

ΟΙΚΟΝΟΜΙΚΟ  
ΠΑΝΕΠΙΣΤΗΜΙΟ  
ΑΘΗΝΩΝ



ATHENS UNIVERSITY  
OF ECONOMICS  
AND BUSINESS

# ATHENS UNIVERSITY OF ECONOMICS AND BUSINESS

## QUALITY ASSURANCE UNIT

POSTGRADUATE PROSPECTUS FOR THE MASTER'S PROGRAMME  
IN INTERNATIONAL NEGOTIATIONS

ATHENS, DECEMBER 2020



## PART ONE: INFORMATION ABOUT THE INSTITUTION

### CONTACT INFORMATION

ATHENS UNIVERSITY OF ECONOMICS AND BUSINESS (AUEB)

Address: 76 Patission Str., GR-10434, Athens

Telephone: +30-210-8203911

Website: <https://www.aueb.gr> e-mail: [webmaster@aueb.gr](mailto:webmaster@aueb.gr)

Facebook: <https://www.facebook.com/auebgreece>

Twitter: <https://twitter.com/aueb>

Linkedin: <https://www.linkedin.com/school/athens-university-of-economics-and-business/mycompany/>

Youtube: <https://www.youtube.com/channel/UCPncunqp3bMuAHHeCikhalg>

Instagram: <https://www.instagram.com/aueb.gr/>

### RECTOR AND VICE RECTORS

#### Rector

Professor Dimitris Bourantonis

#### Vice Rectors

##### **Vice Rector of Academic Affairs and Personnel**

Professor Vasilios Vasdekis

##### **Vice Rector of Research and Lifelong Learning**

Associate Professor Georgios Lekakos

##### **Vice Rector of Financial Planning and Infrastructure**

Professor Konstantinos Drakos

##### **Vice Rector of International Cooperation and Development**

Professor Vasilios Papadakis

#### **School of Economic Sciences**

Dean: Associate Professor Anastasia Miaouli

#### **Department of International & European Economic Studies**

Chair: Professor George Economides

#### **Master's Program in International Negotiations**

Director: Associate Professor Spyros Blavoukos

#### **Contact details**

Address: 47A Evelpidon Str. & 33 Lefkados Str., Athens, GR 113 62

Telephone number: +30 210 8203 642, -697

Email: [intneg@aueb.gr](mailto:intneg@aueb.gr)

Website: <https://www.dept.aueb.gr/intneg>

Facebook: <https://www.facebook.com/mscnegotiations>

## ACADEMIC CALENDAR

### Re-sit exam period September-October 2020

Start of Exams:	Monday, August 31, 2020
End of Exams:	Friday, October 9, 2020
Announcement of grades:	by Monday, November 9, 2020

### WINTER SEMESTER

Classes begin:	Monday, October 12, 2020
Winter Break begins:	Tuesday, December 22, 2020
Classes resume:	Thursday, January 7, 2021
Classes end:	Friday, January 29, 2021

### Exam period January-February 2021

Start of Exams:	Monday, February 1, 2021
End of Exams:	Friday, February 26, 2021
Announcement of grades:	by Friday, March 26, 2021

### Holidays

Celebration of October 28, 1940, Wednesday, October 28, 2020
Anniversary of the Polytechnic, Tuesday, November 17, 2020
Epiphany, Wednesday, January 6, 2021

### SPRING SEMESTER

Classes begin:	Monday, March 1, 2021
Spring Break begins:	Friday, April 23, 2021
Classes resume:	Monday, May 10, 2021
Classes end:	Friday, June 11, 2021

### Exam period June 2021

Start of Exams:	Monday, June 14, 2021
End of Exams:	Friday, July 9, 2021
Announcement of grades:	by Monday, August 2, 2021

### Holidays

Clean Monday, Monday, March 15, 2021
Greek Independence Day, Thursday, March 25, 2021
Pentecost Monday, Monday, June 21, 2021

## UNIVERSITY LEADERSHIP & STRUCTURE

The organization and operation of the University is defined by relevant Greek legislation. Athens University of Economics and Business is under the supervision of the Ministry of Education and Religious Affairs. Its organizational structure includes:

## THE UNIVERSITY SENATE

The **Senate** consists of:

- the Rector
- the Vice Rectors
- the Deans of the Schools
- the Department Chairs
- one representative each of the Undergraduate students, the Master's students and the Doctoral students
- one representative each from the personnel categories of Special Teaching Staff, Laboratory Teaching Staff, Special Technical Laboratory Staff and Administrative Staff

The **Senate** is the highest collective decision-making body of the University.

## SCHOOLS

The Athens University of Economics and Business consists of three Schools:

1. **SCHOOL OF ECONOMIC SCIENCES**, which supervises and coordinates the operation of the Department of International and European Economic Studies and the Department of Economics.
2. **SCHOOL OF BUSINESS**, which supervises and coordinates the operation of the Department of Management Science and Technology, the Department of Business Administration, the Department of Accounting and Finance and the Department of Marketing and Communication.
3. **SCHOOL OF INFORMATION SCIENCE AND TECHNOLOGY**, which supervises and coordinates the operation of the Department of Informatics and the Department of Statistics.

In accordance with Greek law, each School is governed by: (a) the General Assembly of the School, (b) the Dean's Council, and (c) the Dean of the School.

## DEPARTMENTS

The Department is the University's basic educational and academic unit, which advances the development of science and knowledge in its relevant academic field, organizes and teaches the curriculum and ensures that it is continuously improvement and updated. The Department consists of all the Professors, Associate Professors, Assistant Professors, Lecturers, members of the Special Teaching Staff, members of the Laboratory Teaching Staff and members of the Special Technical Laboratory Staff who serve in it.

The Departments of the Athens University of Economics and Business are:

1. International and European Economic Studies
2. Economics
3. Management Science and Technology

4. Business Administration
5. Accounting and Finance
6. Marketing and Communication
7. Informatics
8. Statistics

In accordance with Greek law, each Department is governed by: (a) the Departmental General Assembly, (b) the Administrative Board, and (c) the Department Chair.

## **UNIVERSITY STAFF**

The University staff consists of the following categories:

-- **TEACHING STAFF:**

- The Teaching and Research Staff which consists of (a) Professors, (b) Associate Professors, (c) Assistant Professors, and (d) Lecturers.
- Special Teaching Staff.
- Laboratory Teaching Staff.
- Special Technical Laboratory Staff.
- Auxiliary Teaching Staff.
- Research Assistants.
- Adjunct Teaching Staff.
- Instructors on secondment.

-- **ADMINISTRATIVE STAFF**

## **SERVICES & FACILITIES**

The Athens University of Economics and Business provides both administrative and other services (meals, housing, library, sport facilities, etc.) aimed at serving both its students and staff. More information on the organization and operation of the University's services can be found on the University's website (<http://www.aueb.gr/en>).

### **General description of the university**

Athens University of Economics and Business (AUEB), as a Higher Educational Institution, is a legal entity governed by public law and supervised by the Ministry of Education and Religious Affairs.

AUEB is the third oldest Institution of Higher Education in the country and the first in the fields of Economics and Business Administration. During the course of its development, the scientific fields of Informatics and Statistics have been added. Since its founding in 1920 until today, AUEB has produced a rich and noteworthy tradition of significant academic achievements that characterize the present and create excellent prospects for the future.

The University, a center of excellence in academic research and teaching, is rated as one of the leading universities in Greece, and one of the best internationally, in the academic fields

which it teaches. The University's reputation reflects, on the one hand, the high level of its scientific staff, the quality of its teaching and research and the modern curricula of its Departments and, on the other, the high-level training of its graduates which enables them to achieve professional success both in Greece and abroad.

### **List of undergraduate programmes leading to an academic degree**

Athens University of Economics and Business offers the following curricula and corresponding specializations which lead to an undergraduate degree:

	<b>DEPARTMENT CURRICULUM</b>	<b>SPECIALIZATIONS</b>
1.	International and European Economic Studies	1. International Economics and Finance 2. International and European Political Economy
2.	Economics	1. Economic Theory and Policy 2. Business Economics and Finance 3. International and European Economics
3.	Management Science and Technology	1. Operations Research and Business Analytics 2. Operations and Supply Chain Management 3. Software and Data Analysis Technologies 4. Information Systems and Electronic Business 5. Strategy, Entrepreneurship and Human Resources
4.	Business Administration	1. Business Administration 2. Information Systems Management 3. Accounting and Financial Management 4. Marketing
5.	Accounting and Finance	1. Accounting 2. Finance
6.	Marketing and Communication	1. International Management, Innovation and Entrepreneurship 2. Human Resource Management 3. Business Analytics 4. Digital Marketing
7.	Informatics	1. Theoretical Computer Science 2. Computer Systems and Networks 3. Information Systems and Information Security 4. Databases and Knowledge Management 5. Operational Research and Economics of Information Technology 6. Computational Mathematics and Scientific Calculations
8.	Statistics	No specializations are offered

Detailed information about each Department's curriculum is provided in the Department's Undergraduate Prospectus and on its website.

## **Main University Regulations (including academic recognition procedures)**

The University operates according to various sets of regulations, including:

- The University's Internal Regulations for Operation
- The Regulations for Administrative Services
- The Internal Regulations for Operation of the Master's and Doctoral Programs
- The Internal Regulations for postdoctoral research
- Regulations for Examinations

## **ECTS Coordinator of the University**

The University's ECTS Coordinator is the Quality Assurance Chairperson, who ensures the University's compliance with the principles and rules of the European credit accumulation and transfer systems, supervises compliance and implementation and is responsible for the full recognition and transfer of credit units.

## **Part Two: Information about the Master's Programme in International Negotiations**

### **A. GENERAL DESCRIPTION**

The Master's Programme entitled "International Negotiations" was established by the 2 July 2018 decision of the University Senate. The Programme is governed by the provisions of the Programme's Studies Regulations which were prepared pursuant to the decision of the Department's General Assembly on 16 October 2018 and relevant decisions of the University Senate, in accordance with Greek Law.

#### **The academic degree**

The Master's Programme awards an MSc degree in International Negotiations.

#### **Entrance requirements**

To be accepted into the Master's Programme, students are required to have an undergraduate degree from a Greek Institution of Higher Education, or an undergraduate degree from a foreign Institution of Higher Education which has been recognized by the Hellenic National Academic Recognition Information Center, in accordance with the provisions of Greek law, as specified in the Programme's Studies Regulations.

In accordance with specifically defined provisions of Greek law, members of the staff categories of Special Teaching Staff, Laboratory Teaching Staff, and Special Technical Laboratory Staff are accepted into the Master's Programme in addition to the prescribed number of admissions. The Master's Programme accepts up to 50 students into the full-time programme and up to 50 students into the part-time programme every academic year. The Programme is designed to employ 26 teaching staff.

The Master's Programme in International Negotiations is aimed at a wide range of candidates who are university graduates with different knowledge and different scientific backgrounds, who have different personal or professional interest in issues related to negotiations, such as economists, lawyers, political scientists, specialists in international relations, and executives in the broader public sector who in their daily life participate in negotiation games at the national and/or international levels or aspire to advance professionally in such positions.

