

SYLLABUS

1. Information regarding the program

1.1 Higher education institution	University of Oradea
1.2 Faculty	Faculty of Economic Sciences
1.3 Department	Department of International Business
1.4 Field of study	Economics and International Business
1.5 Cycle of study	Cycle I - Bachelor
1.6 Program of study /Degree	International Business / Bachelor Degree

2. Information regarding the discipline

2.1 Name of discipline	Economic Diplomacy and Geopolitics						
2.2 Course titleholder	Ciprian/Beniamin BENEĂ, PhD						
2.3 Seminar titleholder	Ciprian/Beniamin BENEĂ, PhD						
2.4 Year of study	3	2.5 Semester	5	2.6 Type of assessment	Cv	2.7 Type of discipline	I

(I) Compulsory; (O) Elective; (F) Facultative

3. Estimated total time (hours/semester of activities)

3.1 Number of hours/week	3	out of which: 3.2 course	2	3.3 seminar	1
3.4 Total of hours in the Curriculum	28	out of which: 3.5 course	14	3.6 seminar	14
Distribution of hours:					58
Studying the workbook, course book, bibliography and notes					20
Supplementary documentation in the library, on electronic specialty sites and in the field					16
Preparing seminars/laboratories, themes, projects, portfolios and essays					10
Tutorship					8
Assessment activities					4
Other activities.....					
3.7 Total hours of individual study	58				
3.9 Total hours/semester	100				
3.10 Number of credits	4				

4. Pre-requisites (if applicable)

4.1 Curriculum (Pre-requisites)
4.2 Skills	Working with statistics and graphs

5. Conditions (if applicable)

5.1. concerning the course activities	
5.2. concerning the seminar/laboratory activities	

6. Specific skills acquired

Professional skills	<p>C1 Description and application of key-concepts, of theories and methods used for competitive advantages' study at different decision levels (global, EU 27, national, and regional) for institutional public and private owned entities</p> <p>C2 Description, explanation, evaluation of negotiating techniques and methods and how international business are conducted, in geopolitical context</p>
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Transversal Skills	<p>CT1 Application of principles, norms, and ethical professional values in the framework of one's own assiduous work, in an efficient and responsible manner</p> <p>CT3 Identifying opportunities for long life learning and efficient valorization of resources and learning techniques for one's own evolution</p>
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7. Objectives of discipline (resulting from the grid of specific skills acquired)

7.1 General objective of discipline	<ul style="list-style-type: none"> - Developing skills in international transport documents' administration - Understanding the key-role of transportations for business - Creating the skills for analysis and synthesis in order to select optimally the route to send goods from one country to another - Understanding how different modes of transport could be fitted for transportation of a peculiar good, taking account of transportations fee, risks, time needed - How are negotiated clauses focused on delivery terms
7.2 Specific objectives	-

8. Contents

8.1 Course (C)	Teaching methods	Observations
8.1.1. Elements with a stable character, which constitute the foundation for a state's power (its geography, resources, industrial capacity)	On-line	
8.1.2. Elements with an instable character, which constitute the foundation for a state's power (its military readiness, national character, national morale, public opinion)	On-line	
8.1.3. Diplomacy and its quality. The functions of diplomacy	On-line	
8.1.4. Diplomacy and interstate relations (recognition, diplomatic and consular relations, diplomatic relations braking down, the level of relations between states)	On-line	
8.1.5. Big powers and their leadership on international arena	On-line	
8.1.6. Alternatives to present international system (a disarmed world, ideological homogeneity, world government, technological unification of the world)	On-line	
8.1.7. The political utility of measures having an economic character (general aspects, the strategic use of economic measures, the tactical use of economic measures)	On-line	
8.1.8. Geopolitics of energy (geopolitics of oil, oil exporting countries and their influence; Caspian Basin and the geopolitics of energy)	On-line	
8.1.9. Pivot states	On-line	
8.1.10. New technical capability, and its geopolitical impact. Maritime and territorial states	On-line	
8.1.11. The development of new technical capacities and their geopolitical and geo-economical impact – Germany and Berlin-Baghdad Railway	On-line	
8.1.12. The development of new technical capacities and their geopolitical and geo-economical impact – USA and Panama Canal	On-line	
8.1.13. The development of new technical capacities and their geopolitical and geo-economical impact – Russia and Trans-Siberian Railway	On-line	
8.1.14. Types of states' constitutions and administration	On-line	

