

International Ethics Course Syllabus

Course Information

Course Prefix and Number: INTA 8803

Credit Hours: 3

Instructor: Eliza Maria Markley

Credit Hours: 3

Course Description

This course covers theoretical and practical aspects of international negotiation. Students will study historical negotiation processes, cross-cultural issues of negotiation, differences in worldview, and ethical dimensions of negotiation. Active simulations, where dialogue and deliberation can be practiced, will be the hands-on approach of the class work.

Course Learning Outcomes

Students will:

- Be able to describe the different negotiation techniques and their role in reaching agreements.
- Be able to analyze cultural differences and their impact in international negotiations.
- Be able to use their knowledge of international negotiation in a practical problem-solving way to address issues of immediate international concern.
- Think critically about the United States' role in various negotiating instances.
- Be able to work in small groups in a way that demonstrates respect for their colleagues and efficiency in working collaboratively towards projects and goals.

Required Course Materials

Lewicki, Barry, & Saunders, Essentials of *Negotiation* (6th ed.).

Cohen, *Negotiating Across Cultures* (revised ed.), 1997

Solomon & Quinney, eds., *American Negotiating Behavior*, 2010

Fisher, Ury and Patton. *Getting to Yes*. New York, NY: Penguin, 2011.

Additional readings will be posted in Canvas.

Grading Policy

- | | |
|-----------------------|-----|
| ○ Class Participation | 5% |
| ○ Group Presentations | 10% |
| ○ Reflection Papers | 10% |

- Negotiation Advisory Memo 25%
- Negotiation Research Paper 50%

Attendance Policy

Attendance is required

Criteria for Successful Completion and Acceptable Student Conduct:

1. This class includes several simulations, therefore, class attendance is required. Also, frequent checking of GT e-mail and Canvas is very important to stay abreast with class announcements and information related to the course.
2. Grades will be posted to Canvas throughout the semester. It is students' responsibility to keep track of their submitted assignments and grade progress throughout the semester. If something seems missing or off, students should reach out to me to discuss.

Academic and Research Honesty/Integrity Statement

Georgia Tech aims to cultivate a community based on trust, academic integrity, and honor. Students are expected to act according to the highest ethical standards. Review the [Student Code of Conduct](#) and the [Academic Honor Code](#), especially [Appendix A: Graduate Addendum to the Academic Honor Code](#).

Students are expected to perform research in an ethical and responsible manner. All Doctoral and Master's Thesis students are required to take the [Responsible Conduct of Research training](#), and it is expected that students abide by the principles taught in that training while performing research.

Any student suspected of cheating or plagiarizing on a quiz, exam, or assignment will be reported to the Office of Student Integrity, who will investigate the incident and identify the appropriate penalty for violations.

Allegations of scientific or scholarly misconduct are handled in accordance with the procedures outlined by the [Policy for Responding to Allegations of Scientific or Other Scholarly Misconduct](#).

Core IMPACTS

Not applicable

Accommodations for Students with Disabilities

If you are a student with learning needs that require special accommodation, [contact the Office of Disability Services](#) as soon as [Attendance Policy](#)

make an appointment to discuss your special needs and to obtain an accommodations letter. Please also e-mail me as soon as possible in order to set up a time to discuss your learning needs.

Student-Faculty Expectations

At Georgia Tech, we believe that it is important to strive for an atmosphere of mutual respect, acknowledgement, and responsibility between faculty members and the student body. [The Student-Faculty Expectations](#) articulates some basic expectations that you can have of me and that I have of you. Additional information for research-related work is given in [The Expectations of Advisors and Advisees](#). In the end, simple respect for knowledge, hard work, and cordial interactions will help build the environment we seek. Therefore, I encourage you to remain committed to the ideals of Georgia Tech while in this class.