Furthermore, the Programme is designed to enable university graduates who want to complete their Master's studies as quickly as possible to study within the framework of the full-time programme. At the same time, it is also designed for executives in the private or public sector who – on the one hand, because of their professional career and development need to acquire the knowledge and skills offered by the Programme, but on the other hand, because of their professional obligations – will choose to complete their studies within the framework of the part-time programme.

### **A.1. Features of the Master's Programme in International Negotiations**

In the globalized international environment, interactions between states and non-state actors – including, among others, international organizations, businesses and non-profit entities – are a daily occurrence. The frequency and complexity of these interactions requires constant negotiations in order to achieve the objectives of each actor.

This Programme introduces students to the fundamental mechanisms of negotiation analysis, through a variety of interdisciplinary approaches. This analysis focuses on the negotiating behavior of the stakeholders, the dynamics and the environment within which the negotiations take place, and the inputs and outputs as well as the outcomes of the negotiations.

The objective of the Programme is for its graduates, through the analytical tools and the knowledge provided to them, to be able to approach complex negotiations and to be capable of appropriately preparing for their own participation in them.

The Programme includes the following fields:

- Negotiations in the International Economic and Political Environment
- International Economic Relations
- Negotiations and International Organizations

### **A.2. Learning Outcomes of the Master's Programme in International Negotiations**

Students in the Programme will:

- ✓ acquire a good understanding of the key concepts and issues related to the theory and practice of negotiations,
- ✓ become familiar with the mechanisms, the tactics and the strategies that lead either to failures of negotiations or to the successful outcomes of negotiations,
- ✓ understand the most important parameters that determine the outcome of negotiations which are conducted in the context of different international institutional frameworks,
- ✓ be capable of analyzing case studies in international negotiations and evaluating the negotiation strategies, the procedures, and the outcomes of the negotiations,
- ✓ have the ability to understand the role and the tools of diplomacy in international negotiations,
- ✓ acquire knowledge and know-how in the field of negotiations in order to be able to meet the demands of their professional careers.

### **A.3. Career Opportunities for Graduates**

The objective of the Programme is to educate and train high-level professionals in the field of negotiations and to develop their negotiation skills in the demanding and dynamic political, economic, administrative and business environment.

Graduates of the Programme will be capable of handling the challenges of the modern, globalized political, economic and business environment, improving their negotiating abilities and skills and assuming leadership roles in public and international organizations and in national and multinational corporations as executives, consultants and specialized officers.

#### **A.4. Access to further studies**

The Department of International and European Economic Studies (D.I.E.E.S.) of Athens University of Economics and Business offers the opportunity to conduct doctoral studies and research in areas that fall within the research interests and/or the field of studies of the Department.

The [Doctoral Programme](#) aims, on the one hand, to produce original, high-level scientific research and, on the other, to create scientists capable of contributing to the advancement of science, education and relevant applications. Graduates are well-prepared to hold responsible positions in the academic, research and business workplace, both in Greece and abroad.

#### **A.5. Research and Teaching Labs of the Department**

Due to increased needs for Lab usage in teaching, computer training and research, in addition to the computer services provided by the Computer Centre and the Centre of Network Management that operate University-wide, the Department of International and European Economic Studies operates the following labs providing additional computer infrastructure for all its members.

##### **Laboratory for Monitoring and Analysing European Affairs (Eurolab)**

###### **Director: Professor I. Billias**

Field of studies: The lab covers teaching and research needs in the field of International and European Economic Relations and particularly in the fields of: 1) Analysis in economic, political and legal developments in the European Union and other International Organizations, 2) Simulation and analysis of consequences of such developments for the Greek Economy and Law, 3) Promotion of research in the field of International and particularly European economic Relations.

Location: A 34, 3rd floor, Antoniadou Wing, Patision 76 building.

##### **“Laboratory of International Economic Relations, LINER”**

###### **Director: Professor S. Kalyvitis**

Field of studies: The lab serves teaching and research needs in the field of “International Economics” with an emphasis in International Trade and International Macroeconomics. Some of the fields covered are the international trade of goods and services, the international mobility of production factors, the relation between international trade and the environment, international trade agreements, exchange rates, international investment and foreign debt.

Location: A 42, 4th Floor, Antoniadou Wing, Patision 76 building.

### **“Research laboratory on Socio-Economic and Environmental Sustainability - ReSEES”**

#### **Director: Professor P. Koundouri**

Field of studies: The lab serves teaching and research needs in the field of “Sustainable Management of Natural Resources and Energy: Economic, Econometric, Social and Political Aspects”. The main goal of ReSEES is the pursuit of excellence in conducting and presenting research on the environment, the natural resources and energy in different time and spatial scales. The research tools employed by ReSEES involve financial analysis, socioeconomic and econometric analysis, environmental valuation, political and institutional analysis, integrated environmental-economic modelling, life-cycle analysis, risk analysis, geographic information systems, game theory, development of computing tools and decision making.

Location: A 49, 4th floor, Antoniadou Wing, Patision 76 building.

### **LABS OF THE SCHOOL OF ECONOMIC SCIENCES**

#### **Economic Growth and Social Policy Laboratory**

#### **Director: Professor P. Tsakloglou**

Field of studies: The lab serves research and teaching needs in the broader field of “Economic and Social Policy” and in particular in issues relating to economic growth, political economy, social protection, labour market, the financial sector, industrial organisation, competition policy and environmental policy.

Location: A 49, 4th floor, Antoniadou Wing, Patision 76 building.

#### **Training Laboratory of the School of Economic Sciences (EconLab)**

Location: Rooms 605 and 610, 6th floor, Evelpidon 47A and Lefkados building.

### **A.6. Faculty**

#### **PROFESSORS**

##### **Ioannis Billias**

BA in Economics, National and Kapodistrian University of Athens

MA in Economics, Athens University of Economics and Business

Ph.D. in Economics, University of Illinois, Urbana-Champaign

##### **Dimitrios Bourantonis**

BA in Political Science, National and Kapodistrian University of Athens

BA in Law, National and Kapodistrian University of Athens

Ph.D. in Political Science, University of Reading

**Dimitrios Christopoulos**

BA in Economics, Athens University of Economics and Business  
Ph.D. in Economics, Panteion University of Social and Political Sciences

**Antonios Demos**

BA in Mathematics, National and Kapodistrian University of Athens  
Postgraduate Certificate in Economics and Econometrics, Southampton University  
MSc in Econometrics and Mathematical Economics, London School of Economics  
Ph.D. in Econometrics and Finance, Birkbeck College, London University

**George Economides**

BA in International and European Economic Studies, Athens University of Economics and Business  
MSc in Economics, University of York  
Ph.D. in Economics, Athens University of Economics and Business

**Panagiotis Hatzipanayotou**

BA in Economics, Athens University of Economics and Business  
MA in Economics, State University of New York, Stony Brook  
Ph.D. in Economics, State University of New York, Stony Brook

**Sarantis Kalyvitis**

BA: Department of Economics, Athens University of Economics and Business  
MSc in Economic Theory, Athens University of Economics and Business  
Ph.D. in Economics, Athens University of Economics and Business

**George Karydis**

BA in Law, National and Kapodistrian University of Athens  
M.A. in Law, Universite de Paris I- Pantheon Sorbonne  
Ph.D. in Law, Universite de Paris I

**Margarita Katsimi**

BA in Economics, National and Kapodistrian University of Athens  
MA in Economics, Birkbeck College, University of London  
Ph.D. in Economics, Birkbeck College, University of London

**Phoebe Koundouri**

BA in Economics, University of Leicester  
MPhil in Economics, University of Cambridge  
Ph.D. in Economics, University of Cambridge

**Chrysovallantou Milliou (appointment pending)**

BA in International and European Studies, University of Macedonia  
MA in Economics, Tufts University  
Ph.D. in Economics, European University Institute

**Thomas Moutos**

BA in Economics, National and Kapodistrian University of Athens  
MA in Economics, McMaster University  
Ph.D. in Economics, McMaster University

**Georgios Pagoulatos**

BA in Law, National and Kapodistrian University of Athens  
MSc in Sociology, University of Oxford  
DPhil in Politics, University of Oxford

**Asterios Pliakos**

BA in Law, Aristotle University of Thessaloniki  
LLM in European Law, Nancy II  
Ph.D. in Law, Strasbourg III

**Spyros Skouras**

BA in Economics, University of Cambridge  
M.Sc. in Economics, Universitat Pompeu Fabra  
M.A. in Economics, University of Cambridge  
Ph.D. in Economics, European University Institute

**Nikolaos Topaloglou**

BA in Electrical and Computer Engineering, Technical University of Crete  
MSc in Decision Aiding, Dauphine University  
MA in Decision Science, Athens University of Economics and Business  
Ph.D. in Finance, University of Cyprus

**Panagiotis Tsakloglou**

BA in Economics, Aristotle University of Thessaloniki  
M.A. in Economics, University of Warwick  
Ph.D. in Economics, University of Warwick

**Spyros Vasilakis**

BA in Economics, National and Kapodistrian University of Athens  
MSc in Economics, Johns Hopkins University  
Ph.D. in Economics, Johns Hopkins University

**Anastasios Xepapadeas**

BA in Economics, National and Kapodistrian University of Athens  
MA in Economics, University of Manchester  
Ph.D. in Economics, University of Manchester

**George Zanias**

BA: Department of Economics, Athens University of Economics and Business  
M.Sc. in Agricultural Economics, University of Reading  
Ph.D./D.Phil. in Economics, Oxford University

**ASSOCIATE PROFESSORS****Spyros Blavoukos**

BA in International and European Economic Studies, Athens University of Economics and Business

MA in European Integration, University of Essex

Ph.D. in Government, University of Essex

**ASSISTANT PROFESSORS****Pantelis Kammas**

BA in Economics, Aristotle University of Thessaloniki

MSc in Economics, Athens University of Economics and Business

Ph.D. in Economics, Athens University of Economics and Business

**Panagiotis Konstantinou**

BA in Economics, National and Kapodistrian University of Athens

MA in Economics, European University Institute

Ph.D. in Economics, European University Institute

**Lampros Pechlivanos**

BA in Economics, Aristotle University of Thessaloniki

MA in Political Economy, Boston University

Ph.D. in Economics, Boston University

**Costas Roumanias**

BA in Economics, National and Kapodistrian University of Athens

M.Phil in Economics, University of Oxford

D.Phil in Economics, University of Oxford

**Evgenia Vella (appointment pending)**

BA in International and European Economic Studies, Athens University of Economics and Business

MSc in International and European Economics, Athens University of Economics and Business

Ph.D in Economics, Athens University of Economics and Business

**PROFESSOR EMERITUS****Nikolaos Christodoulakis**

BA, National Technical University of Athens (NTUA)

MPhil, University of Cambridge

Ph.D, University of Cambridge

**A.7. External Scientific Associates****Georgios Anagnostaras**

LLB, Faculty of Law, Aristotle University of Thessaloniki

LLM in European Legal Studies, University of Bristol, UK

Ph.D. in Law, University of Bristol, UK

**Ilias Kapoutsis**

BS in Business Administration, Athens University of Economics and Business  
MSc in Business Information Technology, University of Manchester, UK  
Ph.D. in Management, Athens University of Economics and Business

**Flora Kokkinaki**

BSc in Psychology (Hons), Department of Psychology, University of Crete  
MPhil in Psychology, University of Cambridge, UK  
Ph.D. in Psychology, University College London, UK

**Tsakonas Panayotis**

BA in Political Science and International Studies, Panteion University, Athens  
MA in International Relations and Security Studies, Reading University, Reading -U.K.  
Ph.D in International Relations, Panteion University, Athens

**A.8. STUDIES IN THE MASTER'S PROGRAMME**

The Master's Programme is intensive and fulfills the provisions set out in the 13-8-2007 Ministerial Decree with regard to the implementation of the European Credit Transfer and Accumulation System.

