



## KAUTILYA SCHOOL OF PUBLIC POLICY

GITAM (Deemed to be University)  
Rudraram, Patancheru Mandal  
Hyderabad, Telangana 502329

<b>Course Code:</b> PPOL6601	<b>Course Title: Negotiation</b>	
<b>Trimester:</b> 2	<b>Course Type:</b> Skill Shop	<b>Credits:</b> 1
<b>Home Program(s):</b> MPP	<b>Batch/Academic Year:</b> 2024-2026	
<b>Course Lead:</b> Amb. Venkatesh Varma	<b>Assigned TA/RA:</b>	

### Course Description

Negotiation is a key tool in all aspects of day to day life as well as all types of work.

The need for negotiation arises when two or more individuals/ groups/parties/states, having different views on any particular issue, strives to reach an agreement on, despite their differences.

The course will provide the students a broad understanding of the different phases in any negotiation process and introduce them to the techniques, skills, tactics and strategies adopted in inter-state negotiation processes. Some of these skills and techniques are unique to international negotiations, but some can also be used in other situations.

For a practical and pragmatic flavor, the participants will be facilitated with the lived experiences of practitioners who have taken part in crucial negotiations.

The course will entail two simulations where participants will have the opportunity to practice and implement the skills they have been introduced to by being a part of complex but interesting in-class negotiations.

### Learning Objectives

To sensitize students to:

1. Negotiation as the art of the possible. What, Why and How of a negotiation.
2. Various key concepts of negotiation including ZOPA, BATNA.
3. Phases of the negotiation process.
4. The tools and skills required for a good negotiator including the recording of the negotiating process.

## Course Outcomes

On successful completion of this course, students will be able to:

1. Understand formal and informal ways of negotiations
2. Gain an understanding of the foundations of dispute management in general and negotiation in particular.
3. Improve communication and other soft skills which are essential during negotiation processes.
4. Simulations and case studies will enable the students to learn through practice.

## Course Schedule

<b>Unit 1</b>	<b>Sessions: 3</b>	<b>What, Why and How of Negotiations</b>
<ul style="list-style-type: none"> <li>● Negotiation - What?</li> <li>● Negotiation - Why?</li> <li>● Basic Concepts - BATNA, ZOPA,</li> <li>● Negotiation - How?</li> </ul>		
<b>Unit 2</b>	<b>Sessions: 3</b>	<b>Case Studies</b>
<ul style="list-style-type: none"> <li>● Negotiating Shimla Agreement - Issues</li> <li>● People</li> <li>● Outcomes</li> <li>● Lessons</li> <li>● Negotiating India–United States Civil Nuclear Agreement</li> </ul>		
<b>Unit 3</b>	<b>Sessions: 2</b>	<b>Simulation</b>
<ul style="list-style-type: none"> <li>● Security Council Committee pursuant to resolutions 1267 (1999) 1989 (2011) and 2253 (2015) concerning Islamic State in Iraq and the Levant (Da'esh), Al-Qaida and associated individuals, groups, undertakings and entities</li> <li>● Designation of Individuals by the Committee</li> <li>● Simulation</li> </ul>		