



Course title		Diplomatic Protocol and Business Politics						ECTS code		14.3.EM.SL.921	
								ECTS credits		1	
Name of unit administrating study		KET		Field of study		MSG**		Field of specialisation		IB;	
Teaching staff		Giuseppe T. Cirella, Professor									
Number of hours											
Lectures	15	Classes	0	Tutorials	0	Laboratory	0	Seminars	0	Language classes	0
Forma aktywności							Year&Type of studies*		3 SS1,		
Hours with the participation of the academic teacher (including office hours, exams, others):						24	Semester:		6,		
Hours without the participation of the academic teacher (student's self-study, homeworks):						1	Type of course:		Obligatory		
Total number of hours:						25	Language of instruction:		English		
Teaching form		Classes in the didactic room.									
Teaching methods		Lectures including multimodal presentations,									
Prerequisites (required courses and introductory requirements)											
Required courses		International Economic Relations									
Introductory requirements		Basic knowledge on international policy and business etiquette.									
Assessment method, forms and criteria											
Assessment method		Course completion (graded)									
Assessment criteria		<p><b>Essays, Presentations and Exams will be calculated into <u>100 points</u> (and converted into a percentage)</b></p> <p>The following percentile breakdown will be allocated for grading:</p> <p>5,0 points -- 90-100% [A]</p> <p>4,5 points -- 80-89% [B+]</p> <p>4,0 points -- 70-79% [B]</p> <p>3,5 points -- 60-69% [C+]</p> <p>3,0 points -- 50-59% [C]</p> <p>2,0 points -- less than 50% [F]</p>									
Course objectives											
The aim of this subject is to familiarize students with diplomatic protocol issues, international relations, international diplomacy, international studies, and business politics.											
Learning outcomes											
Knowledge		MSG1_W04	After attending the lecture, reading the recommended literature and passing the examination, a student possesses knowledge of the organization and functioning of diplomatic ceremonial and etiquette as well as the historical evolution in this field. The student has in-depth knowledge of foreign policy, trade and diplomacy as well as a unique knowledge of diplomatic protocol from a legal, customary and cultural perspective. The student knows the international environment of this type of professional activity and understands high substantive, formal and personal standards required for the job of a diplomat as well as legal, organizational and customary rules guiding diplomatic service.								
Verification of learning outcomes - Knowledge											
Outcomes											

	written exam	oral exam	test	essay/paper /portfolio	tasks/ homeworks	individual presentation	group presentation	classroom activities	classroom discussion	individual project	group project
MSG1_W04			X							X	
Skills	MSG1_U15	A student properly analyzes and evaluates the reasons and processes of political, economic and social changes in a diplomat's accrediting country as well as expresses objective and constructive opinions on the subject. The student knows the form and scope of the general promotion of the exporting country in the country hosting diplomats. The student understands generally accepted rules of diplomatic conduct as well as the principles of organization and functioning of a diplomatic mission.									
Verification of learning outcomes - Skills											
Outcomes	written exam	oral exam	test	essay/paper /portfolio	tasks/ homeworks	individual presentation	group presentation	classroom activities	classroom discussion	individual project	group project
MSG1_U15			X							X	
MSG1_U15	X									X	
Attitudes	MSG1_K03	A student is aware of the necessity of constant self-improvement and adjustment to specific conditions of a country where he/she serves as a diplomat. The student is also aware of broader trade and national interests and activities of diplomatic service and international business. The student properly communicates with the external environment and understands the importance of his/her contributions, assessments and accountability for business and personal decisions.									
	MSG1_K07	The student understands the concept of ethical behavior in diplomatic and personal life respecting Vienna Convention 1961 rules and economic, cultural, linguistic and history experiences diversity of other countries.									
Verification of learning outcomes - Attitudes											
Outcomes	written exam	oral exam	test	essay/paper /portfolio	tasks/ homeworks	individual presentation	group presentation	classroom activities	classroom discussion	individual project	group project
MSG1_K03			X							X	
MSG1_K07			X							X	
MSG1_K03	X									X	
MSG1_K07	X									X	
Course contents											
<b><u>Goals of the Course:</u></b>											
§ The <i>aim</i> of this subject is to familiarise students with diplomatic protocol issues, international relations, international diplomacy, international studies, and business politics.											
§ The course is designed for those who want to gain professional knowledge of planning, coordinating and managing high level visits. It provides the necessary background in diplomatic protocol, appropriate behavior, handling emergencies and dealing with foreign firms. Business politics is also examined in relation to international studies. The background assures effective learning outcomes for all students.											
<b><u>Course Structure:</u></b>											
§ The course is divided into two parts:											
1. The first part provides an introduction into diplomacy and the theory of international relations and negotiations, as well as a background in business politics.											

2. The second part deals with the practice of diplomacy and negotiations, per se. The course provides a discussion of global issues and current world problems, such as peace and security and international trade. It discusses cases of successful diplomacy and failed diplomacy. It also avails a forum in which teams of students speak on behalf of an assigned country on a variety of selected issues to expand their understanding of diplomacy, global geopolitics, business politics, and international relations.

§ The course is designed to help students acquire:

1. Substantive knowledge of:

- a) Historical evolution of diplomacy
- b) Theoretical and practical aspects of diplomacy
- c) Role and effectiveness of diplomacy in international negotiations
- d) Theory and practice nexus in international negotiations
- e) Factors that facilitate cooperation or foster competition in international negotiations.
- f) Background in business politics.

2. Practical skills in:

- a) Understanding the essence and objectives of diplomacy
- b) Appreciating the art of and ingredients for successful international negotiations
- c) Conducting independent research using a wide range of sources and engaging in practical negotiations in teams representing respective country positions
- d) Using appropriate style and a correct reference system;
- e) Developing effective public speaking, presentation, leadership and teamwork.

#### Recommended reading lists

*Diplomacy and Statecraft, Global Governance, European Journal of International Relations, International Peacekeeping, Cooperation and Conflict, Security Dialogue, International Affairs, International Interaction, International Studies Review and Studia Diplomatica*

Council of Foreign Relations (New York) <http://www.cfr.org/thesource/>

Foreign Affairs Literature <http://www.foreignaffairs.org/envoy/>

U.S. Institute of Peace Highlights <http://www.usip.org/>

#### Contact

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\* SS1- undergraduate studies \* SS2 - graduate studies \* SDang - doctoral studies

\*\* MSG - International Economic Relations