The Programme offers:

- a **full-time** programme with studies lasting 12 months (three semesters of studies)
- a **part-time** programme with studies lasting 24 months (six semesters of studies)

The Master's Programme in International and European Economic Studies corresponds to a total of 75 credits in the European Credit Transfer and Accumulation System (ECTS). The Programme consists of 10 courses, all of which carry an equal number of ECTS credits, as well as the writing of a Master's dissertation along with attendance at a seminar on preparing the dissertation. Each of the 10 courses corresponds to 5 ECTS credits while the Master's dissertation in combination with the seminar is equivalent to 25 ECTS credits. The Programme also includes preparatory courses which are offered each year in September.

Each trimester students follow the compulsory courses for that trimester, and choose elective courses from those offered that trimester. During their overall course of studies, students must pass examinations in five compulsory courses and five elective courses.

**A.9. The curriculum (with ECTS credits)**

The curriculum of courses that are taught and examined is divided into compulsory and elective courses. The following overall rules apply:

- Modification of the curriculum and redistribution of courses between semesters can be effected through decisions of the authorized bodies, in accordance with the Postgraduate Studies Regulations.
- The curriculum is offered both as a full-time programme and as a part-time programme. The redistribution of courses in the part-time programme is decided upon by the authorized bodies and will be included in the Postgraduate Studies Regulations of the Master's Programme.
- The duration of the full-time programme is 12 months, which includes two semesters of course studies and the time to write the Master's dissertation. The duration of the part-time programme exceeds that of the full-time programme by two semesters of course studies. The semesters of study are defined by law.
- The teaching and the examination of the courses in the Master's Programme, as well as the writing of the Master's dissertation, can be conducted in either the Greek or the English language, while the bibliography and relevant articles will be drawn from both Greek and international sources.

#### **A.10. Compulsory Courses**

1. Negotiation Analysis
2. Negotiations and International Organizations
3. International Economic Relations and Economic Diplomacy
4. Intelligence Analysis
5. Games, Strategies and Bargaining
6. Alternative Dispute Resolution: Negotiation, Mediation, Arbitration

#### **A.11. Elective Courses**

1. Psychology and Negotiations
2. International Law
3. Structure and Functioning of the European and Global Economic System
4. Institutions and Negotiations in the EU
5. The Role of the European Union in International Negotiations
6. Crisis Management and Decision-Making
7. International Trade and Multinational Enterprises
8. Special topics of EU Diplomacy
9. Business Negotiations
10. Mediation and Conflict Resolution
11. International Investment and Trade Disputes Settlement

## **A.12. Master's Dissertation**

- The master's dissertation is mandatory and is prepared individually or by pairs of two students, under the supervision of a member of the teaching faculty of the Department. It corresponds to 15 ECTS credits and, in combination with the dissertation seminar (which corresponds to 10 ECTS credits), is equivalent to 25 ECTS credits.
- The master's dissertation must meet accepted postgraduate standards in terms of length and quality. This means that, through the dissertation, the student is expected to demonstrate thorough knowledge and competence in the relevant scientific field. For this reason, the dissertation must include (to some extent) an element of theoretical and/or empirical originality, in the form of collection and/or processing of data and/or development of a theoretical model, based on the courses taught in the Programme.
- The master's dissertation is written by students in the full-time programme during the summer months of their year of study, and by students in the part-time programme during the summer months of their second year of study. The dissertation must be submitted by the beginning of September by students in the full-time programme, and by the beginning of September of their second year by students in the part-time programme. A student who fails to complete the dissertation within the abovementioned time limits is entitled to an extension of six months, following a recommendation by the faculty Supervisor presenting the reasons justifying such an extension, in order to graduate within the prescribed timeframe for completing studies in the Programme.

### **Content, format and length of the Master's dissertation**

- The Master's dissertation is to be written in either Greek or English. If the dissertation is written in Greek, the title must be translated into English and submitted to the Secretariat of the Programme.
- The total length of the dissertation should be at least 15,000 words and not more than 35,000 words, not including the Bibliography and any relevant tables, unless the faculty Supervisor has approved a change in the minimum or maximum word limit.
- The recommended font is Times New Roman 12 and the recommended line spacing is 1.5.
- The structure of the dissertation is the following:
  - a) The first page (title page) includes the information below:
    - Athens University of Economics and Business
    - School of Economic Sciences
    - Department of International and European Economic Studies
    - The title of the Master's dissertation
    - The student's full name

- The phrase: “*A Master’s dissertation submitted in partial fulfillment of the requirements for the Master’s Degree*”
- The date of submission

b) The second page contains the names of the faculty Supervisor and the faculty Examiners, as well as the sentence: “*I, (student’s name), hereby declare that the work prepared and presented in this submitted Master’s dissertation is exclusively mine. Any information and material contained in and drawn from other sources has been appropriately cited and referenced in this dissertation. In addition, I am aware that if it is found that what I have declared here is not correct, my degree can be revoked immediately at any time.*”

c) The third page contains the table of contents.

d) The fourth page contains a summary of the Master’s dissertation (up to 200 words). The Summary must be provided in both Greek and English and very briefly presents an overview of the work (main objectives, research methodology, key findings).

e) Next comes the body of the dissertation, which should have the following indicative general structure:

- Chapter 1 - **Introduction**

The Introduction includes a delineation of the topic and clarification of the research question(s), a brief presentation of the research methodology and material, along with an outline of the structure of the dissertation and the main findings.

- Chapter 2: **Literature review**

The review of the literature (indicative length: 5-10 pages) is directly linked to the dissertation topic. It is usually the first section that the student prepares, given that it helps to clarify the research framework and define the objectives of the work.

- Chapter 3: **Theoretical/analytical framework and research methodology**

This chapter provides a deeper theoretical and/or analytical background of the work, along with the research methodology.

- Chapter 4: **Empirical data** (can be expanded into additional chapters)

The chapter on empirical data includes presentation of the specific elements of quantitative and/or qualitative analysis used in the particular dissertation (for example, analysis of quantitative data and econometric analysis, or

analysis of legal and other texts, or case studies, or comparative research, and so forth).

- Chapter 5: **Analysis – Discussion**

- Chapter 6: **Conclusions**

The Conclusions (1-2 pages) summarize the main findings of the work.

Clearly the above structure is indicative; it should be adapted to fit the specific characteristics of the particular area of study and research topic, in **direct consultation with the faculty Supervisor**.

f) Appendices (if any)

g) The last section is the Bibliography, which should follow the specifications of one of the internationally accepted styles for academic work, such as the Harvard style or the APA style. The final version of the bibliography (list of references) incorporates all of the sources of information which have been used in developing the topic and which have been cited in the dissertation.

### **Presentation, examination and grading of Master's dissertations**

- The dissertation is graded by a three-member Examining Committee (which is composed of the faculty Supervisor and two faculty Examiners) before whom the student is obligated to defend the dissertation. The presentation and defense of the dissertation lasts for 20-30 minutes. The student is required to have prepared a small number of slides with bullet points/keywords upon which the oral presentation will be based. Questions from the Examining Committee can be posed either during the presentation or afterwards.
- The dissertation must be given to the faculty Supervisor for final remarks and comments at least 20 days before the final submission date. In this version all the previous remarks and comments of the Supervisor need to have been addressed. Only after final approval is given will it be possible to submit the work and only within the deadline set by the Secretariat. An extension of a small number of days will be given only for proven reasons of force majeure (such as health).
- Once the faculty Supervisor approves the final draft of the dissertation, the work is submitted to be checked by the Turnitin plagiarism detection service. Depending on the result of the check, the student either makes further corrections or proceeds with final submission of the work to the Examiners (in electronic form, after consultation with the faculty Supervisor).

- Following the final submission of the dissertation to the Examining Committee, the student consults with the three-member Committee in order to determine the day and time for the presentation and defense of the dissertation before the Committee.
- The evaluation of the dissertation is based on strict scientific criteria with regard to its originality, depth and analysis, composition and quality. Following the defense, an evaluation report is prepared which is signed by the Examining Committee. In order for the grade for the dissertation to be awarded, the evaluation report is submitted by the faculty Supervisor to the Secretariat of the Master's and Doctoral Studies of the School of Economic Sciences.
- If the student does not receive a passing grade on the dissertation, the student can be re-examined one additional time, not earlier than three months nor later than six months after the original examination. If the student does not receive a passing grade on the dissertation from the second examination, the relevant provisions of the law and the Studies Regulations are applied.
- After the dissertation is awarded a grade, the student electronically submits it to the Institutional Repository “PYXIDA” (<http://www.pyxida.aueb.gr/index.php?lang=en>) of the University Library, using the self-archiving process. This electronic deposit of the dissertation is a prerequisite to being awarded the Master's degree.

## BASIC PRINCIPLES

- Throughout the preparation of the dissertation, the student should maintain contact with the faculty Supervisor and follow the Supervisor's suggestions and directions.
- Files sent by the student should include the student's name and the title of the dissertation in the name of the file. Do not use general file names such as “Dissertation” or “Dissertation final”.
- Prior to submitting any files, the files should first be carefully checked for spelling, syntax and typing mistakes. Files containing mistakes will be returned to the student – without comments – for correction.
- Students must attend the seminars regarding preparation of the Master's dissertation that are organized by the Programme and the dissertation supervisors. It is also recommended that students follow the relevant educational seminars that are organized by the University Library. Follow the link below for more information:  
<https://www.aueb.gr/el/lib/content/v-enotita-ekpaideytikon-seminarion-vivliothikis>
- The student must cite every source of information that was used in writing the dissertation and bears full responsibility if the dissertation is checked and found to contain extensive copying through any method, whether before or after the completion of the dissertation (**plagiarism**).

### **A.13. Distribution of Courses by Trimester\***

\*By decision of the Departmental General Assembly and approval of the University Senate, classes can be added to or removed from the detailed programme of studies.

Courses can be redistributed between semesters by decision of the Coordinating Committee of the Master's Programme.

### **A.14. The Erasmus Programme**

The “Lifelong Learning Programme” – ERASMUS offers undergraduate and graduate students the opportunity to study for a period in universities of the European Union that have a bilateral agreement with our Department that includes the equivalent level of studies (undergraduate, postgraduate or doctoral). For details regarding the process of student mobility, you can visit the Athens University of Economics and Business web page <https://www.aueb.gr/en/erasmus>.

In order to obtain recognition for a course which a student passed at another university within the framework of the ERASMUS Programme, the total number of ECTS credits and the grade that the student received at the university where the class was taught are transferred. The grade is included in the calculation of the student's overall grade point average for the degree.

