

UNIVERSITY OF RWANDA
COLLEGE OF BUSINESS AND ECONOMICS

COURSE DESCRIPTION FORM

1. Course Title: **Introduction to Trade Negotiations and Cooperation**
2. Level:
3. Credits: 10
4. Year of Presentation:
5. Pre-requisite or co-requisite courses: N/A

1. 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

6. Description:

The Course provides a comprehensive overview of the fundamental principles, processes, and stakeholders involved in international trade negotiations. In an increasingly interconnected world, understanding the dynamics of trade and cooperation is crucial for professionals, policymakers, and students interested in global commerce.

7. Learning Outcomes

Knowledge and Understanding

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

1. The fundamental concepts and principles of trade negotiations, including trade agreements, tariffs, and non-tariff barriers.
2. Global trade organizations, regional trade blocs, and bilateral trade agreements, and their roles in international trade.
3. The roles and responsibilities of various stakeholders in trade negotiations, such as governments, international organizations, the private sector, civil society, and academia.
4. The phases of the trade negotiation process, from preparation to the finalization of agreements, and demonstrate an understanding of practical negotiation skills.

Cognitive/Intellectual skills/Application of Knowledge

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

1. Evaluate the impact of trade negotiations on the economic development of countries, particularly in the context of developing nations.
2. Analyze and discuss contemporary challenges in international trade, including digital trade, environmental concerns, labor rights, and intellectual property issues.
3. Anticipate the Future of Trade Negotiations: Predict and discuss the future dynamics of international trade, considering emerging players and evolving global trends.
4. Apply theoretical knowledge by analyzing real-world case studies of successful and challenging trade negotiations.
5. Navigate Ethical Dilemmas: Develop an ethical perspective on trade negotiations and demonstrate an ability to identify and address ethical dilemmas in the field

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

Literacy

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

6. Develop strategies for effective communication in cross-cultural trade negotiations.
7. Explain the differences between principled negotiation, distributive negotiation, integrative negotiation and mixed motive negotiation
8. Describe the steps that should be taken to plan for a negotiation
9. Explain the ways that power can be used in a negotiation, and how power can be gained from different sources
10. Identify different behaviors which can pose challenges to a negotiation and may cause impasses

11. Engage in scholarly presentations, analyses and discussions regarding trade negotiations and articulate their positions, negotiate persuasively, and influence outcomes in trade negotiations

General Transferable Skills

- *Personal, Intellectual, and Professional Autonomy*

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

12. Apply the concepts of negotiation to two real-world scenarios
 - Engage in Role-Play Simulations: Participate in role-play simulations to gain practical experience in negotiation and alliance-building.

8. Indicative Content

The course is organized in 9 comprehensive sessions:

Component 1: Understanding Trade Negotiations, Definition and Significance of Trade Negotiations, Historical Evolution of Trade Agreements, Multilateral vs. Bilateral Negotiations

Component 2: International Trade Landscape, World Trade Organization (WTO) and Its Functions, Regional Trade Agreements (e.g., EU, NAFTA, ASEAN), Bilateral Trade Agreements and Their Implications,

Component 3: Stakeholders in Trade Negotiations, Government's Role and Trade Ministries, Role of International Organizations (e.g., UNCTAD), Private Sector and Business Interests, Civil Society and Its Influence, Academic and Research Institutions

Component 4: Trade Negotiation Process, Preparation: Setting Objectives and Agenda, Negotiation Rounds and Their Mechanics, Building Alliances and Coalitions, Trade-Offs and Compromises, Reaching Agreements and the Role of Mediation,

Component 5: Trade Cooperation for Development, Trade for Development: Theory and Practice, Aid for Trade and Capacity Building, Trade-Related Technical Assistance, Case Studies on Trade's Impact on Development

Component 6: Contemporary Trade Challenges, Digital Trade and E-commerce, Trade and Environmental Sustainability, Labor Rights and Fair Trade Practices, Intellectual Property in Trade, Trade Challenges in Times of Crisis (e.g., Pandemics,

Component 7: The Future of Trade Negotiations, Evolving Dynamics of Global Trade, Emerging Players in International Trade, Prospects for Multilateral Trade Agreements, Challenges and Opportunities in the 21st Century

Course 8: Case Studies and Simulations, Analyzing Real-World Trade Negotiations, Role-Play and Simulation Exercises, Learning from Successful and Challenging Negotiations, Practical Application of Negotiation Skills,

Component 9: Ethical Considerations in Trade Negotiations

Ethical Dilemmas in International Trade, Transparency and Accountability, Codes of Conduct and Fair Trade Practices

9. Assessment

The assessment will be done through assignments, interaction in case studies and participation in simulations.

10. Indicative Resources:

- **International Trade: Theory and Policy** by Paul Krugman and Maurice Obstfeld (2018): This classic text provides a solid theoretical foundation for international trade and trade negotiations.
- **Negotiating Trade: Developing Countries in the WTO and NAFTA** by John S. Odell (2000): A valuable resource for understanding practical aspects of trade negotiations, particularly from the perspective of developing countries.
- **The Law and Policy of the World Trade Organization** by Peter Van den Bossche and Werner Zdouc (2017): This comprehensive book explores the legal aspects of international trade, including the rules and regulations that govern trade negotiations.
- **Trade Negotiations in the O.E.C.D."** by Max Cordon and John Whalley (1984): A unique perspective on trade negotiations within the Organization for Economic Co-operation and Development (OECD).
- **Trade Negotiations in Latin America: Problems and Prospects** by Barbara Stallings (1990): A valuable resource for understanding trade negotiations specific to Latin America, including their challenges and potential.

- **Trade Politics** by Lisa L. Martin (2021): This book explores the political dimensions of trade negotiations, including the roles of governments, interest groups, and political factors.
- **The Political Economy of Trade Policy: Papers in Honor of Jagdish Bhagwati** edited by Robert C. Feenstra (1995) : A collection of essays that address the political and economic aspects of trade policy, providing diverse perspectives on trade negotiations.
- **Globalization and Its Discontents Revisited: Anti-Globalization in the Era of Trump** by Joseph E. Stiglitz (2017) : This contemporary text examines the challenges and controversies in global trade, making it relevant to understanding current trade negotiations.
- **Ethics in International Affairs: Theories and Cases** by Joel H. Rosenthal (2008). This text provides a comprehensive exploration of ethical considerations in international relations, relevant to the ethical dimension of trade negotiations.
- **Negotiating Trade Agreements: How to Get the Best Deal** by Mari Pangestu and Bernard Hoekman (2019): A practical guide to the art of negotiation in trade agreements, providing insights and strategies for successful negotiations.