

Negotiation of Public Policy Disputes

Code: 101108
ECTS Credits: 6

Degree	Type	Year	Semester
2500259 Political Science and Public Management.	OT	3	2
2500259 Political Science and Public Management.	OT	4	0

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Use of Languages

Principal working language: catalan (cat)
Some groups entirely in English: No
Some groups entirely in Catalan: Yes
Some groups entirely in Spanish: No

Prerequisites

It is required to have passed the subject "Political Science" and "English for Social Sciences" of the 1st year and "Public Policy and "Administration and Public Policies" of the 2nd year. It is also necessary to read generalist newspapers and to have interest in the current political conflicts and negotiations. Finally, the kind of activities and evaluation of this subject makes essential the in person assistance to the majority of the sessions. Other ways of pursuing the subject are considered exceptional and should be previously agreed with the lecturer.

Objectives and Contextualisation

Negotiation is a key element in the process of elaboration and management of public policy. The objective of this subject is to offer to students the theoretical and practical tools to understand and manage public controversies, and to introduce students in the negotiation theory and techniques in the framework of public policy processes.

The subject combines the theoretical and practical dimensions. During the course we will analyse public controversies and explore different ways to negotiate by means of simulations and practical cases, from the most simple to the most complex ones and combining the perspectives at the different levels of government.

Competences

Political Science and Public Management.

- Applying the discipline's main theories and different fields to real practical and professional problems.
- Applying the knowledge of the Public Administrations on its various levels to practical and professional concrete cases.
- Arguing from different theoretical perspectives.
- Demonstrating the understanding of intergovernmental relationships and identifying the position of Public Administrations in the political system.
- Describing and understanding the functioning of the Public Administration on a state, sub-state and supranational level.

- Distinguishing the discipline's main theories and different fields: conceptual developments, theoretical frameworks and theoretical approaches underlying the discipline's knowledge and different areas and sub-areas, as well as their value for the professional practice through concrete cases.
- Identifying sources of data and conducting bibliographic and documentary searches.
- Interpreting and applying English texts in an academic way.
- Managing the available time in order to accomplish the established objectives and fulfil the intended task.
- Producing and planning researches or analytical reports.
- Showing a good capacity for transmitting information, distinguishing key messages for their different recipients.
- Synthesizing and critically analysing information.
- Using the main information and documentation techniques (ICT) as an essential tool for the analysis.
- Working autonomously.
- Working in teams and networking, particularly in interdisciplinary conditions.

Learning Outcomes

1. Applying the knowledge of the Public Administrations on its various levels to practical and professional concrete cases.
2. Arguing from different theoretical perspectives.
3. Critically analysing the configuration process of the public agenda.
4. Demonstrating the understanding of intergovernmental relationships and identifying the position of Public Administrations in the political system.
5. Describing and understanding the functioning of the Public Administration on a state, sub-state and supranational level.
6. Distinguishing the phases of public politics: formulation, decision, implementation and evaluation.
7. Identifying sources of data and conducting bibliographic and documentary searches.
8. Interpreting and applying English texts in an academic way.
9. Managing the available time in order to accomplish the established objectives and fulfil the intended task.
10. Producing and planning researches or analytical reports.
11. Properly explaining and describing main theoretical approaches of the analysis of political sciences: cycle of politics, actor-network, institutional approaches, rational choice theory.
12. Showing a good capacity for transmitting information, distinguishing key messages for their different recipients.
13. Suggesting and explaining a case study of a concrete public policy.
14. Synthesizing and critically analysing information.
15. Using the main information and documentation techniques (ICT) as an essential tool for the analysis.
16. Working autonomously.
17. Working in teams and networking, particularly in interdisciplinary conditions.

Content

Lesson 1: Negotiation in public interventions

- General framework.
- Distributive negotiation and positions negotiation.
- Negotiation based on principles. Harvard model of negotiation.

Lesson 2: Negotiation techniques

- Planification of a negotiation.
- Formats, strategies and instruments during negotiation.

Lesson 3: Agents and power

- Who participates and who influences in a negotiation.
- Power in the negotiating table.

Lesson 4: Negotiation and participation

- Negotiation and participation in public interventions.
- Potentialities and limits of participation.

Lesson 5: Negotiation and mediation

- Third parts in a negotiation process.
- Mediation as an instrument of negotiation.

Methodology

The subject "Negotiation of Public Interventions" has 6 ECTS credits, that is, a total of 150 hours of dedication by the student (25 hours per credit). These hours are structured in the various types of training activities and teaching methodologies described below with the objective of combining a well-founded theoretical approach with practical exercises, to allow a direct approach to the reality of negotiations linked to the implementation of public policies.

The theoretical foundations will be exposed in the sessions dedicated to theoretical lectures, that will be at all times opened to the participation of students for clarification and debate.

The fundamentals of the theory will be settled on the reading of texts and the autonomous study, both of the material exposed in the classes and other materials that will be indicated in class or through the Virtual Campus.

The study work will be complemented with individual exercises related to the seminar readings and cases, from which a debate will be held between the students led by the lecturer. During the course, a total of 10 seminars will be take place, 5 of which will include a written assignment and 5 more that will just be treated orally in class. All seminars will be evaluated both in terms of oral contributions in class and, where appropriate, written assignments. It will be communicated through the Virtual Campus in sufficient advance in what specific activities will consist each seminar and the necessary preparation by students.

The practical paper will consist of an applied research on a local public policy chosen by the students from among the proposals made by the lecturer. The work will be carried out in teams of 2 people, with the exceptions that can be considered for working or other kind of reasons duly justified.