Students are selected for the Erasmus+ Programme based on the following criteria:

- The student's grade point average on the date of application for the programme
- The total number of courses which the student has passed
- The total number of first-year courses which the student has passed
- The type of courses which the student has passed in relation to the curriculum of the host university
- The student's level of knowledge of the language of instruction of the host university
- The priority ranking which the student declares for the host university
- A personal interview

### **A.15. Final examinations**

The final evaluation in each course is conducted through written examinations and/or assignments. By decision of the Departmental General Assembly and then by recommendation of the Coordinating Committee, the final evaluation can alternatively be conducted through oral examinations.

### **A.16. Regulations regarding exams and assessment/grading**

1. The composition of the final grade for each course is determined by the course instructor(s) and can include individual or team assignments. Participation in the examinations on the designated date announced by the Programme is compulsory.
2. The grading scale ranges from zero (0) to ten (10), in increments of half or whole units. A grade of 5 and above is deemed to be a passing grade.

3. A student who fails to appear for the exam in a given course on the specified date, without excuse, loses that examination period, is considered to have failed the given course, and must appear for the re-take exam for that course. The re-take exams for each trimester are held approximately ten days after the regular exams for each trimester. The maximum grade that can be received on re-take exams is seven (7).
4. Class attendance is compulsory. A student whose absences exceed 1/3 of the teaching hours in a given course is considered to have failed the course and must repeat it the very next time that it is offered.

## **A.18. Scholarships and Awards**

### **TUITION FEES**

The tuition fees for attending the Master's Programme are set at 4,200 euros and are paid in installments over the course of the Programme (full-time and part-time). The students who are entitled to an exemption from tuition fees are defined by the relevant Greek law.

## **A.19. Awarding the Master's Degree and the Grade for the Degree**

1. Postgraduate students complete their studies and are awarded the Master's Degree when they have fulfilled all the requirements of the Programme, which are successful examination in the courses of the Programme, approval of the dissertation and payment of tuition fees.
2. The final grade for the MSc degree is the average of the grade for the graduate courses and the grade for the dissertation.
3. The grade awarded to the Master's degree (MSc) certifies the successful completion of the postgraduate student's studies. The MSc degree which the student is awarded carries the designation of Good, Very Good, or Excellent which correspond to: a) "Excellent" from 8.51 to 10; b) "Very Good" from 6.51 to 8.50; and c) "Good" from 5 to 6.50.
4. The diploma for the Master's degree is a public document. The type, the format, the contents as well as the authorized signatories are determined by decision of the University Senate.
5. The Master's degree is awarded at a special public ceremony which is attended by the Rector or his/her legal alternate, the Dean of the School, the Director of the Master's Programme, the President of the Department, and all of the postgraduate students who have fulfilled the requirements for the awarding of the Master's degree.
6. During the time period preceding the awarding of the degree, the Secretariat of the Master's Programme issues a certificate of completion of studies which indicates the date of graduation.

## B. Description of Individual Courses

Course title	<b>Negotiation Analysis</b>
Course code	m43102p
Type of course	Compulsory
Level of course	Postgraduate
Semester/trimester	Winter Semester
Number of credits allocated	5
Name of lecturer	Spyros Blavoukos, Associate Professor
Objective of the course (preferably expressed in terms of learning outcomes and competences)	<p>The course aims at:</p> <ul style="list-style-type: none"> <li>- Increasing the understanding of students on aspects of international negotiations and the negotiating environment</li> <li>- Strengthening their analytical skills and their capacity to absorb theoretical knowledge on the studying of international negotiations</li> <li>- Improving their practical negotiating skills by means of hands-on seminar and simulation games</li> </ul>
Course contents	<p>The course is structured around the following thematic axes:</p> <ul style="list-style-type: none"> <li>▪ Conceptualization of negotiations: content and analytical approaches</li> <li>▪ Negotiating environment: analysis of the institutional and cultural background, information asymmetries, nested games, two-level games, coalition building</li> <li>▪ Negotiation stages and preparation: <ul style="list-style-type: none"> <li>a. Pre-negotiating stage, agenda setting, main phase, implementation</li> <li>b. Strategy, tactics, techniques</li> </ul> </li> <li>▪ Mediation: concept and nature of mediation</li> <li>▪ The role of the Presidency in bilateral and multilateral negotiations</li> </ul>
Recommended reading	<p>Malhotra, D. and M.H. Bazerman (2018) <i>Γίνε ιδιοφυία στις Διαπραγματεύσεις</i> (Αθήνα: Ψυχογός).</p> <p>Rubin, J. D.G. Pruitt and Sung Hee Kim (1999) <i>Η διευθέτηση της κοινωνική σύγκρουσης</i> (Αθήνα: Καστανιώτης).</p> <p>Lempereur, A. &amp; A. Colson (2010) <i>Διαπραγματεύσεις: Σύγχρονες απόψεις και πρακτική</i> (Αθήνα: Rosili).</p> <p>Demarr, B. J. and S. C. Dejanasz (2018) <i>Διαπραγματεύσεις και Επίλυση Διαφορών</i> (Αθήνα: Τζιόλας).</p>

Mansbridge, J. and C.J. Martin (eds) (2013) *Negotiating Agreement in Politics*, Report of the Task Force on Negotiating Agreement in Politics, American Political Science Association.

Meerts, P. (2015) *Diplomatic Negotiation: Essence and Evolution*, The Hague: Clingendael.

Putnam, R. D. (1988) "Diplomacy and Domestic Politics: The Logic of Two-Level Games," *International Organization* 42, pp. 427-460.

Touval, S. (1989) 'Multilateral Negotiation: An Analytic Approach', *Negotiation Journal*, 5:2, pp. 159-173

Zartman, I. W. (2008) *Negotiation and Conflict Management: Essays on theory and practice* (London: Routledge).

Teaching methods

The course relies on a multitude of teaching methods:

- lectures
- seminar of negotiating skills
- simulation of a European Council meeting, focusing on the management of the migration crisis (2015-16)
- case-study analysis and a business negotiations game

Assessment methods

Students are assessed in the following three ways:

- final exams: essay type (60%)
- Strategy Paper and participation in the simulation game (20%)
- short assignment on the business negotiations game (20%)

Language of instruction

Greek/ English

Course title	<b>Negotiations and International Organizations</b>
Course code	m43103s
Type of course	Compulsory
Level of course	Postgraduate
Semester/trimester	Winter Semester
Number of credits allocated	5
Name of lecturer	D. Bourantonis, Professor & P. Konstantinou, Assistant Professor
Objective of the course (preferably expressed in terms of learning outcomes and competences)	<p>The course aims at:</p> <ul style="list-style-type: none"> <li>• Helping students in identifying the procedures of the negotiations taking place in international organizations.</li> <li>• Helping students in understanding the actors and negotiation practices in major international organizations.</li> <li>• Presenting the dynamics evolving as a result of negotiations in international organizations.</li> <li>• Analysing the role of the UN, African Union, NATO, IMF, WTO, World Bank.</li> </ul>
Course contents	<p>The course is structured around the following thematic areas:</p> <ul style="list-style-type: none"> <li>• The Structure of Negotiations in IOs (actors and processes)</li> <li>• Negotiations in the UN</li> <li>• Negotiations and cooperation between Organizations: EU-UN, EU-NATO and EU-African Union</li> <li>• Negotiations: Institutional Context and the Best Alternative to a Negotiated Agreement</li> <li>• International Economic Organizations I: The World Bank and the International Monetary Fund (IMF)</li> <li>• International Economic Organizations II: The World Trade Organization</li> </ul>
Recommended reading	<p>Blavoukos, S. and D. Bourantonis (2011) <i>Chairing Multilateral Negotiations. The Case of the United Nations</i>, London, Routledge.</p> <p>Dixit, Avinash and Nalebuff, Barry (1993) <i>Thinking Strategically: The Competitive Edge in Business, Politics, and Everyday Life</i>. New York: W.W. Norton.</p> <p>Hampson, Fen Osler with Michael Hart (1999) <i>Multilateral Negotiations Lessons from Arms Control, Trade, and the Environment</i>, Baltimore, MD: Johns Hopkins University Press</p> <p>Lewicki, R., Barry, B. and Saunders, D. (2014) <i>Negotiation</i>, 7th edition, McGraw-Hill</p>

	<p>Moravcsik, A. (1993). "Introduction: Integrating International and Domestic Theories of International Bargaining," in Evans, et al. <i>Double-Edged Diplomacy: International Bargaining and Domestic Politics</i> (pp. 3 – 42) Berkeley: University of California Press (pp. 3-42).</p> <p>Odell, John S. (2006) <i>Negotiating Trade: Developing Countries in the WTO and NAFTA</i>, Cambridge: Cambridge University Press</p> <p>Odell, John S. (2009) "Breaking Deadlocks in International Institutional Negotiations: The WTO, Seattle, and Doha", <i>International Studies Quarterly</i> 53, 273–299</p> <p>Odell, John S. (2010) "Three islands of knowledge about negotiation in international organizations", <i>Journal of European Public Policy</i> 17(5): 619-632</p> <p>Rickard, Stephanie J., and Caraway, Terry L. (2014) "International Negotiations in the Shadow of National Elections", <i>International Organization</i> 68(3): 701-720.</p> <p>Smith, C. (2006) <i>Politics and Processes at the United Nations. The Global Dance</i>, Boulder: Lynne Rienner</p> <p>Tallberg, J. (2010) "The Power of the Chair: Formal Leadership in International Cooperation", <i>International Studies Quarterly</i>, 54(1): 241-265.</p> <p>Touval, S. (1989) "Multilateral Negotiation: An Analytic Approach", <i>Negotiation Journal</i>, April 1989: 159-173</p>
Teaching methods	<ul style="list-style-type: none"> <li>• Face to face Lectures</li> <li>• Seminar/Guest Lectures: Case-Study Analysis</li> </ul>
Assessment methods	Final Written Examination (100%)
Language of instruction	Greek/ English

Course title	<b>Psychology and Negotiations</b>
Course code	m43211p
Type of course	Elective
Level of course	Postgraduate
Semester/trimester	Winter Semester
Number of credits allocated	5
Name of lecturer	Sarantis Kalyvitis, Professor
Objective of the course (preferably expressed in terms of learning outcomes and competences)	Design of negotiation policies and decision making using psychological methods
Course contents	This course expands the understanding of negotiations by presenting insights largely stemming from decades of psychological research on influence, judgment, cognition, and decision-making. The material of the course is based on readings from books and scientific articles, which provide key findings on systematic regularities in psychology and their linkages with negotiations, and also prescriptive advice on how to negotiate. Thus, the course enables students to gain expertise in how to analyze your own negotiation experiences.
Recommended reading	Robert B. Cialdini. <i>Influence: The Psychology of Persuasion</i> . Revised edition. Harper Business, 2006.  Daniel Kahneman. <i>Thinking Fast and Slow</i> . Farrar, Straus and Giroux, 2013.
Teaching methods	In class lectures and accompanying slides
Assessment methods	One final written exam
Language of instruction	Greek

