

NEGOTIATION STRATEGIES IN LATIN AMERICA

COURSE CODE	TOTAL SEMESTER		DISTRIBUTION				
	SCT	UD	CAT	TALL	LAB	PC	
	4	64					SEMESTER IN ENGLISH
SEMESTER	AUTONOMOUS LEARNING TIME						REQUIREMENTS
	32H						ENGLISH LEVEL B2 OR HIGHER
COURSE DESCRIPTION							
<p>The negotiation process is of essential importance in business. It focuses on the Economic, Political, Social and Geopolitical context, which is absolutely necessary when it comes to truly understanding the different negotiation processes and styles. The course will help to understand the negotiation process from an integrated point of view, with focus on the analysis of externalities. Its main contents are: historical, economical, political and geopolitical contexts; basic psychology; negotiation and leadership and financial analysis.</p>							
COMPETENCES ASSOCIATED WITH THE PROFILE							
LEARNING OUTCOMES							
<ul style="list-style-type: none"> • Comprehensive study of Latin America and its Regional and International Relations • Examining Latin America and its fraught relationship with the United States • Develop an understanding of the similarities and differences present in Latin America • Understand the geopolitical implications Latin America has been forced to bear due to Cold War, Neoliberal realities and Free Trade treatises • Know and understand the socio-political and socio-economic relationships within the region and outside the region and importance of United States as major arbiter of those relations. 							
KEY CONTENT							
TEACHIING AND EVALUATION METHOLOGIES							
<p>Readings and Lecture: The readings for this course are designed to be manageable. This is because we will be discussing each assigned text in detail during class. I therefore expect that you carefully read all assignments for each session. Readings may evolve during the course of the semester.</p>							
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BASIC BIBLIOGRAPHY							
<ul style="list-style-type: none"> • Edited: Prados, John; Jiménez-Bacardi, Arturo; Understanding the CIA-How Covert Cold War; National Security Archive; Briefing Book #667; Mar 4, 2019 • Edwards, Sebastian; The Chile Project: The Story of the Chicago Boys and the Downfall of Neoliberalism; Princeton University Press, Princeton, New Jersey, 2023 							

- Garretón, Jorge; Course Manual V.2023
- Kennedy, Kevin C.; The FTAA Negotiations: A Melodrama in Five Acts; Michigan State University, College of Law; January 1, 2003; Digital Commons a Michigan State University, College of Law.
- Kirkendall, Andrew J.; Hemispheric Alliances: Liberal Democrats and Cold War Latin America; University of North Carolina Press; Chapel Hill, 2022
- Marcel, Nelson; The FTAA And The Contestation Of Neoliberalism In Latin America; Department of Political Science; Queen's University; Kingston ON, Canada, 2008
- Newman, Otto; de Soyza, Richard; The Promise of the Third Way: Globalization and Social Justice; Palgrave; New York, 2001
- Rabe, Stephen G.; Kissinger and Latin America: Intervention, Human Rights, and Diplomacy; Cornell University Press; Ithaca, New York, 2020
- Sabet, Shayda; US Foreign Policy in Latin America Ideological Perspective; Website Visiter, August 11, 2023: <https://www.e-ir.info/2013/06/14/us-foreign-policy-in-latin-america/>
- Serra, Narcis; Stiglitz, Joseph E.; The Washington Consensus Reconsidered: Towards a New Governance - Edited; Oxford University Press; New York, 2008
- Stiglitz, Joseph E.; Globalization and its Discontent; Norton & Company; London, 2002
- Wainwright, Joel; Ortíz, Rafael; The Battles of Miami: The Fall of the FTAA/ALCA and the Promise of Transnational Movements; Environment and Planning D: Society and Space 2006, volume 24, pages 349-366
- Weaver, Frederick S.; The United States and the Global Economy: From Bretton Woods to the Current Crisis; Rowman and Littlefield; Plymouth, 2011

SUPPLEMENTARY BIBLIOGRAPHY

- Atkins, Curtis; The Third Way International; Jacobin Magazine; Website visited August 11, 2023: <https://jacobin.com/2016/02/atkins-dlc-third-way-clinton-blair-schroeder-social-democracy/>
- Hammes, David; Willis, Douglas; Black Gold: The End of Bretton Woods and the Shock of the 1970s; The Independent Review: Vol IX, Number 4, Spring 2005, pp 501-511 (online);
- Harvey, David; A Brief History of Neoliberalism; Oxford University Press; New York, 2005
- Hitchens, Christopher; The Trial of Henry Kissinger; Verso; London, 2001
- Krugman, Paul; International Economics: Theory and Policy; Pearson, 2018
- Mazzucato, Mariana; The Value of Everything: Making and Taking in the Global Economy; Hachette Book Group; New York, 2018
- Offiler, Benjamin; he Alliance for Progress during the Kennedy and Johnson Administrations: Laudable idea, poorly implemented?; 49th Parallel, Vol. 24 (Spring 2010) ISSN: 1753-5794
- Stiglitz, Joseph E.; People, Power & Profits: Progressive Capitalism for an Age of Discontent; Norton & Company; London, 2019

Papers of Interest:

- Chile – US FTA: 20 years since the signing of the Chile-United States Free Trade Agreement: These are the figures; Website visited: News August 10, 2023: <https://www.gob.cl/en/news/20-years-signing-chile-united-states-free-trade-agreement-these-are-figures/>
- Invest in Chile: Chile the Place to Build Your Future: November 2022
- The European Commission: The EU-Chile agreement explained: Website Visited August 10, 2023: https://policy.trade.ec.europa.eu/eu-trade-relationships-country-and-...countries-and-regions/chile/eu-chile-agreement/agreement-explained_en
- ECLAC/CEPAL: Foreign Direct Investment 2023: In Latin America and Caribbean; Economic Commission for Latin America and the Caribbean (ECLAC), Foreign Direct Investment in Latin America and the Caribbean, 2023 (LC/PUB.2023/8-P/Rev.1), Santiago, 2023.
- World Trade Organization: World Trade Statistical Review 2023; World Trade Organization; Geneva, 2023

Websites:

- OAS: Trade Agreements by Country: Chile
http://www.sice.oas.org/ctyindex/chl/chlagreements_e.asp
- Official Website of the International Trade Administration – Chile FTA:
<https://www.trade.gov/knowledge-product/exporting-chile-market-overview?section-nav=4185>
- European Commission: The EU has negotiated a trade agreement with Chile
https://policy.trade.ec.europa.eu/eu-trade-relationships-country-and-region/countries-and-regions/chile/eu-chile-agreement/agreement-explained_en
- Canada-Chile Free Trade Agreement
<https://www.international.gc.ca/trade-commerce/trade-agreements-accords-commerciaux/agr-acc/chile-chili/index.aspx?lang=eng>
- InvestChile – A Latin American Hub
<https://www.investchile.gob.cl/why-chile/alatinamericanhub/>