PS188-20 THE POLITICS OF INTERNATIONAL ENVIRONMENTAL NEGOTIATION  
Class Room: Anderson 309, Tuesday/Thursday 1:30 – 2:45pm  
Office Hours: Tuesday 3:00pm to 4:00pm or by appointment  
Packard Hall Room 307, Political Science Department Nancy.Gleason@Tufts.Edu

COURSE REQUIREMENTS  
Class participation – 10%  
Quiz – 20%  
Mid-Term NEGOTIATION SIMULATION & Debrief – 20%  
Presentation – 20%  
Final Paper – 30%  
Note: Attendance at both simulations is required to be enrolled in this course.

REQUIRED TEXT  
1. Fischer, Ury and Patton, Getting to Yes: Negotiating Agreement Without Giving In  
2. Susskind, Environmental Diplomacy: Negotiating More Effective Global Agreements  
   1994.  

CLASS PARTICIPATION  
Relevant news stories will be discussed for the first 15 minutes of each class. Students are  
required to review relevant international negotiation news sources and share stories with  
the class. Class participation= providing insightful commentary and questions, consistent  
class attendance, and diligent note taking. Review such websites as: www.bbc.com and  
http://www.iisd.ca/

ACADEMIC INTEGRITY  
Academic Integrity must be maintained at all time. Cheating, Plagiarism, unauthorized  
collaboration and knowingly facilitating another’s dishonesty will not be tolerated. If you  
are suspected of academic dishonesty you will be reported to the Office of the Dean of  
Student Affairs in accordance with Tufts University’s Code of Conduct. For further  
information please see the Student Handbook section: Code of Conduct.
COURSE SCHEDULE & ASSIGNMENTS

Introduction to Major Concepts

1. Thursday January 19th, 2012 Course Introduction – Requirements, assignments and class participation

   a. Conca and Dabelko, *Green Planet Blues* – Chapter 1 (TRUNK)
   b. Sands and Peel, Chapter 3 “Environmental Protection in the 21st Century: Sustainable Development and International Law” in Axelrod et al (Text)
   c. Fischer and Ury, *Getting to Yes* Chapter 1 “Don’t Bargain over Positions”

   b. Mark Imber, “The Environment and the UN” pg.138-151 Chapter 8 in *The Environment and International Relations* (TRUNK)
   c. Owen Green, *Environment Regimes* (TRUNK)
   d. Soroos, Chapter 2, “Global Institutions and the Environment” pp.21-40 in *Global Environment* Axelrod et al. (Text)
   e. OPTIONAL: Adil Najam, “From Rio to Johannesburg” 2002. (TRUNK)

   **IN CLASS MOVIE BY FISCHER.**
   a. Fischer and Ury, *Getting to Yes*, Chapters 2, 3,4,5 pp.15-95 (Text)

5. Thursday February 2nd, 2012. PART I. Understanding How Negotiation Works
   a. Fisher and Ury, Chpt6 “what if they are more powerful?” pp.97-106
   b. Susskind, L. *Environmental Diplomacy*, Chapter 2 pp.11-37 (Text)

6. Tuesday February 7th, 2012. PART II. How Negotiation Works
   a. Henrik Selin, “Global Politics and Policy of Hazardous Chemicals” p.132 Chapter 7 in Axelrod (Text) [Guides students into discussion of precautionary principle and intergenerational equity]
   c. *Time will be given to discuss the final presentation and paper topics.*
   a. Agarwal and Sharma, *Green Politics* (TRUNK)
   b. Najam, “International Environmental Negotiations: Perspectives from the South” (TRUNK)
   c. Najam, Chapter 12 “The View from the South” pp.225-243 in Axelrod (Text)
   d. Susskind, Chapter 4 p.62-80 (Text)

**International Negotiations**

8. **Tuesday February 14th, 2012. PART I. Complicating Factors in International Negotiations: Power and Principle/Agent.**

9. **Thursday February 16th, 2012. PART II. Complicating Factor: Culture**
   b. We will discuss your paper and presentation topics and review research strategies

Monday February 20th, 2012 President day – Tufts Holiday

10. **Tuesday, February 21st, 2012.** Simulation Med/Lee Culture as Complicating Factor
    a. Read preparation materials – to be handed out in prior class

**Thursday Feb. 23rd, 2012. TUFTS FOLLOWS MONDAY SCHEDULE: NO CLASS**

    b. Susskind, Chapter 5 “The Advantages and Disadvantages of Issue Linkages” pp.82-97 (Text)
12. **Thursday March 1st, 2012. The Role of Non-State Actors in Negotiations.**
   a. Sands P. “The Role of Non-Governmental Organizations in Enforcing International Environmental Law,” Control over Compliance with International Law. (TRUNK)
   b. McCormick, Chapter 5 “The Role of Environmental NGOs” in *Global Environment* by Axelrod et al (Text)
   c. Assignments for the Class Negotiation Simulation Finalized and handed out.


14. **Thursday March 8th, 2012. CLASS NEGOTIATION SIMULARTION - ATTENDENCE IS MANDATORY**. Mid-Term Evaluation 20% of Final Grade. An Israeli water company has announced plans to drill new well on the West Bank which would pump 18 million cubic meters of water each year. The project is controversial because it threatens to deplete an existing well used by Arab communities in the area.

15. **Tuesday March 13th, 2012. SIMULATION DEBRIEF – ATTENDENCE MANDATORY.** Students should review notes from the simulation and come prepared to discuss lessons learned from the exercise.