Course title	<b>International Law</b>
Course code	m43217s
Type of course	Elective
Level of course	Postgraduate
Semester/trimester	Winter Semester
Number of credits allocated (based on the student workload required to achieve the objectives or learning outcomes)	5
Name of lecturer	Professor Asterios Pliakos – Dr. Georgios Anagnostaras
Objective of the course (preferably expressed in terms of learning outcomes and competences)	The aim of the course is to look into the study of the sources and the rules of International Law, to demonstrate the specificities of this area of law and its hierarchical relationship with the national legal orders and national law, to explain the meaning and the operation of the International Organizations by studying the most important of them, to explain the functioning and the importance of the international judicial bodies. Particular emphasis is given to the International Law of the Sea and to the International Energy Law.
Course contents	Subjects of International Law, sources of International Law, jus cogens, hierarchical position of International Law, International Custom, International Treaties, the State (elements, territorial sovereignty, territorial integrity, acquisition of land, succession of States), the International Court of Justice, international responsibility of the State, diplomatic protection, International Law of the Sea (territorial waters, continental shelf, exclusive economic zone), diplomatic and consular relations, International Energy Law.
Recommended reading	<ol style="list-style-type: none"> <li>1. Roukounas, Public International Law, (3rd edition, Nomiki Vivliothiki 2015) (in Greek)</li> <li>2. Chatzikonstantiniu/Apostolidis/Sarigiannidis, Fundamental Concepts in Public International Law, (2nd edition, Sakkoulas 2014) (in Greek)</li> <li>3. Antonopoulos/Magliveras (eds.), The Law of the International Community, (3rd edition, Nomiki Vivliothiki 2017) (in Greek)</li> <li>4. Crawford J., Brownlie's Principles of Public International Law (9th edition, Oxford University Press 2019)</li> <li>5. Shaw M., International Law (8th edition, Cambridge University Press 2018)</li> <li>6. Evans M. (eds.), International Law (5th edition, Oxford University Press 2018)</li> </ol>

	7. Decaux E., De Frouville O., Droit International Public (11e édition, Dalloz 2018) 8. Blin O., Droit International Public Général (2e édition, Bruylant 2019) 9. Dupuy P-M, Kerbrat Y., Droit International Public (14e édition, Dalloz 2018)
Teaching methods	Analysis and interpretation of the institutions, the sources and the rules of International Law. Study and analysis of the case law of the International Court of Justice. Examination of case studies.
Assessment methods	Written/Oral Examination – Written Assignments
Language of instruction	Greek

Course title	<b>Structure and Functioning of the European and Global Economic System</b>
Course code	m43213s
Type of course	Elective
Level of course	Postgraduate
Semester/trimester	Winter Semester
Number of credits allocated	5
Name of lecturer	Thomas Moutos, Professor
Objective of the course	<ul style="list-style-type: none"> <li>Knowledge of the main trends regarding the evolution of the global economy and understanding of the factors affecting the changing structure of economic power across nations.</li> <li>Understanding of the effects of international factor movements (capital and labour) and of regional economic integration. .</li> <li>Understanding of the factors contributing to global economic imbalances (surpluses/deficits in the current account balances), and of the policies needed to correct them.</li> <li>Understanding of the reasons behind the rise in the importance of Global Value Chains, and of their role in increasing economic interdependence.</li> </ul>
Prerequisites	Basic microeconomics and macroeconomics
Course contents	<ol style="list-style-type: none"> <li>1. The Long Run Evolution of the Global Economy</li> <li>2. Consequences of Regional Economic Integration for the Smooth Functioning of the Global Economy</li> <li>3. International Trade in Goods and International Factor Mobility -The Effects of Foreign Direct Investment and International Migration</li> <li>4. Global Economic Imbalances</li> <li>5. Multinational Corporations and Global Value Chains</li> </ol>
Recommended reading	<ul style="list-style-type: none"> <li>▪ Making Trade an Engine of Growth for All : The Case for Trade and for Policies to Facilitate Adjustment, Joint IMF, World Bank, World Trade Organization Report, 2017</li> <li>▪ Moving for Prosperity: Global Migration and Labor Markets, Policy Research Report, World Bank, 2018</li> <li>▪ Javorsek, M. and I. Camacho, Trade in Value Added: Concepts, Estimation and Analysis, Working Paper No 150, UN ESCAP, 2015</li> <li>▪ Rodrik, D., The Globalization Paradox, Norton, 2011</li> <li>▪ World Investment Report 2018, UNCTAD, 2018.</li> </ul>
Teaching methods	This course involves lectures and student projects which are presented and discussed in class.
Assessment methods	Written final exam and coursework
Language of instruction	Greek/English

Course title	<b>International Economic Relations and Economic Diplomacy</b>
Course code	m43101p
Type of course	Compulsory
Level of course	Postgraduate
Semester/trimester	Winter Semester
Number of credits allocated	5
Name of lecturer	THOMAS MOUTOS, Professor GEORGIOS PAPAGIANNIS, Adjunct Lecturer
Objective of the course (preferably expressed in terms of learning outcomes and competences)	<p>The course aims at:</p> <ul style="list-style-type: none"> <li>• Providing an understanding of the domestic and international consequences of various trade policy interventions</li> <li>• Developing skills for the strategic analysis of the occurrence and consequences of international economic conflicts, and of the role of international economic organizations in averting trade wars.</li> <li>- Increasing the understanding of students on aspects of international economic relations negotiations and economic diplomacy</li> <li>- Strengthening their analytical skills and their capacity to absorb theoretical knowledge on the studying of economic diplomacy</li> <li>- Improving their negotiating skills by means of hands-on simulation negotiations game</li> </ul>
Course contents	<p>The course is structured around the following thematic axes:</p> <ol style="list-style-type: none"> <li>1. The structure of the world trading system and the importance of international trade for economic welfare and development.</li> <li>2. Consequences of tariffs, quantitative restrictions, and export subsidies.</li> <li>3. Trade wars and the role of the World Trade Organization.</li> <li>4. Customs Union and Regional Economic Integration.</li> <li>5. Concept and aspects of economic diplomacy. The role of economic diplomacy in the global economic system, foreign policy and national security. Current challenges to economic diplomacy.</li> <li>6. International business diplomacy. Financial diplomacy. The tools of economic diplomacy. Economic warfare.</li> <li>7. Systems, models and decision making process in economic diplomacy, Economic diplomacy in Greece. Case studies in international trade, international business negotiations, foreign policy and foreign aid.</li> <li>8. Role-play simulation in multilateral trade negotiations.</li> </ol>
Recommended reading	<p>R. Feenstra. &amp; A. Taylor , International Economics, Worth Publishers, 2012.</p> <p>H. Tsardanidis, <i>Economic Diplomacy</i>, Papazisis Publishers, 2018.</p> <p>C. P. Bown&amp; M. Kolb (2020), “Trump’s Trade War Timeline: An Up-to-Date Guide”, available at</p>

	<p><a href="https://www.piie.com/sites/default/files/documents/trump-trade-war-timeline.pdf">https://www.piie.com/sites/default/files/documents/trump-trade-war-timeline.pdf</a></p> <p><u>van Bergeijk P &amp; Moons</u> S. (2018), Research Handbook on Economic Diplomacy: Bilateral Relations in a Context of Geopolitical Change</p> <p>Bayne, N. &amp; Woolcock, S. (2016), The New Economic Diplomacy: Decision Making and Negotiation in International Economic Relations, 4th edition</p> <p>Bown, C., Jung, E. &amp; Zhang, E. (2019), <i>Trump Has Gotten China to Lower Its Tariffs. Just Toward Everyone Else</i>, Peterson Institute of International Economics, Washington, DC. <a href="https://www.piie.com/blogs/trade-investment-policy-watch/trump-has-gott">https://www.piie.com/blogs/trade-investment-policy-watch/trump-has-gott</a></p> <p>Subramanian, A. (2011), <i>ECLIPSE: Leaving in the Shadow of China's Economic Dominance</i>, Peterson Institute of International Economics, Washington, DC.</p> <p>UNCTAD (2019), Trade Wars: The Pain and the Gain, Press Release related to the findings of the <a href="#">Key Statistics and Trends in Trade Policy 2018</a> (both available at <a href="https://unctad.org/en/pages/PressRelease.aspx?OriginalVersionID=500.">https://unctad.org/en/pages/PressRelease.aspx?OriginalVersionID=500.</a>)</p> <p>Woolcock, S. (2012), European Union and Economic Diplomacy: The Role of the EU in External Economic Relations, Farnham/Burlington: Ashgate</p>
Teaching methods	<p>The course relies on a multitude of teaching methods:</p> <ul style="list-style-type: none"> <li>•Lectures</li> <li>•Role-play simulation game</li> </ul>
Assessment methods	Final exams: essay type (100%)
Language of instruction	Greek/ English

Course title	<b>Intelligence Analysis</b>
Course code	m43106p
Type of course	Compulsory
Level of course	Postgraduate
Semester/trimester	Winter Semester
Number of credits allocated	5
Name of lecturer	Blavoukos Spyros, Assistant Professor Papagiannis George, Instructor Siotis Dimitris, Instructor
Objective of the course (preferably expressed in terms of learning outcomes and competences)	<ul style="list-style-type: none"> <li>• Enhancing the skills and ability to collect and filter information.</li> <li>• Developing critical thinking and capturing the context of analysis, through analysis methods and techniques.</li> <li>• Developing analytical skills for the resolution of complex issues.</li> <li>• Understanding and use of the tools of structured analysis.</li> </ul>
Course contents	<p>The course examines the main methods and techniques of intelligence analysis, combining – with the use of case studies – intelligence analysis with decision making for the strategy the negotiation team can possibly follow. It makes the distinction between news and information and emphasizes the importance of the latter in understanding the context of analysis. Through exercises and with the use of different analysis techniques, students practice on the analysis of current affairs.</p> <p>More specifically, the course is structured as following:</p> <ul style="list-style-type: none"> <li>• Influence and information filtering</li> <li>• Intelligence cycle. Structure of analytical process, classification of analysis methods.</li> <li>• Techniques of structured analysis</li> <li>• The evolution of knowledge. Weight ranking.</li> <li>• Problems of the intelligence analysis process.</li> <li>• Case Analysis</li> <li>• Project Analysis</li> </ul>
Recommended reading	<ul style="list-style-type: none"> <li>• Heuer R. J., Pherson R. (2011), <i>Structured Analytic Techniques for Intelligence Analysis</i>, CQ Press.</li> <li>• Heuer R. J. (1999), <i>Psychology of Intelligence Analysis</i>, Central Intelligence Agency.</li> <li>• Moore D. (2007), <i>Critical Thinking and Intelligence Analysis</i>, National Defense Intelligence College.</li> </ul>

	<ul style="list-style-type: none"> <li>• Prunckun H. (2010), <i>Handbook of Scientific Methods of Inquiry for Intelligence Analysis</i>, The Scarecrow Press.</li> </ul>
Teaching methods	<p>The course incorporates various teaching and learning techniques, such as:</p> <ul style="list-style-type: none"> <li>• Lectures that constitute the central axis of the course</li> <li>• Group projects with the use of explanatory analysis techniques (case analysis)</li> <li>• Group projects on prediction analysis of current affairs (project analysis)</li> </ul>
Assessment methods	<p>Students' evaluation is based on their projects as following:</p> <ul style="list-style-type: none"> <li>• Case Analysis (50%)</li> <li>• Project Analysis (50%).</li> </ul>
Language of instruction	Greek/English

