

CODE: 120539 «Economic Diplomacy»

Instructor: Andreas Papastamou

COURSE OUTLINE			
GENERAL			
SCHOOL	INTERNATIONAL STUDIES, COMMUNICATION & CULTURE		
DEPARTMENT	INTERNATIONAL, EUROPEAN & REGIONAL STUDIES		
LEVEL STUDY	Undergraduate		
CODE	120539	SEMESTER	7th
COURSE	ECONOMIC DIPLOMACY		
		Hrs/week	ECTS
		3	6
COURSE TYPE	Special Knowledge Capacity building		
PREREQUISITES	1. INTRODUCTION TO ECONOMICS , CODE NEW-120534 Second (2) Semester, COMPULSORY COURSE Instructor: A. PAPASTAMOU 2. INTERNATIONAL POLITICAL ECONOMY , CODE 120324 4 th Semester, COMPULSORY COURSE Instructor: G. STASINOPOULOS		
LANGUAGE	Greek		
Offered to ERASMUS students	YES, after consultation with students and provision of foreign language literature		
(URL)	https://openeclass.panteion.gr/courses/TME258/		

LEARNING OUTCOMES

<p>Learning outcomes</p> <p>The course learning outcomes, specific knowledge, skills and competences of an appropriate level, which the students will acquire with the successful completion of the course are described.</p> <p>Consult Appendix A</p> <ul style="list-style-type: none"> • Description of the level of learning outcomes for each qualifications cycle, according to the Qualifications Framework of the European Higher Education Area • Descriptors for Levels 6, 7 & 8 of the European Qualifications Framework for Lifelong Learning and Appendix B • Guidelines for writing Learning Outcomes <p>Students are getting familiar with the theories, strategies, means and procedures of modern economic diplomacy. Starting from the distinction between traditional diplomacy and economic diplomacy, the course examines the factors that led to the establishment of the second, through the exploration of contemporary economic, political, technological and social challenges, with particular reference to environmental protection issues, and to concept of soft power. It includes analysis of strategic models, to be completed with the presentation of commercial and economic instruments of economic diplomacy.</p>

TOPICS

<p>General Competences</p> <p>Taking into consideration the general competences that the degree-holder must acquire (as these appear in the Diploma Supplement and appear below), at which of the</p>

following does the course aim?

Search for, analysis and synthesis of data and information, with the use of the necessary technology	Project planning and management
Adapting to new situations	Respect for difference and multiculturalism
Decision-making	Respect for the natural environment
Working independently	Showing social, professional and ethical responsibility and sensitivity to gender issues
Team work	Criticism and self-criticism
Working in an international environment	Production of free, creative and inductive thinking
Working in an interdisciplinary environment
Production of new research ideas	Others...

1. Challenges and needs
2. Traditional Diplomacy and its limits
3. Protocol and symbols
4. Representation of power and national interests
5. Representation of ideas
6. Diplomatic representation and democracy
7. The diplomatic predisposition
8. Diplomatic representation after the Cold War Era
9. The new landscape-1: the economy, globalization, markets, trade relations
10. The new landscape-2: environmental protection, civil society, international finance, immigration
11. Strategies: applying theories and models from Business Strategy to Economic Diplomacy
12. The means of Economic Diplomacy: commercial and economic means, positive & negative

RECOMMENDED BOOKS

In Greek language:

- Papastamou, Ανδρέας (2018). *Economic Diplomacy: From Theory to Practice*. Athens: Papazissis.
- Papastamou, Andreas (2014). *Green Diplomacy: International Relations & Environment Protection*. Athens: Papazissis.

In English:

- Bergeijk, Peter A.G.; Okano-Heijmans, Maaïke & Melissen, Jan (2011). *Economic Diplomacy: Economic and Political Perspectives*. Martinus Nijhoff Publishers.
- Bayne, Nicholas & Woolcock, Stephen (2011). *The New Economic Diplomacy: Decision-Making and Negotiation in International Economic Relations*. Ashgate Publishing, Ltd.,
- Bergeijk, Peter A.G. (2018). *Research Handbook on Economic Diplomacy: Bilateral Relations in a Context of Geopolitical Change*. Edward Elgar Publishing.

In French:

- de La Carrière, Guy Carron (1998). *La diplomatie économique: Le diplomate et le marché*. Paris: Economica,
- Kemache, Fouad (2017). *L'Art de la Diplomatie Economique*. Paris: L'Harmattan.