**AL-FARABY KAZAKH NATIONAL UNIVERSITY   
Faculty of Philosophy and Political Science  
Department of Political Science and Political Technologies**

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|  | **APPROVED**  **Dean of the Faculty**  \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_  \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ Masalimova A.R.  **"\_\_\_\_\_\_" \_\_\_\_\_\_\_\_ 2017** |

**EDUCATIONAL-METHODICAL COMPLEX OF DISCIPLINE**

**"Technologies of international negotiations"**

Specialty «5B050200 - Politology»

Educational program "Technologies of international negotiations "

Course 2

Semester - 4

Number of credits - 3

**Almaty 2017**

The educational-methodical complex of the discipline was compiled by Abzhapparova Aigul Abdumutalipovnoy candidate of political science, lecturer of the department of political science and political technologies of Al-Farabi KazNU.

Based on the working curriculum on the specialty

«5B050200 - Politology»

It is considered and the rivers are exchanged at the meeting of the department of political science and political technologies

from " \_\_" \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ 2017, Protocol No. ...

Head of the department \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ professor Nasimova GOО.

(signature)

Recommended by the methodical bureau of the faculty

"\_\_\_ \_" \_ \_\_\_\_\_\_\_\_\_\_ 2017, protocol No.

Chairman of the methodical bureau of the faculty\_\_\_\_\_\_\_\_ Zhubanazarova N.S. (signature)

Foreword

**Brief description of the** **course:** As the importance of the economic factor in the political relations between countries increased, the importance of economic diplomacy increased, and the need for a special process of international negotiations devoted to the financial and economic area increased. From the episodic activities characteristic of the first half of the 20th century, economic diplomacy has become a constant factor in both policy and diplomacy.

▪ **The goal** is to give students an idea of ​​the theoretical and applied aspects of conducting international negotiations.

▪ **Objectives**:

* to form students' understanding of the evolution of international studies, as well as the current trends in Kazakhstan and international studies of international negotiations;
* to give an understanding of the importance of various structural components of the negotiation process (the negotiating stage - the preparation, conduct and analysis of the results of negotiations, the stages of negotiations, technology and tactics);
* characterize the impact of national characteristics and personal characteristics on the negotiation process .

**Basic forms of competence**

**Bachelor** **must know:**

**-**   know the categorical apparatus, theories, the concepts of international negotiations ;

- the ability to perceive information in its diversity ;

- to have an idea of ​​the principles of tolerance and interpersonal dialogue .

**should be able to** :

- to be able to use the categorical apparatus, theories, concepts of international negotiations ;

- develop the ability to analyze scientific literature on the technology of international negotiations ;

- comment on international conversation;

**-** to convince, argue, draw conclusions .

**Must master:**

- The skills of contextualizing new information and giving it an interpretation, the ability to see in the results of negotiations the reflection of the political and socio-economic processes taking place in the international arena ;

- The skills to find, compare and analyze information from various sources .