Course title	<b>Institutions and Negotiations in The EU</b>
Course code	m43210s
Type of course	Elective
Level of course	Postgraduate
Semester/trimester	Winter Semester
Number of credits allocated (based on the student workload required to achieve the objectives or learning outcomes)	5
Name of lecturer	George Pagoulatos, Professor
Objective of the course (preferably expressed in terms of learning outcomes and competences)	Understanding the real world of negotiations in the framework of the institutions and governance of the European Union, inside the EU and in the global context. Understanding of how policies are shaped, and how negotiations are implemented within the EU (among member-states and between EU institutions) as well as in the context of EU foreign policy and external relations, including international negotiations.
Course contents	Historical evolution and treaty evolution of the European Union. Institutions, policies and policymaking in the EU. European Commission, Council, European Council. Theory and reality of negotiations. Factors affecting negotiating power and success. Case studies.
Recommended reading	<ul style="list-style-type: none"> <li>- Nugent, Neill. 2017. <i>The Government and Politics of the European Union</i>, 8<sup>th</sup> <b>Edition</b>, Palgrave Macmillan.  <a href="https://www.macmillanihe.com/page/detail/The-Government-and-Politics-of-the-European-Union/?K=9781137454089">https://www.macmillanihe.com/page/detail/The-Government-and-Politics-of-the-European-Union/?K=9781137454089</a></li> <li>- Bailer, Stefanie. 2010. "What factors determine bargaining power and success in EU negotiations?" <i>Journal of European Public Policy</i> 17 (5): 743-757.</li> </ul>
Teaching methods	Lectures by the professor. Lectures by invited guests, senior diplomats of the European Union who discuss their experience with the students.
Assessment methods	Final exam and oral participation of the students.
Language of instruction	Greek/English

Course title	<b>The Role of The European Union in International Negotiations</b>
Course code	m43216s
Type of course	Elective
Level of course	Postgraduate
Semester/trimester	Winter Semester
Number of credits allocated (based on the student workload required to achieve the objectives or learning outcomes)	5
Name of lecturer	SPYROS BLAVOUKOS, Associate Professor
Objective of the course (preferably expressed in terms of learning outcomes and competences)	<p>The course aims at:</p> <ul style="list-style-type: none"> <li>- Increasing the understanding of students on aspects of the EU international role and interactions with other states and international organizations</li> <li>- Strengthening their analytical skills and their capacity to absorb theoretical knowledge on the studying of the EU international role</li> <li>- Improving their writing and presentation skills by means of assignments presented and discussed in class</li> </ul>
Course contents	The course is structured along three thematic axes. The first one focuses on the institutional and political framework of foreign policy making at the EU level. The second one examines the negotiating features of the EU linked with its institutional and political structure. Finally, the third one looks at case-studies of EU participation in international negotiations in various field (trade, security, etc). The third axis is based on the assignments and presentations of students, under the direction and mentoring of the instructor. The synthesis of the theoretical and empirical insights leads to the overall assessment of the EU as an international actor.
Recommended reading	<p>Μπλαβούκος, Σ., Δ. Μπουραντώνης και Π. Τσάκωνας (επιμ.) (2019) <i>Εξωτερικές Σχέσεις της ΕΕ</i> (Αθήνα: Σιδέρης)</p> <p>Bäckstrand, K. and Elgström, O. (2013) 'The EU's role in climate change negotiations: from leader to "mediator"', <i>Journal of European Public Policy</i> 20(10): 1369–86.</p> <p>Blavoukos, S. and D. Bourantonis (2014) 'Do UN Sanctions Strengthen the International Presence of the EU?', <i>European Foreign Affairs Review</i>, vol. 19:3, pp. 393-410.</p> <p>Conceição-Heldt, E. (2014) 'When Speaking with a Single Voice isn't Enough: Bargaining Power (A)symmetry and EU External Effectiveness in</p>

Global Trade Governance', *Journal of European Public Policy*, 21 (7), 980-995.

Delreux, T. (2014) 'EU actorness, cohesiveness and effectiveness in environmental affairs' *Journal of European Public Policy*, 21(7), 1017-32.

Oberthür, S. and L. Groen (2018) Explaining goal achievement in international negotiations: the EU and the Paris Agreement on climate change, *Journal of European Public Policy*, 25 (5), 708-727,

Rhinard, M. and Kaeding, M. (2006) 'The International Bargaining Power of the European Union in 'Mixed' Competence Negotiations: The Case of the 2000 Cartagena Protocol on Biosafety', *Journal of Common Market Studies*, 44 (5), 1023-1050.

Smith, K. E. (2010) 'The European Union at the Human Rights Council: Speaking with One Voice but Having Little Influence', *Journal of European Public Policy*, 17 (2), 224-41.

Teaching methods

The course is based on the lectures given by the instructor and the presentations of the students.

Assessment methods

Students are assessed by two alternative ways:

- Written, essay-type exams or
- Optional assignment (of about 10.000 words) and presentation in class

Language of instruction

Greek/ English

Course title	<b>Crisis Management and Decision-Making</b>
Course code	m43209s
Type of course	Compulsory
Level of course	Postgraduate
Semester/trimester	Winter Semester
Number of credits allocated	5
Name of lecturer	Emeritus Professor Nicos Christodoulakis
Objective of the course (preferably expressed in terms of learning outcomes and competences)	Description, analysis and evaluation of some key economic episodes in the modern history of Greece and the EU, by employing basic concepts of negotiation tactics.
Prerequisites	Introductory economics and political science, knowledge of the European integration.
Course contents	General introduction. Crisis and collapse in midwar Greece. The creation of the EMU and the common currency. Greek participation. The speculative attack in 1994. Greece during the Asian and Russian crisis (1997-1998). Negotiating the Tax directive in the EU. The European debt crisis in 2010 and the three adjustment programs in Greece. An overview of negotiation tactics.
Recommended reading	Subject specific items:  Mazower M., 2002, <i>Greece and the Interwar Economic Crisis</i> , MIET, Athens English, 1991, Oxford, Clarendon Press).  ESM, 2019. Safeguarding the Euro in times of crisis: The inside story of the ESM. Brussels.  Christodoulakis N., 2016. Greek Endgame: Grexit or Growth?, Rowman & Littlefield, London.  Dendrinou V. & Varvitsioti El., 2018. The Last Bluff: How Greece came face-to-face with financial catastrophe & the secret plan for its euro exit. Papadopoulos editions, Athens.  Lectures, ppt, assignments.
Teaching methods	
Assessment methods	Partially by assignments, mainly through written exams.
Language of instruction	Greek, occasionally English.

Course title	<b>International Trade and Multinational Enterprises</b>
Course code	m43214s
Type of course	Elective
Level of course	Postgraduate
Semester/trimester	Winter Semester
Number of credits allocated	5
Name of lecturer	Panos Hatzipanayotou, Professor / Chrissovalandou Milliou, Professor
Objective of the course	The main objective of the course is to introduce and familiarize students with the basic concepts and analytics of the intricate interrelationship between the operations of MNEs and International Trade. To equip them with a basic understanding regarding this specific subject matter, and to comprehend the major issues involved therein. The course covers theoretical aspects of the global economy as well as practical implications related to the international business practices of the MNEs.
Prerequisites	Intermediate level of Microeconomic Theory
Course contents	<ul style="list-style-type: none"> <li>▪ International Trade and Imperfectly Competitive Markets</li> <li>▪ Firms in International Trade</li> <li>▪ Offshoring, Outsourcing, Dumping and Anti-dumping in International Trade</li> <li>▪ Instruments of Economic Policy</li> <li>▪ International Business Activities: Types and Current Trends</li> <li>▪ MNEs and Strategic Decisions</li> <li>▪ Impact of FDI and Policies towards FDI</li> <li>▪ MNEs and Greece</li> </ul>
Recommended reading	<ul style="list-style-type: none"> <li>▪ Beugelsdijk, S., S. Brakman, H. Garretsen, and C. van Marrewijk, International Economics and Business, 2<sup>nd</sup> edition 2013, Cambridge</li> <li>▪ Feenstra, R. and Taylor, A., International Economics, 2008, Worth Publishers</li> <li>▪ Krugman, P., Obstfeld, M., and Melitz, International Economics: Theory and Policy, 2015, Pearson (KOM15 -- You may also consult latter editions)</li> <li>▪ Papers and Notes uploaded on the course's e-class platform.</li> <li>▪ Κυρκιλής, Δ., Άμεσες Ξένες Επενδύσεις, 2002, Εκδόσεις Κριτική.</li> <li>▪ Barba-Navaretti, G. and A. Venables, Multinational Firms in the World Economy, 2005, 1st edition, Princeton University Press.</li> <li>▪ Papers and Notes uploaded on the course's e-class platform.</li> </ul>
Teaching methods	Lectures
Assessment methods	Quizzes (10%), Term paper (30%), Final written exam (60%)
Language of instruction	Greek / English

Course title	<b>Games, Strategies and Bargaining</b>
Course code	m43105s
Type of course	Elective
Level of course	Postgraduate
Semester/trimester	Spring Semester
Number of credits allocated	5
Name of lecturer	George Ioannou
Objective of the course	This is an introductory course to game theory. Although the course is methodological in nature, there will be an attempt to avoid a rigorous presentation of the material. Emphasis will be given to economic applications like oligopoly competition and entry, bargaining and auctions.
Course contents	<ol style="list-style-type: none"> <li>1. General introduction, normal form representation of games and the notion of dominance</li> <li>2. Nash equilibrium in pure and mixed strategies</li> <li>3. Extensive form representation of games</li> <li>4. Backwards induction and subgame perfect equilibrium</li> <li>5. Bargaining</li> <li>6. Repeated games</li> <li>7. Games of incomplete information (Bayesian games)</li> <li>8. Dynamic games of incomplete information (Signaling games)</li> </ol>
Recommended reading	Robert Gibbons (1992), <i>A Primer in Game Theory</i> , Harvester Wheatsheaf: London
Teaching methods	Lectures, Take-home problem sets
Assessment methods	Final Exam
Language of instruction	Greek/English

Course title	<b>Alternative Dispute Resolution: Negotiation, Mediation, Arbitration</b>
Course code	m43120s
Type of course	Compulsory
Level of course	Postgraduate
Semester/trimester	Spring Semester
Number of credits allocated	5
Name of lecturer	Flora Kokkinaki, Professor, Department of Marketing and Communication, Athens University of Economics and Business Antonios Karampatzos, Associate Professor, School of Law, University of Athens
Objective of the course (preferably expressed in terms of learning outcomes and competences)	Upon completion of the course students will be able to: <ul style="list-style-type: none"> <li>▪ Understand the nature and causes of interpersonal and intergroup conflict.</li> <li>▪ Distinguish the basic dispute resolution processes.</li> <li>▪ Understand the factors that determine the suitability of each process and the factors that affect its outcome.</li> <li>▪ Recognize the specific characteristics of each dispute situation and choose the appropriate resolution process.</li> <li>▪ Be able to conduct effective negotiations and mediations.</li> </ul>
Course contents	The course introduces students to different forms of dispute resolution and in particular to negotiation, mediation and arbitration. The differences and similarities between these approaches and the conditions and factors that determine their suitability are discussed. Particular emphasis is placed on mediation and the different forms it can take. The course also examines the current legal framework of mediation. In addition to enhancing students' negotiation skills, the course focuses on the development of mediation skills that are indispensable in areas such as business administration, labor relations and international relations.
Recommended reading	Barry, B., Lewicki, R. J., & Saunders, D. M. (2020). <i>Negotiation</i> (8th ed.). New York, NY: McGraw-Hill. Bishop, P., Picard, C., Ramkay, R., & Sargent, N. (2015). <i>The art and practice of mediation</i> (2nd ed.). Toronto, Canada: Emond Montgomery. Moffit, M. L. & Bordone, R. C. (2005). <i>The handbook of dispute resolution</i> . San Francisco, CA: Jossey-Bass. Moore, C. W. (2014). <i>The mediation process: Practical strategies for resolving conflict</i> (4th ed.). San Francisco, CA: John Wiley and Sons.
Teaching methods	The course includes lectures, analysis of case studies and simulations (role play).
Assessment methods	Written exam (75%) and course assignment (25%).
Language of instruction	Greek

