



MSc in International Negotiations

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Negotiations and International Organizations

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Sessions: 8 × 3 hours each

Course Assessment: Term Paper (30%)
Final Written Examination (70%)

The grading scheme (30% term paper and 70% final examination) requires that students get a pass grade in their final written examination, i.e. a grade ≥ 5 in their finals ($\geq 3.5/7$).

COURSE DESCRIPTION

The main objective of this course is to provide an overview of international and regional economic organizations (e.g. IMF, WTO, World Bank), describe their operations and the negotiations within them. The aim is to familiarize students with the nature and procedures, techniques and methods of negotiations taking place in international organizations. Negotiations within these organizations will be analysed to understand the dynamics of their operations and the extent of their involvement and influence in the international negotiating environment.

Upon successful completion of the course students will be able to:

- Identify the key issues around which negotiations take place in economic international organizations (or outside them).
- Identify the procedures of the negotiations taking place in international organizations.
- Discuss the actors and negotiation practices in major international organizations.
- Discuss the dynamics evolving because of negotiations in international organizations.
- Analyse the role of the IMF, WTO, World Bank.

MAIN TOPICS

- ***Some Economics Background: International Trade and Trade Policies; Balance of Payments/Current Account/Trade Balance: Why do we care? Trade Policy Tools;***
 - Krueger (1999), Irwin (1995, 1996), Feenstra (1992), Steinberg, R. H. (2003), Hathaway (1998), Goldstein and McGuire (2004), Jawara and Kwa (2004), Baldwin (1989), Krugman (1987), Deardorff and Stern (2000)
 - Krugman, Melitz, Obstfeld (2018)
 - Chapter 2. World Trade: An Overview
 - Chapters 8 – 13.
- ***Introduction to Negotiations (Interdependence & Conflict) and Distributive/Integrative Bargaining in an International Context***
 - Dixit and Nalebuff (1991) Ch. 1-4, 8, 11
 - Dixit, Skeath, and Reiley Jr., (2014) Ch. 1-5, 14, 17 (** more technical)
 - Lewicki, Barry, and Saunders (2016) Ch. 1-4, 10, 11, 12
 - Lewicki, Barry, and Saunders (2014) Ch. 1-4, 13, 16, 20
 - Odell (2010, 2013)
- ***Historical Background to IMF, World Bank and WTO; (c) The WTO***
 - Krueger (1999), Irwin (1995), Steinberg, R. H. (2003), Hathaway (1998), Goldstein and McGuire (2004), Jawara and Kwa (2004)
 - Krugman, Melitz, Obstfeld (2018)
 - Chapter 2. World Trade: An Overview
 - [Understanding the WTO](#) and from there [Principles of the Trading System](#), [The GATT Years](#), and [The Uruguay Round](#)
 - Then [Tariffs: more bindings and closer to zero](#), [Anti-dumping, subsidies, safeguards: contingencies, etc](#) and [Non-tariff barriers: red tape, etc](#)
- ***Negotiating a WTO; Negotiating in the WTO: (a) The Dispute Settlement Mechanism; (b) Technical Barriers to Trade***
 - Daugbjerg and Kay (2013), Schott and Jung (2019), Moon (2006), Odell (2015), Dixit and Nalebuff (1991), Rocha and The (2011), WTO (2011)
- ***The World Bank (Global Development, Alleviating Poverty): The five institutions of WB; Negotiating in the WB: The Dispute Settlement Mechanisms***
 - <https://www.worldbank.org/en/who-we-are>
 - <https://www.worldbank.org/en/about>
 - <https://www.worldbank.org/en/what-we-do>
 - ICSID (2021) Background Paper on Investment Mediation. Available at: https://icsid.worldbank.org/sites/default/files/publications/Background_Paper_on_Investment_Mediation.pdf
 - ICSID (2021) Overview of Investment Treaty Clauses. Available at: https://icsid.worldbank.org/sites/default/files/publications/Overview_Mediation_in_Treaties.pdf

