

## MODULE SPECIFICATION "Crisis Management, Negotiations & SecurityT"

### (1) GENERAL

<b>SCHOOL</b>	SCHOOL OF SOCIAL SCIENCES, HUMANITIES AND ARTS		
<b>DEPARTMENT</b>	INTERNATIONAL AND EUROPEAN STUDIES		
<b>LEVEL OF STUDY</b>	POSTGRADUATE		
<b>MODULE CODDE</b>	SST202	<b>SEMESTER OF STUDY</b>	B'
<b>MODULE TITLE</b>	CRISIS MANAGEMENT, NEGOTIATION AND SECURITY		
<b>INDEPENDENT TEACHING ACTIVITIES</b>		<b>TEACHING HOURS</b>	<b>CREDITS (ECTS)</b>
LECTURES		39 (in total)	7,5
<b>MODULE TYPE</b>	GENERAL BACKGROUND		
<b>PREREQUISITE MODULES:</b>	NO		
<b>INSTRUCTION AND EXAMINATIONS LANGUAGE:</b>	ENGLISH		
<b>THE MODULE IS OFFERED TO ERASMUS STUDENTS</b>	NO		
<b>MODULE WEBPAGE (URL)</b>	<a href="https://openeclass.uom.gr/modules/document/?course=UNI390">https://openeclass.uom.gr/modules/document/?course=UNI390</a>		

### (2) LEARNING OUTCOMES

<b>Learning Outcomes</b>
<p>Upon successful completion of the course, the student will be able to:</p> <ul style="list-style-type: none"> <li>• Understand the theoretical and practical aspects of decision making processes</li> <li>• Evaluate the different conjunctures and conditions upon which decisions are made either at the governmental or business areas</li> <li>• Understand the need and essence of crisis management, conflicts in different areas optimizing different tools and mechanisms from international practice</li> <li>• attain substantial knowledge on crisis management and negotiations encouraging the optimal approach according to international practice and theoretical knowledge</li> <li>• cultivate the best possible negotiating skills in crisis management and conflict resolution</li> <li>• attain subject matter expertise on issues of international security that affect decision making in the business or governmental sector</li> <li>• gain the knowledge to advocate and synthesise publicly on issues related to crisis management and negotiations</li> </ul>
<b>General Competencies</b>
<p>Autonomous work            Analysis and Synthesis of multi-dimensional variables for a substantiated evaluation of issues            Augmentation of critical and free judgment based on theoretical and practical knowledge through international bibliography</p>
<b>(3) Module Outline</b>
<p>The course aims familiarize students with the micro and macro-theories of decision making in order to optimize their understanding, their analytical skills, and develop decision making, crisis management and negotiation skills. Initially, the course examines the factors that affect decision making in general and international politics in particular. In addition, the module presents and analyzes the rational, the conventional and the psychological decision making theories, using examples from</p>

world history and international politics. Moreover, concepts, characteristics, and the strategies related to crisis management at micro-and macro level are presented and evaluated. The module examines different methods of negotiations, their respective concepts, purpose and techniques, from the initial to the concluding of an agreement stage. Finally, different aspects of security are theorized and evaluated according to the degree of their impact in the business and governmental sectors.

**Lecture Plan**

- Lecture #1** The essence of decision: Why do we make decisions? Actors, variables and contexts
- Lecture #2** Models of decisions (actors, bureaucrats, politicians, businesspeople)
- Lecture #3** Negotiation practices: phases and results
- Lecture #4** Managing crises: the micro-level (decision making processes)
  
- Lecture #5** Managing crises: the macro-level (inter-state and intra-state crises)
- Lecture #6** Managing international crises
- Lecture #7** Building peace through crisis management
- Lecture #8** The role of international actors in managing crises and conflicts
- Lecture #9** Security issues at the human, national and international level
- Lecture #10** Failed states and global security implications
- Lecture #11** Maritime security issues and managing maritime crises
- Lecture #12** The comprehensive approach in crisis management

**(4) TEACHING AND LEARNING METHODS – ASSESSMENT**

<b>DELIVERY METHOD</b>	Face to face	
<b>USE OF INFORMATION AND COMMUNICATION TECHNOLOGIES</b>	<ul style="list-style-type: none"> <li>Use of the open eClass online platform</li> <li>Power points and other training materials</li> <li>Use of the internet (maps, indices, documents)</li> </ul>	
<b>TEACHING METHODS</b>	<b>Activity</b>	<b>Semester workload</b>
	LECTURES	39
	PREPARATION/STUDY OF MATERIAL BEFORE LECTURES	13
	PREPARING FOR AN ESSAY AND A PRESENTATION	30
	AUTONOMOUS STUDY	128
	<b>TOTAL COURSE</b>	<b>225</b>
<b>STUDENT ASSESEMENT METHODS</b>	<p>The final grade will emerge as follows:</p> <ul style="list-style-type: none"> <li>- A final written test which will represent 70% of the final grade.</li> <li>- A 3,000 word essay and a presentation of its topic will represent 30% of the final grade.</li> </ul>	

**(5) RECOMMENDED-BIBLIOGRAPHY**

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Sean William Kane (2022) Making Peace When the Whole World Has Come to Fight: The Mediation of Internationalized Civil Wars, *International Peacekeeping*, 29:2, 177-203, DOI: 10.1080/13533312.2020.1760718

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