Course title	<b>Special topics of EU Diplomacy</b>
Course code	m43215s
Type of course	Elective
Level of course	Postgraduate
Semester/trimester	Spring Semester
Number of credits allocated (based on the student workload required to achieve the objectives or learning outcomes)	5
Name of lecturer	DIMITRIS BOURANTONIS, Professor
Objective of the course (preferably expressed in terms of learning outcomes and competences)	The objective of the course is to introduce students to the concept and practises of diplomacy in the modern system of international relations.
Course contents	Diplomacy in modern international politics; basic functions; traditional and new forms of diplomatic action; types of diplomacy: bilateral, minilateral and multilateral diplomacy; conference diplomacy; summit diplomacy; diplomatic delegations; diplomatic representation in International Organizations with an emphasis on United Nations
Recommended reading	John Baylis and S. Smith, <i>Η Παγκοσμιοποίηση της Διεθνούς Πολιτικής</i> (Επίκεντρο 2007), κεφάλαιο 17. John Kaufmann, <i>Conference Diplomacy</i> (Macmillan, 1997). Geoff Berridge, <i>Diplomacy. Theory and Practice</i> (Harvester Wheatsheaf, 1995). Hedley Bull, <i>The Anarchical Society</i> (Macmillan, 1995). Paul Viotti and Mark Kauppi, <i>International Relations and World Politics</i> (Prentice Hall, 2009), chapter 6.
Teaching methods	Lectures and use of international bibliography
Assessment methods	Examinations or assignments
Language of instruction	Greek/English

Course title	<b>Business negotiations</b>
Course code	m43218s
Type of course	Elective
Level of course	Postgraduate
Semester/trimester	Spring Semester
Number of credits allocated	5
Name of lecturer	Dr. Seraphim Voliotis, Professor
Objective of the course (preferably expressed in terms of learning outcomes and competences)	<p>After attending the course students can expect to learn how to:</p> <ul style="list-style-type: none"> <li>• Distinguish between negotiating situations and apply appropriate strategy and tactics.</li> <li>• Appreciate the key characteristics of their position as well as of the counterpart's.</li> <li>• Identify the surplus of a negotiation and the bargaining range.</li> <li>• Set realistic and feasible goals.</li> <li>• Discover 'creative' solutions to problems faced.</li> <li>• Contribute towards reaching efficient negotiated settlements.</li> <li>• Choose when and how to open and close a negotiation.</li> <li>• Generate mutual value in a negotiation.</li> <li>• Distributive value in a mutually acceptable, reasonable, and sustainable way.</li> <li>• Evaluate the outcome of a negotiation accurately whenever feasible.</li> <li>• Identify and develop the necessary skills in order to achieve optimal outcomes.</li> </ul>
Course contents	<p>LECTURE 1: Negotiation and the Business Environment</p> <ul style="list-style-type: none"> <li>• Εισαγωγή &amp; Key concepts</li> <li>• Negotiation Situations</li> </ul> <p>LECTURE 2: Distributive Negotiation</p> <ul style="list-style-type: none"> <li>• Structural elements &amp; Negotiating margin</li> <li>• Alternatives, Initial offers, Concessions and Closing</li> </ul> <p>LECTURE 3: Mixed Negotiation</p> <ul style="list-style-type: none"> <li>• Mutual value creation</li> </ul> <p>LECTURE 4: The Negotiation Problem</p> <ul style="list-style-type: none"> <li>• Efficiency</li> <li>• Distribution</li> </ul> <p>LECTURE 5: Value Creation</p> <ul style="list-style-type: none"> <li>• Interests</li> <li>• Correlations</li> </ul> <p>LECTURE 6: Value distribution &amp; Dynamic Negotiations</p> <ul style="list-style-type: none"> <li>• Information, Objectives standard and Reasoning</li> <li>• Δυναμική και Πωλήσεις</li> </ul> <p>LECTURE 7: Communication and Negotiation</p> <ul style="list-style-type: none"> <li>• Reception</li> </ul>

Recommended reading	<ul style="list-style-type: none"> <li>• Transmission</li> </ul> <p>LECTURE 8: Trust and Negotiation</p> <ul style="list-style-type: none"> <li>• Static Trust</li> </ul> <p>Trust and the flow of time</p> <p><b>BOOKS</b></p> <ul style="list-style-type: none"> <li>• Getting to Yes: Negotiating Agreement Without Giving In. Fisher R, Ury W and B Patton.</li> <li>• Negotiation Analysis. Raiffa, Richardson &amp; Metclafe 2007.</li> <li>• The Art and Science of Negotiation. Raiffa 1982.</li> <li>• Negotiation. Lewicki, Barry &amp; Saunders (7<sup>th</sup> ed.) 2014, Mc Graw Hill.</li> </ul> <p><b>ARTICLES accessible in e-library</b></p> <ul style="list-style-type: none"> <li>• Doctoroff, 1998. Reengineering Negotiations. <i>Sloan Management Review</i>: Spring.</li> <li>• Fisher, Ury and Spector, 2004. An Interview with Roger Fisher and William Ury, <i>Academy of Management Executive</i> 18(3): 101-108.</li> <li>• Kalai &amp; Smorodinsky, 1975. Other Solutions to Nash's Bargaining Problem. <i>Econometrica</i> 43(3): 513-518.</li> <li>• Lax and Sebenius, 2002. Dealcrafting: The Substance of Three-Dimensional Negotiations, <i>Negotiation Journal</i> 18(1): 5-28.</li> <li>• Lax and Sebenius, 2003. 3-D Negotiation: Playing the Whole Game, <i>Harvard Business Review</i> November: 64-74.</li> <li>• Nash, J. 1950. The Bargaining Problem. <i>Econometrica</i>. 18(2): 155-162.</li> <li>• Sebenius. Six habits of merely effective negotiators.</li> <li>• Stepp, Sweeny and Johnson, 1998. Interest based negotiation, <i>Journal of Quality and Participation</i> Sep/Oct 21(5): 36-42.</li> <li>• Thompson and Leonardelli, 2004. The Big Bang: The Evolution of Negotiation Research, <i>Academy of Management Executive</i> 18(3): 113-117.</li> <li>• Wendi, Adair &amp; Brett 2005. The Negotiation Dance: Time, Culture and Behavioral Sequences in Negotiation. <i>Organization Science</i> 16(1): 33-51.</li> <li>• Wheeler and Waters, 2006. The Origins of a Classic: Getting to Yes Turns Twenty-Five, <i>Negotiation Journal</i> 22(4): 475-481.</li> </ul>
Teaching methods	<p>This course is highly interactive and practical. It will use:</p> <ul style="list-style-type: none"> <li>• Negotiation Simulations in nearly all lectures.</li> <li>• Specialized class exercise.</li> <li>• Study of small but highly educative negotiation cases from real life.</li> <li>• Discussion and analysis between students.</li> <li>• Lecturing.</li> </ul> <p>Theory forms the backbone of the course, on which other elements rest and from which they stem. Students are expected to get a thorough understanding of the main theoretical concepts and relate them to the practical exercises, the cases discussed, and most importantly, their own experiences.</p>

Assessment methods	<ul style="list-style-type: none"> <li>Participation: 25% βαθμού.</li> <li>Project: 25% βαθμού.</li> <li>Exams: 50% βαθμού</li> </ul>
Language of instruction	Greek/English

Course title	<b>Mediation and Conflict Resolution</b>
Course code	m43219s
Type of course	Elective
Level of course	Postgraduate
Semester/trimester	Spring Semester
Number of credits allocated	5
Name of lecturer	Professor Panayotis Tsakonas, National and Kapodistrian University of Athens (NKUA)
Objective of the course (preferably expressed in terms of learning outcomes and competences)	<p>With the successful completion of the course students will have a systematic knowledge of the current debate of the relationship between mediation and conflict resolution. They will also be able to comprehend how major theoretical approaches organize and sharpen their views of the challenges mediation faces in dealing with "inter-state", "intra-state" and "inter-ethnic" conflicts.</p> <p>Through power-point presentation and interaction in the classroom students are also expected to develop their communication, presentation and argumentation skills; improve their own learning and performance by responding to comments, including criticism; and develop self-direction and originality in tackling and solving problems.</p>
Prerequisites	Knowledge of the basic concepts and assumptions within the discipline of International Relations.
Course contents	<p>At first the course makes participants familiar with the various theoretical approaches' strengths and weaknesses in analyzing the relationship between mediation and conflict resolution. The rest of the course is organized along a series of presentations by the students on a series of thematic areas, including: the role of mediation in the resolution of "inter-state", "intra-state" over government (e.g. internal or civil wars) and over territory (i.e. state formation conflicts) and "inter-ethnic" conflicts; the role of international organizations in resolving "inter-state conflicts"; "third-party" mediation and the role of "leadership" in resolving "intra-state" and "inter-ethnic conflicts"; mediation and negotiation strategies in dealing with radicalization, violent extremism and terrorism; mediation and resolution of "inter-ethnic conflicts" in Southeast Europe and the Eastern Mediterranean.</p>

Recommended reading	<p>Peter Wallensteen, <i>Understanding Conflict Resolution</i> (Sage, London, 2019)</p> <p>Isak Svensson, "Who brings which peace? Neutral versus biased mediation and institutional arrangements in civil wars", <i>Journal of Conflict Resolution</i>, 53 (3), 2009</p>
Teaching methods	<p>The seminar is organized along lectures provided by the instructor, talks given by guest lecturers and last but not least, by oral collaborative presentations by the students with the use of the PowerPoint projector and handouts. Preparation of the students' presentations are based on the listed readings provided in time by the course instructor as well as on the students' independent library research and are followed by discussion and group work.</p>
Assessment methods	<p>(a) Attendance and participation in the discussion during the course counts 10% of the final mark;</p> <p>(b) the completion of a 10 minutes oral presentation --using power point-- counts for 20% of the final mark;</p> <p>(c) the submission of a well-structured and methodologically consistent essay of approximately 4,000 words counts for 30% of the final mark and</p> <p>(d) The final written examination will count for 50% of the total grade.</p>
Language of instruction	Greek