**SPRING BREAK March 19th through the 25th, 2012. No classes held.**

**Case Studies in International Environmental Negotiations**


b. Adil Najam, Dynamics of the Southern Collective: Developing Countries in Desertification Negotiations (TRUNK)

19. Tuesday April 3rd, 2012. Forestry Negotiations Case Study
c. Davenport, Chapter 5 “Unconventional Behavior on Forests”

20. Thursday April 5th, 2012. Guest Lecture on Forestry PATRICK VERKOOIJEN
   a. Susskind, Chapter 6, p.99-121 (Text)
c. Streck and Scholz, *The Role of Forests in Global Climate Change, International Affairs* Vol 82, no.5 2006 pp. 861-879 (TRUNK)

21. Tuesday April 10th, 2012. Case Study: Climate Change Negotiations
b. Emily Boyd, Esteve Corbera and Manuel Estrada, UNFCCC negotiations (pre-Kyoto to COP-9): What the process says about the politics of CDM-sinks, 2008. (TRUNK)
c. Chapter 6 “Global Climate Change Policy” pp.103-124 in *Global Environment* by Axelrod et al (Text)

22. Thursday April 12th, 2012. GUEST LECTURE - Kartikeya Singh Climate Change Negotiations – What happed at COP17 in Durban?
23. Tuesday April 17th, 2012. **Climate Diplomacy Simulation**
Class will enact events that took place at the 2007 Bali Climate Negotiations

   b. Sands, P. Innovations in International Environmental Governance 1990 (**TRUNK**)  
   c. Axelrod Vig and Schreurs, Chapter 11, “The EU as an Environmental Governance System” pp.200-224 in *Global Environment* by Axelrod et al (**Text**)  

25. Tuesday April 24th, 2012. Student Presentations. 20 minutes each. 3 groups of 4 people

26. Thursday April 26th, 2012. Student Presentations. 20 minutes each, 2 groups of 4, 1 group of 2
MID-TERM SIMULATION INFORMATION
An Israeli water company has announced plans to drill new well on the West Bank which would pump 18 million cubic meters of water each year. According to plans, about 70% of the water would be consumed by residents of Jerusalem and Jewish settlements, whilst only about 30% would be allocated to Palestinian communities. The project is controversial because it threatens to deplete an existing well used by Arab communities in the area. The simulation is loosely based on an actual proposal to drill a deep water well near Bethlehem. Source: Program on Negotiation at Harvard Law School

Role specific:
Confidential instructions will be provided to each student (2 students per role) for the following roles two weeks in advance of the simulation. Students must read through their instructions carefully and consult the instructor if you have questions IN ADVANCE.
- The Civil Administration, Coordinator of Activities in the Territories
- Water Commission, Deputy Commissioner for the Gush Etzion Region
- Mekorot, Project Manager
- Mayor of Bethlehem
- Bethlehem Water Authority, Chairman of the Board Directors
- Landowners and Farmers Committee, Representative
- Mediator

KEYWORDS/THEMES TO CONSIDER:
Aspirations; BATNA; Caucusing; Coalitions; Creativity; Credibility; Cross cultural negotiations; Group process; Integrative bargaining; Interest analysis; Mediation; Middle east negotiations; Multi-party negotiations; Options, generation; Packaging; Power imbalance; Preparation; Relationships; Science-intensive policy disputes; Separating the people from the problem; Water negotiations.

Students will be assessed on the following criteria:
1. Participation in and overall contribution to the negotiations
2. Evidence of advanced preparation and research
3. Ability to listen to others and integrate multiple ideas
4. Participation in the debrief in the following class
5. General professional manner and communication skills
STUDENT PRESENTATIONS (20%) & FINAL PAPER (30%) ASSIGNMENTS DUE Thursday April 19th, 2012.
Each student will present (using PowerPoint) on an on-going international environmental negotiation from the perspective of one country of their choosing. Students can research from actual negotiation minutes of their topics at: http://www.iisd.ca/ Some suggested subject areas include:
1. Biodiversity & Wildlife
2. Chemicals Management
3. Persistent Organic Pollutants
4. Water, Oceans, Wetlands

Final paper should be 12-15 pages in length (not including charts, figures and bibliography and citations). Papers should include the following:
- Title page
- Page numbers and name in header
- Full Bibliography
- Clear Thesis Statement in the opening paragraph
- Section Dividers/Headers
- More than 10 resources

Your final paper and presentation should cover the following areas:
- Present the environmental issue being addressed/faced by your country. What is the current environmental status within your case study?
- Present the stance of your case study country relating to this environmental challenge. Is your case study country in favor of increased enforcement? Why or why not?
- Present the negotiation process/treaty at which you are looking
- What is the state of the negotiation process today? Has it been effective?
- What could be done to improve the negotiation and implementation process or what has made it a success?

Note on thesis statements. Thesis statements have the following functions:
- tells the reader how you will interpret the significance of the subject matter under discussion.
- is a road map for the paper; in other words, it tells the reader what to expect from the rest of the paper.
- directly answers the question asked of you. A thesis is an interpretation of a question or subject, not the subject itself. The subject, or topic, of an essay might be World War II; a thesis must then offer a way to understand the war.
- makes a claim that others might dispute.
- is usually a single sentence somewhere in your first paragraph that presents your argument to the reader. The rest of the paper, the body of the essay, gathers and organizes evidence that will persuade the reader of the logic of your interpretation.