



SYLLABUS

European Decision-Making Process for Green Deal

University year 2025-2026

1. Information regarding the programme

1.1. Higher education institution	Babeș-Bolyai University of Cluj-Napoca
1.2. Faculty	Faculty of European Studies
1.3. Department	Department of European Studies and Governance
1.4. Field of study	International Relations and European Studies
1.5. Study cycle	Doctoral studies
1.6. Study programme/Qualification	Doctoral School International Relations and European Studies
1.7. Form of education	Full time

2. Information regarding the discipline

2.1. Name of the discipline		European Decision-Making Process for Green Deal					Discipline code		SDR009			
2.2. Course coordinator					Prof.dr. abil. Melania-Gabriela Ciot							
2.3. Seminar coordinator					Prof.dr. abil. Melania-Gabriela Ciot							
2.4. Year of study		1	2.5. Semester		1	2.6. Type of evaluation		E	2.7. Discipline regime		OP	

3. Total estimated time (hours/semester of didactic activities)

3.1. Hours per week	4	of which: 3.2 course	2	3.3 seminar/laboratory	2
3.4. Total hours in the curriculum	56	of which: 3.5 course	28	3.6 seminar/laborator	28
Time allotment for individual study (ID) and self-study activities (SA)					hours
Learning using manual, course support, bibliography, course notes (SA)					100
Additional documentation (in libraries, on electronic platforms, field documentation)					100
Preparation for seminars/labs, homework, papers, portfolios and essays					64
Tutorship					Var
Evaluations					Var
Other activities:					Var
3.7. Total individual study hours	264				
3.8. Total hours per semester	312				
3.9. Number of ECTS credits	11				

4. Prerequisites (if necessary)

4.1. curriculum	not the case
4.2. competencies	not the case

5. Conditions (if necessary)

5.1. for the course	Classroom, videoprojector
5.2. for the seminar /lab activities	Classroom, videoprojector

6.1. Specific competencies acquired ¹

Professional/essential competencies	<ul style="list-style-type: none"> • C5.1 Identify the content and functioning of negotiation and decision-making processes; • C5.2 Correlate decision-making and negotiation methods with local, regional or national cultural specificities; • C5.3 Apply decision-making and negotiation methods under conditions of risk and decision-making uncertainty; • C5.4 Formulate and apply specific criteria to determine the relevance of decisions; • C5.5 Develop a coherent and integrated decision-making plan.
Transversal competencies	<ul style="list-style-type: none"> • CT 2 Coordination of the implementation of a team project with the assumption of specific leadership roles; • CT 3 Implementation of a development plan through professional training, through the efficient and selective use of sources and resources for communication and continuous training (libraries, internet, databases, online courses, etc.).

6.2. Learning outcomes

Knowledge	<p>The student knows:</p> <ul style="list-style-type: none"> - the main theories and models of decision-making applicable in international relations. - the processes and techniques of negotiation and mediation in decision-making in bilateral and multilateral contexts. - the relevant actors (state and non-state) involved in the decision-making, negotiation and mediation processes.
Skills	<p>The student is able to:</p> <ul style="list-style-type: none"> - develop and evaluate decision-making strategies based on the geopolitical and cultural context. - communicate, listen actively and argue in negotiation situations. - apply mediation techniques to facilitate dialogue and resolve conflicts. - effectively use tools to analyze the interests and positions of the parties involved in a conflict.

¹ One can choose either competences or learning outcomes, or both. If only one option is chosen, the row related to the other option will be deleted, and the kept one will be numbered 6.

Responsibility and autonomy:	<p>The student has the ability to work independently to obtain></p> <ul style="list-style-type: none"> - responsibly manage decision-making processes on behalf of an organization or institution. - develop a proactive attitude in addressing conflicts and promoting constructive dialogue. - assume the role of impartial facilitator in mediating disputes, respecting ethical and deontological principles. - formulate viable and balanced solutions in situations of crisis or international conflict.
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7. Objectives of the discipline (outcome of the acquired competencies)

7.1 General objective of the discipline	<ul style="list-style-type: none"> • To introduce participants to the European Union's institutional framework and its role in environmental policymaking. • To examine the key principles and objectives of the European Green Deal and its implications for sustainability and climate action. • To explore the roles of various EU institutions, agencies, and stakeholders in shaping environmental policies. • To analyze the legislative process and decision-making procedures within the EU system. • To assess the implementation, monitoring, and enforcement mechanisms of EU environmental policies. • To understand the role of civil society, NGOs, and industry stakeholders in influencing EU environmental decision-making. • To explore case studies of successful environmental policy initiatives within the EU.
7.2 Specific objective of the discipline	<ul style="list-style-type: none"> • Training skills in using different decision-making models; • Developing communication skills in international negotiations; • Identifying the type of negotiation depending on the cultural specificity of the negotiating partner.