Course title	<b>International Investment and Trade Disputes Settlement</b>
Course code	m42215s
Type of course	Elective
Level of course	Postgraduate
Semester/trimester	Spring Semester
Number of credits allocated	5
Name of lecturer	Karydis Georgios, Professor
Objective of the course (preferably expressed in terms of learning outcomes and competences)	The aim of the course is to provide specialized training on the status of investment protection and the process of resolving relevant disputes. The students of the program become familiar with the study and analysis of specific cases and comprehend the way and the procedural framework for their solution. The knowledge they acquire is useful both for understanding the reconciliation and consultation processes and for the judicial mechanisms and enforcement measures of the relevant decisions.
Course contents	<p>WTO legal framework - Dispute Resolution Mechanism - Dumping and subsidy control mechanisms.</p> <p>International framework for the protection of foreign investment (Bilateral and Multilateral Treaties, EU Agreements with non-member states) - Energy Charter Treaty (ECT) -CETA.</p> <p>Dispute settlement mechanisms between states and foreign investors - Arbitration systems - CETA hybrid mechanism for resolving investment disputes - Towards a Multilateral Investment Court System.</p>
Recommended reading	<p>Α. Μπρεδήμας, Α.Γουργουρίνης , «Διεθνές Οικονομικό Δίκαιο , Το Δίκαιο του Πλαγκόσμιου Οργανισμού Εμπορίου», Νομική Βιβλιοθήκη 2015.</p> <p>Γ. Καρύδης, Διαιτητική Επίλυση Διεθνών Επενδυτικών Διαφορών και Ενωσιακή Έννοιμ Τάξη, Νομική Βιβλιοθήκη 2020.</p> <p>Π. Αργαλιάς , Υποχρεώσεις και δικαιώματα των συμβαλλομένων μερών στη συνθήκη του χάρτη ενέργειας, Εκδόσεις Digesta OnLine, Αθήνα, 2019</p> <p>Α. Μεταξάς, Επενδυτική προστασία στο πλαίσιο της Συνθήκης για τον Χάρτη Ενέργειας, (Energy Charter Treaty), Ευρωπαϊκό Δίκαιο 2/2019</p> <p>Κ. Στεφάνου-Χρ.Γκόρτσος, Διεθνές Οικονομικό Δίκαιο, Νομική Βιβλιοθήκη 2006.</p> <p>The European Union and International Dispute Settlement, M.Cremona, A.Thies, R.A.Wessel (eds), Oxford and Portland, Oregon 2017.</p>
Teaching methods	Papers, case studies, current issues
Assessment methods	Final Exam, Working paper
Language of instruction	Greek

## PART THREE: GENERAL INFORMATION FOR STUDENTS

### GENERAL INFORMATION FOR STUDENTS

Athens University of Economics and Business is committed to providing not only high-quality education but also high-quality student services. Greek law defines the operation, organization and administration of University Student Clubs, which aim at improving the living conditions of the students and enhancing their social and intellectual growth through initiatives to promote participation and socialization.

To fulfill this objective the University ensures the necessary infrastructure for housing, meals and sports activities through the operation of a student refectory, library and reading rooms, and the organization of lectures, concerts, theatrical performances and excursions in Greece and abroad. Furthermore, in this same context, the University supports the development of international student relations, and organizes foreign language classes, computer/software literacy classes, and courses in modern Greek as a foreign language for foreign students and students of Greek origin.

#### Meals

In the main building of the University there is a refectory where all members of the university community can enjoy meals for free or by paying a minimum fee. Free meals are granted to those who meet special conditions (contact the AUEB Student Club for more information).

#### Medical Services, Insurance / Healthcare

Undergraduate, postgraduate and PhD students of the University who have no other medical and hospital care are entitled to full medical and hospital care in the National Health System with coverage of the relevant costs by the National Health Service Provider. Moreover there is a doctor whose office is located in the main building of the University and who offers services at certain specified times. In addition, the University offers mental health counseling, which is provided by a physician specialized in the treatment of mental health issues. More information can be found here <https://www.aueb.gr/en/content/health-care> .

#### Services/Facilities for Students with Special Needs

Athens University of Economics and Business ensures the facilitation of students with special needs for access to the university buildings through ramps, lifts and other equipment. There are also specific exam regulations for students with special needs.

In addition, the Library provides students with visual impairment with aids to access online the proposed reading lists of the courses taught at the University. In this context, the Association of Greek Academic Libraries has developed a multimodal electronic library called

AMELIB. Entry to this service requires user authentication as well as username and password. More information can be found on the Library website at <https://www.aueb.gr/en/lib/content/users-additional-needs>.

### **Student Financial Aid – Scholarships and Awards**

Athens University of Economics and Business offers scholarships to undergraduate and postgraduate students in order to support them and to award and encourage excellence. The resources for these scholarships come from the Institution itself or from partnering organizations. More information about scholarships, according to the level of studies, can be found here <https://www.aueb.gr/en/content/scholarships>.

### **Library and Reading Rooms**

The AUEB Library is the oldest economic academic library in Greece. Today the Library & Information Center, located on the first and second floors of the University's main building, serves the needs of all of the members of the University community. It is a member of the Hellenic Academic Libraries Association (Heal-LINK) and the Economic Libraries Cooperation Network.

In addition, three Documentation Centers operate within the Library:

- The European Documentation Center, which has been in operation since 1992,
- The Organization for Economic Cooperation and Development (OECD) Documentation Center, operating since 1997, and
- The Delegation Center of the World Tourism Organization (UNWTO), which has been hosting publications since 2004.

The Library & Information Center contributes substantially both to meeting the academic community's needs for scientific information and to supporting the educational and research needs of students, by providing access to the Library's:

- Printed collection of books and scientific journals
- Textbooks used in classes
- Collection of electronic scientific journals
- Collection of e-books
- Postgraduate dissertations that are produced at Athens University of Economics and Business and deposited in digital form in the PYXIDA institutional repository
- Sectoral studies
- Statistical series by national and international organizations
- Audiovisual material
- Reference material (encyclopedias, dictionaries)
- Collection of official government publications of the European Union, the OECD and others
- Databases on issues of relevance to the University

- Printed collections of other academic libraries

The Library lends all its printed collections, except for magazines and statistical series, in accordance with its internal rules of operation. The Library and Information Center offers reading rooms, computer workstations for visitors, photocopiers and printing machines, and interlibrary loan of books and journal articles from other academic libraries that are members of its network. More information can be found here <https://www.aueb.gr/en/library> .

### **International Programmes and Information on International Student Mobility**

Athens University of Economics and Business actively participates in the Erasmus+ Program by promoting cooperation with universities, businesses and international organizations in the European Union (EU) as well as in the mobility of students, teaching and administrative staff. Within the framework of this Program, the University collaborates with more than 240 partner European Institutions in the subjects that its Departments encompass. It is noteworthy that more than 8,000 students have participated in the "Erasmus" Program to date. Of these, approximately 4,500 AUEB students have attended courses at Partner Universities in Europe and about 3,500 foreign students have completed a period of study at AUEB received accreditation through the European Credit Transfer and Accumulation System (ECTS).

Finally, AUEB, adopting the internationalization and extroversion strategy, has been successfully participating in the Erasmus+ International Credit Mobility Program with the aim of developing international collaborations in education and research with Partner Universities in countries outside the EU via:

- a) student mobility,
- b) short-term teaching staff mobility, and
- c) teaching / administrative staff training mobility.

The Program was first implemented in the academic year 2015-2016, and since then a total of 52 students and staff members have moved to/from 8 Partner Institutions in countries outside the EU, such as USA, Canada, Singapore, Russia, South Korea and Armenia. More information can be found here <https://www.aueb.gr/en/erasmus>

### **Foreign Language Courses**

Knowledge of foreign languages, a universally-accepted qualification, has become a necessity for effective participation in today's educational and professional reality. The University Student Club offers students the opportunity to attend foreign language classes held in English, French, German, Spanish, Italian and Russian. More information can be found here <https://www.aueb.gr/en/content/foreign-languages-university-student-club> .

### **Connections with the Job Market and Entrepreneurship**

The University's Employment and Career Unit plans, coordinates and implements actions related to:

- a) Entrepreneurship and innovation
- b) Connecting students and graduates with the labor market
- c) Connecting the academic community with businesses
- d) Offering internships, and
- e) Supporting dissemination of research output.

The Employment and Career Unit is composed of two units:

- a) The Internship and Career Unit, which focuses on supporting AUEB students and graduates in their professional development. The Unit also offers consulting services to students and graduates regarding their professional and educational future.
- b) The ACEin Unit (Athens Center for Entrepreneurship and Innovation). Its goal is to support business ventures focused on implementing an innovative idea, developing a sustainable business effort or exploiting the results of research. At the same time, the Unit organizes actions that are part of a wider network between the Unit and the market in specific productive sectors.

More information can be found here <https://www.aueb.gr/en/dasta>

### **Athletic Activities**

Students can participate in individual and team sports activities through the University's Department of Physical Education, which is staffed by University personnel, as well as a number of part-time instructors specialized in various sports. The University cooperates with the City of Athens Culture, Sports and Youth Organization and uses public and private sports facilities. More information can be found here

<https://www.aueb.gr/en/content/athletic-activities>

### **Cultural Activities**

To fulfill its purpose of providing a multidimensional study experience at AUEB, the AUEB Student Club organizes various cultural activities through clubs or societies, in areas such as Theater, Traditional Dance, Choir, Photography, Cinema, Debating and Model United Nations (MUN). More information can be found here

<https://www.aueb.gr/en/content/cultural-activities>

### **Student Organizations and Clubs**

Various student organizations and clubs are active within the AUEB community, including AIESEC, Erasmus Club, Investment Club, Entrepreneurship Club ThinkBiz, and others. More information can be found here <https://www.aueb.gr/en/content/student-clubs>

## **Alumni Network**

Adhering to a long tradition of educating future top executives in the economic, social and political life of the country, AUEB is proud of the fact that thousands of its graduates hold leading positions in companies, organizations, research institutes and universities in Greece and abroad. Understanding the importance of developing and strengthening the bond with its graduates, AUEB created its Alumni Network, including a platform where all graduates of the University can register. The main goals of the Network are the connection of the graduates with their colleagues and former fellow students, and diffusion of information about activities, services and events in and around the University that concern them. More information can be found here <https://alumni.aueb.gr/en>

## **Volunteer Program**

AUEB's Volunteer Program was launched in September 2017 as part of the University's strategy to promote social contribution. Since then it has brought more than 450 volunteers to for-impact organizations around Athens, implementing more than 50 volunteer activities.

The aim of "AUEB Volunteers" is to give members of the University community – students, faculty and administrative staff – the opportunity to experience volunteering and in this way to highlight the value of participation and contribution to society and the University, as well as to sensitize more citizens about crucial issues related to the United Nations Sustainable Development Goals. More information can be found here

<https://auebvolunteers.gr/english-intro/>

## **Quality Assurance**

Athens University of Economics and Business implements a quality assurance policy in order to continuously improve the quality of its educational programs, research activities and administrative services, and upgrade the academic and administrative processes and the University's overall operations.

AUEB's Quality Assurance Unit (QAU) coordinates and supports all related activities including the administration of the University-wide teaching and course evaluation process by students across all programs. More information can be found here <https://aueb.gr/modip> .

## **Education and Lifelong Learning Center**

The Center for Education and Lifelong Learning ensures the coordination and interdisciplinary cooperation among all University entities in the development of continuous education programs, which complement and upgrade the skills and competences of the program participants. These programs build on participants' earlier formal education, vocational training and professional experience. The aim is to facilitate job market integration, career and personal development. More information can be found here <https://www.aueb.gr/en/content/kedivim-opa>