- MIGA (2015) Dispute Resolution and Claims. Available at: https://www.miga.org/sites/default/files/archive/Documents/Dispute_Resolution_and_Claims.pdf
- ***The International Monetary Fund: Roles of the IMF; Negotiating with the IMF***
 - Krugman, Melitz & Obstfeld (2018) Chapter 19; Dixit and Nalebuff (1991)
 - <https://www.imf.org/external/pubs/ft/ar/2016/eng/quota.htm>
 - <https://www.imf.org/en/About/Factsheets/Sheets/2016/08/01/20/56/Extended-Fund-Facility>
 - <https://www.imf.org/en/About/Factsheets/Sheets/2016/08/01/20/45/Precautionary-and-Liquidity-Line>
 - [Articles of Agreement of the International Monetary Fund](#)
 - The dirty details: <https://www.imf.org/en/About/Factsheets>

READING MATERIAL

Bannerman, G. (2015) “The Free Trade Idea” in **Martin, L. (ed.)** *The Oxford Handbook of the Political Economy of International Trade* (pp. 37 – 56) Oxford: Oxford University Press.

Baldwin, Robert E. (1989) [The Political Economy of Trade Policy](#). *Journal of Economic Perspectives* 3(4): 119–35.

Bown, Chad B. (2015) “Trade Policy Instruments Over Time” in **Martin, L. (ed.)** *The Oxford Handbook of the Political Economy of International Trade* (pp. 57 – 76) Oxford: Oxford University Press.

Caraway, Teri L., Rickard, Stephanie J. and Mark S. Anner (2012) International Negotiations and Domestic Politics: The Case of IMF Labor Market Conditionality, *International Organization* 66(1): 27-61

Chase, K. A. (2003) “Economic Interests and Regional Trading Arrangements: The Case of NAFTA,” *International Organization* 57: 137-74.

Daugbjerg, C, and Kay, A. (2013). A trade balance: litigation and negotiation in the World Trade Organization’s dispute settlement system, *Australian Journal of International Affairs*, 105-120

Deardorff, Alan. “[Benefits and Costs of Following Comparative Advantage](#).” University of Michigan, School of Public Policy, Research Seminar in International Economics, Discussion Paper No. 423, 1998.

Deardorff, Alan, and Robert Stern. “[What the Public Should Know About Globalization and the World Trade Organization](#)” Research Seminar in International Economics, Discussion Paper No. 460, July 2000. (Part I & II)

Dixit, Avinash and Nalebuff, Barry (1993) *Thinking Strategically: The Competitive Edge in Business, Politics, and Everyday Life*. New York: W.W. Norton.

