

Reading and Assignment Schedule
PS 340: Negotiation and Bargaining

Class	Topic	Reading	Assignment Due
Wed, Jan 17	Goals, Basic Concepts, Nash Bargaining	Recommended: Nash 1950	
Mon, Jan 22	Actors and Bargaining (Discuss the research paper)	SBW 1; Recommended: Black 1948	
Wed, Jan 24	Actors in International Relations	SBW 2-4	
Mon, Jan 29	Bargaining with Multiple Partners	Putnam 1988	
Wed, Jan 31	Bargaining Moves and Understanding Them	SBW 5 & 6	Case Selection
Mon, Feb 5	Dividing the Dollar, Part 1: Ultimatum and Alternative Offers	Recommended: Rubinstein 1982	
Wed, Feb 7	Dividing the Dollar, Part 2: Simultaneous Offers Games		
Mon, Feb 12	Trust and International Relations	Kydd 1 & 2	
Wed, Feb 14	Fear and the Origins of the Cold War	Kydd 3 & 4	Phase 1
Mon, Feb 19	Trust, Hegemony, and European Cooperation	Kydd 5 & 6	Simultaneous Offers Strategy Paper
Wed, Feb 21	Reassurance and the End of the Cold War	Kydd 7-9	
Mon, Feb 26	Revisiting the Simultaneous Offers Game		
Wed, Feb 28	Bargaining in the UN Security Council	Winter 1996; Voeten 2001	
Mon, Mar 5	Agenda Setting in Negotiations	Balakrishnan, Patton & Lewis 1993	Phase 2
Wed, Mar 7	<i>Catch up</i>		First Reading Response
Mon, Mar 19	Regimes and Negotiation	S&Z Intro & 1	
Wed, Mar 21	Framework of Post-agreement Negotiations	S&Z 2 & 3	
Mon, Mar 26	Regional Cases	S&Z 4 & 5	
Wed, Mar 28	Global Cases	S&Z 6-8	
Mon, Apr 2	Negotiating an End to International Conflict	Jackson 2000	
Wed, Apr 4	Civil War Termination	Massoud 1996; Mason, Weingarten, & Fett 1999	Phase 3
Mon, Apr 9	Power-Sharing Arrangements, Part I	Walter 1999; Hartzell & Hoddie 2003	
Wed, Apr 11	Power-Sharing Arrangements, Part II	Lehoucq 2002; Schneckener 2002	Critical Book Review
Mon, Apr 16	Third-Party Involvement, Part I	Walter 1997; Pcent & Stanley 2001	
Wed, Apr 18	Third-Party Involvement, Part II	Balch-Lindsay & Enterline 2000; Regan 2002	
Mon, Apr 23	Spoilers and Extremists	Stedman 1997; Kydd & Walter 2002	
Wed, Apr 25	Peacebuilding/Peacekeeping	Goulding 1993; Doyle & Sambanis 2000	Phase 4
Mon, Apr 30	Consequences of Negotiating Civil War Termination	Licklider 1995; Hartzell 1999	
Wed, May 2	<i>Catch up</i>		Remaining Reading Responses
Wed, May 9			Phase 5