PSCI 7320 (POEC 7320) International Negotiations (3 semester hours) This course examines both the substance and the process of international negotiations. Students study the theory and analysis of negotiations and identify issues, interests and positions of the parties. The course covers the substantive areas of arms control, trade, and environmental negotiations. The course moves from the analysis of simple, bilateral negotiations with only a few issues in contention to complex multilateral negotiations. (3-0) R (2016-02-05 22:04:17)