- Dixit, Avinash, Skeath, Susan and Reiley Jr., David H. (2014) *Games of Strategy* 4th edition. New York: W. W. Norton (Chapters 14, 17)
- Ethier, W. J. (1998) “The New Regionalism,” *Economic Journal* 108(449): 1149-1161
- Feenstra, R. C. (1992) [How Costly is Protectionism?](#), *Journal of Economic Perspectives* 6(3): 159–78.
- Goldstein, Andrea E. and Steven M. McGuire (2004) The Political Economy of Strategic Trade Policy and the Brazil–Canada Export Subsidies Saga, *The World Economy* 27: 541-566
- Hampson, Fen Osler with Michael Hart (1999) *Multilateral Negotiations Lessons from Arms Control, Trade, and the Environment*, Baltimore, MD: Johns Hopkins University Press
- Hathaway, O. A. (1998) Positive Feedback: The Impact of Trade Liberalization on Industry Demands for Protection, *International Organization* 52(3): 575 612
- Irwin, D. A. (1995) [The GATT in Historical Perspective](#), *American Economic Review* 85(2): 323-28.
- Irwin, D. A. (1996) [The United States in a New Global Economy? A Century’s Perspective](#), *American Economic Review* 86, no. 2 (1996): 41–46.
- Krueger, A. O. (1999) “Are Preferential Trading Arrangements Trade-Liberalizing or Protectionist?” *Journal of Economic Perspectives* 13: 105-124
- Krugman, Paul R. (1987) [Is Free Trade Passé?](#), *Journal of Economic Perspectives* 1(2): 131–44.
- Krugman, P., Melitz, M. & Obstfeld, M. (2018) *International Economics: Theory and Policy*, 11th ed, Pearson.
- Jawara, F. and A. Kwa (2004) *Behind the Scenes at the WTO: The Real World of International Trade Negotiations*, revised edition, Zed Books.
- Marceddu, Maria Laura (2018) “Implementing Transparency and Public Participation in FTA Negotiations: Are the Times a-Changin’?”, *Journal of International Economic Law* 21(3): 681–702
- Moon, D. (2006) Equality and Inequality in the WTO Dispute Settlement (DS) System: Analysis of the GATT/WTO Dispute Data, *International Relations* 32(3): 201-228
- Moravcsik, A. (1993). “Introduction: Integrating International and Domestic Theories of International Bargaining,” in **Evans, et al.** *Double-Edged Diplomacy: International Bargaining and Domestic Politics* (pp. 3 – 42) Berkeley: University of California Press (pp. 3-42). JX1395 D63 1993
- Narlikar, A., & Van Houten, P. (2010) “Know the enemy: Uncertainty and deadlock in the WTO”, In **A. Narlikar** (Ed.) *Deadlocks in Multilateral Negotiations: Causes and Solutions* (pp. 142-163) Cambridge: Cambridge University Press

- Odell, John S. (2006) *Negotiating Trade: Developing Countries in the WTO and NAFTA*, Cambridge: Cambridge University Press
- Odell, John S. (2009) “Breaking Deadlocks in International Institutional Negotiations: The WTO, Seattle, and Doha”, *International Studies Quarterly* 53, 273–299
- Odell, John S. (2010) “Three islands of knowledge about negotiation in international organizations”, *Journal of European Public Policy* 17(5): 619-632
- Odell, John S. (2013) “Negotiation and Bargaining” in **Mansbridge, J. and Martin, C. J.** (eds) *Negotiating Agreement in Politics* (pp. 144 – 182), Washington, DC: American Political Science Association.
- Odell, John S. (2015) “How Should the WTO Launch and Negotiate a Future Round?”, *World Trade Review* 14(1): 117–133
- Odell, John S. and Tingley, Dustin (2013) “Negotiating Agreements in International Relations” in **Walter Carlsnaes, W., Risse, T. and Simmons, B.** (eds) *Handbook of International Relations* 2nd edition (pp. 379 – 400), London: SAGE Publications.
- Peet, Richard (2009) *Unholy Trinity: the IMF, World Bank and WTO* 2nd edition, London: Zed Books.
- Putnam, R. D. (1988) “Diplomacy and Domestic Politics: The Logic of Two-Level Games,” *International Organization* 42, 427-460.
- Rickard, Stephanie J. (2010) “Democratic differences: Electoral institutions and compliance with GATT/WTO agreements”, *European Journal of International Relations* 16(4): 711–729
- Rickard, Stephanie J., and Caraway, Terry L. (2014) “International Negotiations in the Shadow of National Elections”, *International Organization* 68(3): 701-720.
- Rocha, N. and The, R. (2011) Preferential trade agreements and the WTO, <https://voxeu.org/article/preferential-trade-agreements-and-wto>
- Schott, J. J. and Jung, E. (2019) *The WTO’s Existential Crisis: How to Salvage Its Ability to Settle Trade Disputes*. Washington: Peterson Institute for International Economics.
- World Trade Organization (2011) [World Trade Report 2011: From Co-existence to Coherence](#) (Geneva: WTO)
- Steinberg, Richard H. (2003) “In the Shadow of Law or Power? Consensus-Based Bargaining and Outcomes in the GATT/WTO” *International Organization* 56(2): 339-374.