

No.	実施大学	授業科目名	担当教員	単位数	開講区分	曜日	予定回数	時間	実施場所	定員
29	創価大学	International Bargaining	Hartmut Lenz	4	秋学期	火 木	30	火 10:45~12:15 木 16:35~18:05	創価大学	若干名

【到達目標】

This course is to provide the students 1) an in dept analysis of rationality in negotiations 2) a familiarity with various theoretical and practical aspects of international bargaining, and 3) an understanding about how to communicate ideas and arguments logically and convincingly about the rationality in in international relations, politics, economics and law.

【授業の概要】

This course is an introduction to the analysis of the causes and character of international conflict and cooperation. The course begins with a foundational review of the different levels at which states interact and the primary theoretical paradigms in the field. A special focus will be on the concept of rationality, which is a central idea in international relations, politics, law and moral and political philosophy. The demands of rationality have been formulated in different ways, in international relations, in in classical and contemporary economics, philosophical analysis of practical reason, and in legal theory including law and economics. This course will provide a critical examination of the different ways of characterizing rationality and its requirements. It will especially focus on the role of rationality in international relations and bargaining.

【授業内容】

1. Course outline
2. Introduction to Rationality and Choice in Bargaining
3. Alternative Approaches to Rationality
4. Rational Choice and the Behavioral Approach
5. Behavior, Choice and Information
6. Heuristics and Biases: I
7. Heuristics and Biases: II
8. Consistency and Decision Theory
9. Counterfactuals and Uncertainty
10. Rationality as Maximization
11. In class Presentation 1
12. In class Presentation 2
13. Paternalism
14. Self-interest and Behavior
15. Fair Devisison and Self-Interest
16. Collection Action and Collective Inaction
17. In class Presentation 3
18. Social Norm and indirect reciprocity
19. In class Presentation 4
20. Bargaining and War
21. Repeated Games and Cooperation
22. Group Negotiation Role Play Scenario & Evaluation of Negotiation with price for the winner
23. In class Presentation 5
24. Negotiation and Two Level Games
25. In class Presentation 6
26. Learning Models: The Evolution of International Cooperation
27. Reading Class
28. Reading Class
29. In class Presentation 7
30. Review Class

【成績評価方法】

Final Exam: 60%
Other: 40% (in class presentation)

※ この授業は、9/13(金)が初回です。