



UNIVERSITY of
RWANDA

COLLEGE OF BUSINESS AND ECONOMICS

COURSE TITLE: INTERNATIONAL TRADE NEGOTIATIONS AND
DIPLOMACY

COURSE DESCRIPTION FORM

October, 2023

1. **Course Title:** International Trade Negotiations and Diplomacy
2. **Credits:** 10
3. **First year of presentation:** 2024 **Administering -CBE**
4. **Core course (Yes or No):** Yes
5. **Elective course (Yes or No):** No
6. **Pre-requisite course(s):** Foundational courses
7. **Co-requisite course(s):**
8. **Prohibited combinations:**

(See definitions in the General Academic Regulations)

9. Allocation of study and teaching hours (See Notes of Guidance)

Total participants Hours:	Participants Hours
Lectures	30
Seminars/Workshops	20
Structured Exercises	10
Set Reading etc.	10
Self-directed study	15
Assignments-Preparation& writing	5
Summative Assessment	10
Total	100

10. Brief description of aims and content:

This course is designed to provide knowledge of negotiation procedures and strategies needed to effectively negotiate improvement in the access to foreign markets while maintaining an ability to pursue policies considered to be of relevance to development and poverty reduction strategies. The object of the course International Negotiations and Cooperation for Trade is to familiarize the participants with both bilateral and multilateral trade negotiations.

11. Graduate Attributes & Learning Outcomes

Knowledge and Understanding

Having successfully completed this course, participants should be able to demonstrate knowledge and understanding of:

1. The role of diplomatic strategies in shaping international trade agreements.
2. The impact of globalization on trade policies and economic development.

Cognitive/Intellectual skills/Application of Knowledge

Having successfully completed this course, participants should be able to:

3. Evaluate the implications of various trade policies on different countries and industries.

4. Critically analyze the dynamics of power and influence in global trade negotiations.
5. Apply strategic thinking to formulate negotiation approaches for diverse trade scenarios.

Communication/ICT/Numeracy/Analytic Techniques/Practical Skills/Information
Literacy

Having successfully completed this course, participants should be able to:

6. Effectively communicate and negotiate in simulated trade scenarios.
7. Collaborate in team-based negotiation exercises and discussions.
8. Develop strategies for effective communication in cross-cultural trade negotiations.

General Transferable Skills

- Personal, Intellectual, and Professional Autonomy

Having successfully completed the course, participants should be able to:

9. Enhance problem-solving abilities within the context of international trade dynamics.
10. Develop adaptability and flexibility in dealing with diverse trade environments.
11. Cultivate leadership skills necessary for successful negotiation and diplomacy.

12. Indicative Content

Trade in the modern World Economy

- Theoretical concepts of international political economy in relation to the evolution of the post-World War II International economy
- Institutional architecture (IMF, World Bank, WTO)
- Domestic actors and interests that shape national political economy.
- Interactions between nation states and the institutions governing the global economy.

Trade agreements and instruments of trade policy

- Multilateral trade agreements that form the basis for governance of modern international trade
- Principles that govern the system
- Functioning of the system
- Instruments of trade policy
- Practical applications to trade negotiations in the WTO contexts.
- Impacts of trade negotiation on national economic development
- Negotiation of trade agreement:
 - The art of negotiating - techniques and tactics,
 - • Negotiations in international relations,

- • Actors in trade diplomacy
- • Methods and processes in trade diplomacy,
- • Negotiation skills, including interpersonal, communication and emotional adeptness,
- • Bilateral negotiations - a simulation.
- • General background on WTO and simulation of a DDA negotiation.
- • General background on EPA, participants to construct a simulation exercise and subsequently to carry it out.
- Negotiation simulation exercises

13. Learning and Teaching Strategy

- Lectures
- Case studies and simulations to practically apply negotiation strategies.
- Group discussions and workshops for interactive learning.
- Guest lectures by experts in international trade and diplomacy.
- Multimedia resources and online forums for supplemental learning.

14. Assessment Pattern

Component	Weighting (%)	Graduate Attributes & Learning outcomes to be covered
In-course assessment:	60	1-5
Final assessment:	40	1-11

15. Strategy for feedback and participant support during course

- Timely and constructive feedback from the course tutor;
- Peer-to-peer learning and support

16. Indicative Resources

Background Texts (include number in library or URL) (inc ISBN)

Core text: (more recent)

- Joachim Becker & Wolfgang Blass (2017). Strategic Arena Switching in International Trade Negotiations 1st Edition, Routledge, ISBN-10 : 0815397216
- Odell, J. S. (Ed.). (2006). *Negotiating trade: Developing countries in the WTO and NAFTA*. Cambridge University Press.
- Mareike Meyn (2008) Economic Partnership Agreements: A 'Historic Step' Towards a 'Partnership of Equals'? *Development Policy Review*, 26 (5): 515-528

- Elgström, Ole and Jess Pilegaard (2008) Coherence: Negotiating Economic Partnership Agreements”, Journal of European Integration, 30(3).
- Gosselin, Thomas (2007) *Practical Negotiating. Tools, tactics and techniques*. John Wiley And Sons Ltd, New York. ISBN; 0470134852
- Starkey, Brigid, Mark A. Boyer and Jonathan Wilkenfeld, (2005) *Negotiating a complex world*, Rowman and Littlefield Ltd. Lanham, MD
- Fisher, Roger, William Ury, and Bruce Patton (2003) *Getting to Yes: Negotiating agreement without giving in*. Arrow Books Ltd, London.

Background text

- Krugman, P. R., & Obstfeld, M. (2006). International trade policy. *International economics: Theory and policy*, 187-277.
- Hart, J. A., & Spero, J. E. (2013). *The politics of international economic relations*. Routledge.
- Van Bergeijk, P. A. (2014). *Economic diplomacy and the geography of international trade*. Edward Elgar Publishing.
- Gallagher, Kevin P. (2008) “Understanding developing country resistance to the Doha Round”. *Review of International Political Economy*, 15(1): 62-85.

Online Resources:

- World Trade Organization (WTO) – www.wto.org
- United Nations Conference on Trade and Development (UNCTAD) - unctad.org

Journals:

- Journal of International Economics
- International Trade Journal
- Review of International Political Economy

Web sites

- World Trade Organization (WTO) – www.wto.org
- United Nations Conference on Trade and Development (UNCTAD) - unctad.org