influenced by state's climate and place on Earth		
<p>Brzezinski, Zbigniew K., <i>Europa Centrală și de Est în ciclul tranziției</i>, București, Editura Diogene, 1995;</p> <p>Brzezinski, Zbigniew K., <i>Mare tablă de șah. Supremația americană și imperatiile sale geostrategice</i>, București, Editura Univers Enciclopedic, 2000;</p> <p>Cogan, Charles, <i>French Negotiating Behavior. Negotiating with La Grande Nation</i>, Washington D.C., USIP Press, 2003;</p> <p>Cohen, Raymond, <i>Negotiating Across Cultures. International Communication in an Interdependent World</i>, Washington D. C., USIP Press, 2002;</p> <p>Dobrescu Paul și Bârgăoanu Alina, <i>Geopolitica</i>, București, SNSPA, 2001;</p> <p>Haushofer, Karl E., <i>De la geopolitique</i>, Paris, Fayard, 1986;</p> <p>Hungtington, Samuel P., <i>Ciocnirea civilizațiilor și refacerea ordinii mondiale</i>, București, Editura Antet, 1997</p> <p>Ikle, Fred Charles, <i>How Nations Negotiate</i>, New York, Harper & Row, Publishers, 1964;</p> <p>Kremenyuk, Viktor A., (ed.), <i>International Negotiations</i>, San Francisco, Jossey-Bass, 2002;</p> <p>Mahan, Alfred T., <i>The Influence of Sea Power upon History, 1660 – 1783</i>, Boston, Little, Brown and Company, 1893;</p> <p>Malița, Mircea, <i>Teoria și practica negocierilor</i>, București, Editura Politică, 1972;</p> <p>Malița, Mircea, <i>Diplomația. Școli și instituții</i>, București, Editura Didactică și Pedagogică, 1975;</p> <p>Malița, Mircea, <i>Zece mii de culturi, o singură civilizație. Spre geomodernitatea secolului XXI</i>, București, Editura Nemira, 1998;</p> <p>Malița, Mircea, <i>Între război și pace</i>, București, Editura CH Beck, 2007;</p> <p>Malița, Mircea, <i>Jocuri pe scena lumii</i>, București, Editura CH Beck, 2007;</p> <p>Malița, Mircea, <i>Memoriile unui diplomat român</i>, București, Editura CH Beck, 2007;</p> <p>Morgenthau, Hans J., <i>Politics among Nations. The Struggle for Power and Peace</i>, New York, A Knopf, 1973;</p> <p>Schecter, Jerrold L., <i>Russian Negotiating Behavior. Continuity and Transition</i>, Washington D.C., USIP Press, 1998;</p> <p>Smyser, W. R., <i>How Germans Negotiate. Logical Goals, Practical Solutions</i>, Washington D.C., USIP Press, 2003.</p> <p>Marshall, Tim, <i>Prisoners of Geography: Ten Maps that Explain Everything about the World</i>, New York Schribner, 2016</p> <p>Sloan, Geoffrey, <i>Geopolitics, Geography and Strategic History, 1-st Edition</i>, New York, Routledge, 2017</p> <p>Reviews such: <i>Foreign Affairs, International Affairs, The Washington Quarterly</i></p>		
8.2 Seminar (S)	Teaching methods	Observations
8.2.1. Introductory aspects – Geopolitics: Concept and definitions	On-line	
8.2.2. The hardest to change element of state's national power – its geography	On-line	
8.2.3. Variable elements of national power: its industrial, military, and administrative capacities	On-line	
8.2.4. The most volatile element of national power – people's public opinion	On-line	
8.2.5. Economic diplomacy as an element which contribute to a state's rising role from geopolitical point of view	On-line	
8.2.6. Diplomacy focused on economic interests	On-line	
8.2.7. Religion, element of political mobilization, and as tool for projecting a state's power on international arena	On-line	
8.2.8. Energy resources and the race for their control – the geopolitics of energy	On-line	
8.2.9. Persian Gulf, and its role in global politics	On-line	
8.2.10. Caspian Sea Basin, and its role in the world affairs	On-line	
8.2.11. The geopolitical role of controlling maritime straits	On-line	
8.2.12. Geopolitical role of rivers' deltas	On-line	
8.2.13. The connection between transportation facilities' development and the role of the state on international arena	On-line	
8.2.14. Economic alliances and blocks for member states' role in geopolitical fight on international stage (EU, NAFTA, ASEAN, MERCOSUR)	On-line	
<p><i>References</i></p> <p>Brzezinski, Zbigniew K., <i>Europa Centrală și de Est în ciclul tranziției</i>, București, Editura Diogene, 1995;</p> <p>Brzezinski, Zbigniew K., <i>Mare tablă de șah. Supremația americană și imperatiile sale geostrategice</i>, București, Editura Univers Enciclopedic, 2000;</p>		

Cogan, Charles, *French Negotiating Behavior. Negotiating with La Grande Nation*, Washington D.C., USIP Press, 2003;
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 Smysler, W. R., *How Germans Negotiate. Logical Goals, Practical Solutions*, Washington D.C., USIP Press, 2003.

9. Corroboration of the contents of the discipline with the expectations of the epistemic community, professional associations and employers representing the field of study of the program

- RIIA-Chatham House; CoR; CSIS; Brookings Institution; IISS-Arundel House

10. Assessment

Type of activity	10.1 Assessment criteria	10.2 Assessment methods	10.3 Percentage of the final grade
10.4 Course (C)	Presence minimum 70% at courses. Colloquium, semester assessment	On-line (essay regarding a pressing theme in international politics)	60%
10.5 Seminar (S)	Presence minimum 80%	Interacting in classroom and bringing new ideas in debate	20%
10.6 Laboratory (L)			
10.7 Project (P)	Not compulsory, but if presented, it weights 20% in final evaluation	Essay presented on-line during semester	20%
10.8 Practical works (P)			
10.9 Minimum performance standard: Presenting and reproducing what they found in the course			

Date

22/09/2020

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Ciprian Benjamin Benea

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28/09/2020

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Date of approval in
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30/09/2020

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