Cold War; with the current status of judicial and extrajudicial procedures, the place and importance of non-governmental organizations as well as with world famous and influential personalities in conducting negotiations, etc.
10. Mode of delivery: face-to-face
11. Prerequisites and co-requisites: Students are supposed to have general knowledge of international relations and the issues of war and peace, the legal regulations of the relations among states as key actors in the system of international relations; to be familiar with some notions of diplomacy as an instrument for information exchange and communication of views in international negotiations, with some aspects of the psychology of international relations.
12. Course contents: The course presents the history and current status and development in the peaceful means of resolution of conflicts, the main theoretical and practical approaches to compromising and balancing interests and abstaining from the use of force in international relations. Special attention is paid to the procedures laid down in the UN Charter and their implementation and importance for the efforts to keep international peace and security. A number of practical approaches are described as well as some methods famous for their proven efficiency and referred to in scientific literature by the names of their inventors.
13. Recommended or required reading:
 - . Стефанов, Г., Теория на международните отношения, С., 1993
 - . Шишков, А., Общото международно право и глобалните проблеми на съвременността, ВСУ, 1995
 - . Фишър, Р., У., Юри, Изкуството на преговорите, изд. В. Люцканова, С., 1992
 - . Василева, Е., Социално-психологически фактори при водене на преговори, Международни отношения, 2003
14. Planned learning activities and teaching methods: The course is taught through lecture presentation on the key issues of the subject matter and organization of thematic discussions.
15. Assessment methods and criteria: Final examination
16. Language of instruction: Bulgarian.
17. Work placement: none

