Trade Negotiation Group Project

**Assignment Instructions:**

The class will be divided into the following 3 groups, which will conduct trade negotiations. The goal is to get the best possible deal for your own country.

**Country A**

* High economic development, free-market economy
* Democratic
* Center of research and finance capital
* Creator of new cell phone technology
* High labor costs
* Large consumer market
* D1 Country A Role Assignments (link to google doc)

**Country B**

* Emerging economic market, but high level of government control of the economy
* Many restrictions on civil liberties
* Very large, but not technologically advanced, military
* Large labor pool, cheap labor; little regulation on labor conditions
* Low production costs
* Does not have the resources to develop new technology or finance manufacturing on its own
* Does not have its own supply of tantalum
* D1 Country B Role Assignments (link to google doc)

**Country C**

* Low level of economic development; little money available for investment
* Small labor pool, poorly educated
* Government run by a military junta
* Many restrictions on civil liberties
* Large deposits of the rare element tantalum, necessary for manufacturing cell phones
* Mines owned and operated by the government, but need technology and financing from foreign sources
* Many human rights violations in the mines, including child labor and people forced to work long hours at gun-point
* D1 Country C Role Assignments (link to google doc)

The purpose of this exercise is to conduct trade negotiations among these three countries.

You will have two weeks to make a trade deal, or to decide a deal is impossible to reach.  A private discussion board (ungraded) has been set up for each group.

Your answers to the questions below should be attached to this assignment as a Word doc, PDF or Google doc.

**Negotiations**

* In your group, decide what trade concessions you would like from each of the other groups.
* Roles have been assigned for members each country. Please look at what your job is.
* Plan a strategy for negotiation.  What country do you want to talk to first?  What do you want to ask that country for? What are you able/willing to give in return?

You will be given access to a Google doc to conduct bilateral negotiations with each of the other countries. But feel free to devise another format for negotiations, if needed.

**What you should submit:**

The final assignment to turn in will be a document where your country explains what trade deals/concessions they made OR FAILED TO MAKE with the other two countries.  That document should be attached to this assignment by the due date. Only one submission per group is necessary.  One group member has been assigned to write this, but everyone should help and you certainly may redistribute that work as needed.  Make sure you address the following questions:

* What was your trade strategy with regard to each of the other countries?  What strengths did your country have?  What weaknesses?
* What were the structural limitations on your ability to negotiate (this could include time limitations, scheduling, the format, etc.)?
* What were the outcomes of your negotiations?  On what issues did you succeed?  Where did you fail?  Why?
* In the opinion of your group, which country had the most power in this negotiation?

**Country A Role Assignments**

(Note: these are posted in a Google doc that only the group members have access to)

**Country Leader -- Name**

The job of the Country Leader is to keep the group on task and coordinate when the group will meet and have discussions.  Discussions can be via the Brightspace discussion board, or you can all meet via Zoom, Facetime, etc.  Whatever works best for your group.  Please communicate with the professor the status of your country’s progress.  Also, the country leader will step in to fill any of the other roles if need be.

**Negotiator Country B -- Name**

This person will be the lead negotiator with Country B, just to make sure that negotiations are consistent.  Once Country A has determined what it wants from Country B and what it is willing to give them, this person will enter into negotiations with Country B via the Google doc provided.  Others can also join the conversation, but this person will take the lead.

**Negotiator Country C -- Name**

This person will be the lead negotiator with Country C, just to make sure that negotiations are consistent.  Once Country A has determined what it wants from Country C and what it is willing to give them, this person will enter into negotiations with Country C via the Google doc provided.  Others can also join the conversation, but this person will take the lead.

**Home Negotiator -- Name**

This person will be responsible for representing Country A’s position, and will float between the two negotiations (via the Google docs) to make sure that Country A’s position is consistent on both.

**Assignment Writer -- Name**

This person will be responsible for summarizing what Country A’s goals were, what it’s strategy was, and how successful it was.  Be sure to include reasons for failure, if that’s the case.  This assignment is due by Friday, 5:00 PM in Week 12.

**Prompt for ungraded discussion board:**

Only the members of your country group can see what you post here.  You ***do not need to start a new thread*** if one is already started.  Use this ungraded discussion forum to discuss the following with your group:

* What trade concessions would you like from each of the other groups?
* Plan a strategy for negotiation.  Whom do you want to talk to first?  What will you ask for? What are you willing to give in return?
* Trade Representatives have been assigned to act as your rep in negotiating with the other two groups.  Make sure they are clear about the strategy.

**Sample Google Doc for Negotiations**

(Note: you will need to create 3 different google docs for the negotiations)

**Trade Negotiations -- Country A and Country B**

**Please indicate your name and country by using colors and initials in your discussion below:**

**Country A Country B**

List group members names here