

Negotiation, Mediation, and Political Persuasion  
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For those who would be actors on the global stage, critics of or audience to the theater of diplomacy, this course will provide an introduction to the conceptual frameworks, the theories, and tools that shape political engagement across a spectrum of issues and multiple approaches. The ability to negotiate and to engage successfully rests upon a combination of analytic, intellectual and interpersonal skills, each of which will be examined as part of this course. Successful engagement, whether formal or informal, requires the ability to deal with complexity and ambiguity, institutional and personal resilience, the ability to lead without the need to dictate, and a willingness to think strategically and work tactically. The seminar will be based on a combination of academic literature, case studies and experiences of practitioners. There will be a written midterm and a written final, each based on the student's own research, as well as class requirements and participation, and formal and informal oral presentations. This course is also a foundation course for both undergraduate and graduate candidates for the Certificate in Diplomatic Studies from the Institute for the Study of Diplomacy.