



AYDIN ADNAN MENDERES UNIVERSITY COURSE INFORMATION FORM

Course Title		Diplomatic Negotiations							
Course Code		ULU412		Course Level		First Cycle (Bachelor's Degree)			
ECTS Credit	7	Workload	176 (<i>Hours</i>)	Theory	3	Practice	0	Laboratory	0
Objectives of the Course		The aim of this course is to introduce diplomacy, diplomacy language and types of diplomatic correspondence. The course also aims to introduce the diplomacy as a profession.							
Course Content		In this lesson, the historical development of diplomacy will be analyzed and the theorists who contributed to the theory of diplomacy will be discussed. In addition, information on the operation of the indispensable institutions of diplomacy, such as foreign ministries, embassies and consulates, will be provided.							
Work Placement		N/A							
Planned Learning Activities and Teaching Methods				Explanation (Presentation), Discussion, Case Study					
Name of Lecturer(s)		Prof. Utku YAPICI							

Assessment Methods and Criteria

Method	Quantity	Percentage (%)
Midterm Examination	1	40
Final Examination	1	70

Recommended or Required Reading

1	Temel İskit, Diplomasi, Teorisi, Kurumları ve Uygulaması, İstanbul, Bilgi Üniversitesi Yayınları 2012
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Week	Weekly Detailed Course Contents	
1	Theoretical	General information about the theory of diplomacy
	Preparation Work	Temel İskit, Diplomasi, Tarihi, Teorisi, Kurumları ve Uygulaması, İstanbul, İstanbul Bilgi Üniversitesi 2012, p. 1-15.
2	Theoretical	Theorists of diplomacy
	Preparation Work	Temel İskit, Diplomasi, Tarihi, Teorisi, Kurumları ve Uygulaması, İstanbul, İstanbul Bilgi Üniversitesi 2012, p. 17-55.
3	Theoretical	The Historical Development of Democracy, From Ancient Times to the First World War
	Preparation Work	Temel İskit, Diplomasi, Tarihi, Teorisi, Kurumları ve Uygulaması, İstanbul, İstanbul Bilgi Üniversitesi 2012, p. 55-122.
4	Theoretical	Diplomacy in the Ottoman Empire
	Preparation Work	Temel İskit, Diplomasi, Tarihi, Teorisi, Kurumları ve Uygulaması, İstanbul, İstanbul Bilgi Üniversitesi 2012, p. 123-140.
5	Theoretical	Diplomacy until the End of the Cold War
	Preparation Work	Temel İskit, Diplomasi, Tarihi, Teorisi, Kurumları ve Uygulaması, İstanbul, İstanbul Bilgi Üniversitesi 2012, p. 142-176.
6	Theoretical	The Institutions and Tools of Modern Democracy
	Preparation Work	Temel İskit, Diplomasi, Tarihi, Teorisi, Kurumları ve Uygulaması, İstanbul, İstanbul Bilgi Üniversitesi 2012, s. 177-224.
7	Theoretical	The Institutions and Tools of Modern Democracy 2
	Preparation Work	Temel İskit, Diplomasi, Tarihi, Teorisi, Kurumları ve Uygulaması, İstanbul, İstanbul Bilgi Üniversitesi 2012, p. 224-259.
8	Theoretical	Multilateral Diplomacy, Summit Diplomacy and Foreign Ministries
	Preparation Work	Temel İskit, Diplomasi, Tarihi, Teorisi, Kurumları ve Uygulaması, İstanbul, İstanbul Bilgi Üniversitesi 2012, p. 259-295.
9	Theoretical	Multilateral Diplomacy, Summit Diplomacy and Foreign Ministries
10	Theoretical	Multilateral Diplomacy, Summit Diplomacy and Foreign Ministries 2
11	Theoretical	Diplomatic Negotiations
	Preparation Work	Temel İskit, Diplomasi, Tarihi, Teorisi, Kurumları ve Uygulaması, İstanbul, İstanbul Bilgi Üniversitesi 2012, p. 298-362.
12	Theoretical	New Areas of the Modern Diplomacy
	Preparation Work	Temel İskit, Diplomasi, Tarihi, Teorisi, Kurumları ve Uygulaması, İstanbul, İstanbul Bilgi Üniversitesi 2012, P. 363-378.



13	Theoretical	Diplomacy in the Republic of Turkey
	Preparation Work	Temel İskit, Diplomasi, Tarihi, Teorisi, Kurumları ve Uygulaması, İstanbul, İstanbul Bilgi Üniversitesi 2012, p. 379-439.
14	Final Exam	Estimated
15	Final Exam	Estimated

Workload Calculation

Activity	Quantity	Preparation	Duration	Total Workload
Lecture - Theory	14	4	3	98
Assignment	1	36	1	37
Midterm Examination	1	15	1	16
Final Examination	1	24	1	25
Total Workload (Hours)				176
[Total Workload (Hours) / 25*] = ECTS				7

*25 hour workload is accepted as 1 ECTS

Learning Outcomes

1	Have a grasp of diplomatic terms and phrases.
2	Get information about diplomats and diplomacy as a profession.
3	Develop the skills of official correspondence.
4	Students will have information about the history of diplomacy.
5	Students will analyse the structure of Turkish diplomacy.

Programme Outcomes (International Relations)

1	Students understand, evaluate and implement the basic concept and theories of the discipline of International Relations.
2	Students examine and follow up the political and social developments in the world. They understand and interpret current issues in the field of International Relations.
3	Students evaluate and explain international relations from an historical and legal perspective.
4	Students gain a general vision of international relations and political science. In that respect, they examine and analyze Turkey's place in world politics, its relationship with its neighbors and the world.
5	Students comprehend local, regional and national developments and establish links between them and global developments.
6	Students comprehend development processes, structures and functions of international political institutions and international / intergovernmental / regional organizations.
7	Students conduct research on academic and vocational subjects and interpret numerical and statistical data.
8	Students use basic computer programs and information technologies.
9	Students think analytical and critical and produce solutions within cases and problems.
10	Students follow up scientific studies on International Relations, published in Turkish and foreign languages and prepare and present articles, papers, theses and reports.
11	Students are open-minded and respectful for others' thoughts and acts. They become socialized well in a social environment. They can express their opinions and thoughts easily.
12	Students take various tasks as team leader or as a member within the teamwork and are inclined to both teams work and individual work.
13	Students gain professional knowledge and theoretical background, required by the public sector and the private sector.

Contribution of Learning Outcomes to Programme Outcomes 1:Very Low, 2:Low, 3:Medium, 4:High, 5:Very High

	L1	L2	L3
P1	4	4	5
P2	4	4	5
P3	5	4	5
P4	5	4	1
P5	5	5	5
P6		5	2
P7	2	4	2
P8	2	4	2
P9	2	4	2
P10	5	5	5
P11	4	5	4



P12	3	5	5
P13	5	5	3