On the days of oral presentations of papers, a round of questions will be made by the lecturer and the students. Finally, a debate will be opened on the set of topics addressed in the oral presentation.

During the course, individual and group tutorials will be carried out for the accomplishment of the practical paper and on the follow-up of the course in the hours that will be previously fixed through the electronic mail at the request of the students as well as by indication of the teacher.

Activities

Title	Hours	ECTS	Learning Outcomes
Type: Directed			
Public presentation of a paper: individual and group presentations and round of assessments.	5	0.2	3, 2, 10, 9, 7, 8, 12, 13, 14, 16, 17, 15
Seminars for discussion of texts and cases: Introduction of the session, presentation of the text, assessment and discussion. Resolution of practical cases. Simulations. Reading controls.	5	0.2	11, 3, 1, 2, 4, 5, 6, 9, 7, 8, 12, 13, 14,

			16, 17
Theoretical lectures: explanations by the teacher with ICT support and debate in a large group.	20	0.8	11, 3, 1, 4, 5, 6, 13
Type: Supervised			
Tutorial: individual and group tutorials for support for the accomplishment of the work and monitoring of the work done in the subject.	20	0.8	12, 16
Type: Autonomous			
Elaboration of the course paper and the seminar papers.	25	1	11, 3, 1, 2, 4, 5, 6, 10, 9, 7, 8, 12, 13, 14, 16, 17, 15
Study: Carrying out diagrams and summaries of theoretical contents.	30	1.2	11, 3, 1, 2, 4, 5, 6, 8, 14, 16
Texts reading: individual exercise of comprehensive text reading.	20	0.8	11, 3, 2, 4, 5, 6, 9, 8, 14, 16

Assessment

The evaluation of this subject is composed of the following evaluation activities:

- Final exam: 30% of the final grade.
- Written seminars about readings and cases: 25% of the final grade.
 - 5 written works of seminar, 5% of the final grade each.
- Oral participation in the seminars: 15% of the final grade.
- Course work: 30% of the final grade.
 - 10% of the final grade the oral presentation and 20% the written paper.

Important considerations

- It is a necessary condition, but not enough, to pass the exam in order to pass the subject.
- To pass the subject it is necessary to approve the whole set of seminars (the 5 that include a written paper and the 5 that will be only treated orally in class), such as the course work, such as the exam.
- The dates of the seminars as well as the oral presentations of the course papers will be specified within the framework of the course programme through the Virtual Campus.
- Written seminar papers will be submitted before the corresponding class through the Virtual Campus. They will only be evaluated if the student attends the corresponding seminar session or presents medical or work justification of the absence.
- The exam will be at the end of the semester on the day and schedule set by the Faculty, which will be made public in sufficient time and that students will have to confirm through the Faculty website.
- Students must notify the composition of the group and the subject chosen for the course paper through the teacher's email during the first two weeks of the semester. Otherwise, they will not be allowed to deliver it.
- The fact of doing the exam, or presenting the course paper or participating in at least 4 seminars exempts the student from the "Not Presented" qualification.
- Students who have not passed the whole of the seminars or the course paper or both may submit a new individual written work, determined by the lecturer, to obtain the necessary grade to pass the assessment

activities that they had failed. The lecturer will specify to the students in this situation the characteristics and date of delivery of the corresponding work.

- Students who have not passed the exam will have the opportunity to take part in the compensation activities, that is to say, they will be able to re-test the failed exam on the day the Faculty determines, after the end of the second semester.
- Any student who, due to justified work or health reasons or because he is performing an exchange programme, can not attend the course normally, must notify this situation to the lecturer during the first two weeks of the semester in order to agree the corresponding compensatory activities. In case this notification occurs later without a justification, the student can not pass the subject.

Assessment Activities

Title	Weighting	Hours	ECTS	Learning Outcomes
Course paper	30% of the final grade	0.5	0.02	11, 3, 1, 2, 4, 5, 6, 10, 9, 7, 8, 12, 13, 14, 16, 17, 15
Final exam	30% of the final grade	4	0.16	11, 3, 1, 2, 4, 5, 6, 9, 12, 13, 14, 16
Oral participation in seminars	15% of the final grade	20	0.8	11, 3, 1, 2, 4, 5, 6, 9, 8, 12, 13, 14, 16, 17
Seminar papers about readings and cases	25% of the final grade	0.5	0.02	11, 3, 1, 2, 4, 5, 6, 10, 9, 7, 8, 12, 13, 14, 16, 15

Bibliography

The subject does not have a reference bibliography that must be read compulsorily to follow the course. However, for the realization of the seminars, some texts will have to be read. These texts will be indicated by the lecturer during the course, well in advance so that students can work on them.

On the other hand, for those who want to expand their knowledge about theory and negotiation and mediation techniques, we propose the following publications:

Fisher, R. (1996). *Más allá de Maquiavelo*. Barcelona: Granica.

Fisher, R., Ury, W., Patton, B. (2011). *Obtenga el Sí. El arte de negociar sin ceder*,. Barcelona: Ediciones Gestión 2000.

Lebel, P. (1990). *El arte de la negociación*, Barcelona: CEAC.

Mendieta, C. (2010). *Tècniques de negociació i resolució de conflictes. Manual de Consulta*. Barcelona: Diputació de Barcelona. Disponible a <https://www1.diba.cat/liblioteca/pdf/51553.pdf>

Moore, C. (1995). *El Proceso de Mediación*, Buenos Aires: Granica.