8. Content

8.1 Course	Teaching methods	Remarks
1. Introduction to the European Union and Environmental Governance	Academic lecture, collective dialogue	European Commission, European Green Deal, https://commission.europa.eu/strategy-and-policy/priorities-2019-2024/european-green-deal_en
2. European Negotiations	Academic lecture, collective dialogue	Pușcaș, Vasile, European Negotiations - A Case Study: Romanian Accession to the European Union, IUIES International University Institute for European Studies, 2006
3. EU Institutions and Agencies in Environmental Decision-Making	Academic lecture, collective dialogue	European Environment Agency https://www.eea.europa.eu/en

4. Legislative Process and Decision-Making Procedures	Academic lecture, collective dialogue	https://www.consilium.europa.eu/en/council-eu/decision-making/
5. Implementation, Monitoring, and Enforcement of Environmental Policies	Academic lecture, collective dialogue	https://european-union.europa.eu/priorities-and-actions/actions-topic/environment_en
6. Stakeholder Engagement and Consultation in EU Environmental Policy	Academic lecture, collective dialogue	Environment for Europeans https://op.europa.eu/en/publication-detail/-/publication/d499cc57-4768-11e8-be1d-01aa75ed71a1
7. Case Studies of Successful Environmental Policy Initiatives	Academic lecture, collective dialogue	https://climate-diplomacy.org/magazine/cooperation/editors-pick-7-case-studies-environmental-cooperation
8. Understanding climate negotiations – Conference Of Parties (COP)	Academic lecture, collective dialogue	Snorek, J., Gilmore, E., “Transformational learning and engagement on climate action for students attending a climate negotiation”, in Nature Journal, npj Climate Action, 25 (2023): https://doi.org/10.1038/s44168-023-00052-7
9. Global Challenges: preparing to negotiate Green Deal policies	Academic lecture, collective dialogue	European Commission, NDICI-Global Europe ‘Global Challenges’ thematic programme Multi-annual indicative programme 2021-2027, 2021, https://international-partnerships.ec.europa.eu/system/files/2022-01/mip-2021-c2021-9157-global-challenges-annex_en.pdf
10. Environmental Diplomacy. Negotiating Green Solutions	Academic lecture, collective dialogue	Sebastiao, S. P., Soares, I., “Environmental diplomacy: from transnational policies to the role of ambassadors – the contribution of David Attenborough (2018–2020)”, in Journal of Communication Management, vol. 27, no. 2 2023, pp. 207-225, https://www.emerald.com/insight/content/doi/10.1108/JCOM-04-2022-0030/full/pdf
11. Environmental ethics	Academic lecture, collective dialogue	Palmer, C., McShane, K., Sandler, R., “Environmental ethics”, in Annual Review of Ethics, 2014, 39: 419-42, https://www.annualreviews.org/doi/pdf/10.1146/annurev-environ-121112-094434
12. International climate crisis negotiation	Academic lecture, collective dialogue	Diana Vela Almeida, Vijay Kolinjivadi, Tomasso Ferando, et al, <The “Greening” of Empire: The European Green Deal as the EU first agenda>, in Political Geography, 105, 2023, 102925, https://www.sciencedirect.com/science/article/pii/S0962629823001038
Bibliography		

Compulsory bibliography

1. Ciot, M.G. "On European Green Deal and Sustainable Development Policy (the Case of Romania)", in Sustainability, 2021, volume 13, issue 21, 12233. <https://doi.org/10.3390/su132112233>.
2. Ciot, M.G., "Implementation Perspectives for the European Green Deal in Central and Eastern Europe", în Sustainability, 2022, volume 14, issue 7, 3947. <https://doi.org/10.3390/su14073947>.
3. Hoerber, Th. C., Weber, G. (eds.): The European environmental conscience in EU politics: a developing ideology. London ; New York, New York : Routledge, 2022.
4. Sabel, Ch., David G. V., Fixing the climate : strategies for an uncertain world, Princeton, New Jersey : Princeton University Press, 2022.
5. Thunberg, G.: The Climate Book. Penguin Random House, 2022.

Optional bibliography

6. Cox, S. The green new deal and beyond ending the climate emergency while we still can, San Francisco, California: City Lights Books, 2020.
7. Minas, S., Ntousas, V., EU climate diplomacy: politics, law and negotiations, Milton : Routledge, 2018.
8. Orsini, A., Kavvatha, E. (eds.). EU environmental governance current and future challenges, Harvard London, England; New York, NY : Routledge, Taylor & Francis Group, 2021.
9. <https://climate-diplomacy.org/magazine/cooperation/editors-pick-7-case-studies-environmental-cooperation>

8.2 Seminar / laboratory	Teaching methods	Remarks
1. Position Paper. What is it?	Case Analysis	*** How to write a Position Paper?, https://www.globalmuners.org/wp-content/uploads/2018/04/10_Guide_to_write_a_Position_Paper_GLOBAL_SEN_MEX_MUN_2018.pdf
2. Climate negotiations – simulating a Global Climate Accord. (x2)	Study case	Lewicki, Roy, Sauders, David, Minton, John, Barry, Bruce, <i>Negotiations: readings, exercises and cases</i> , Mc Graw-Hill Higher Education, 2003, p. 582
3. Climate negotiations – bridging the gap between Green solutions Advocates and Fossil Fuels Proponents. (x2)	Study case	Lewicki, Roy, Sauders, David, Minton, John, Barry, Bruce, <i>Negotiations: readings, exercises and cases</i> , Mc Graw-Hill Higher Education, 2003, p. 582
4. Conference of the Parties (COP) Simulations – multilateral climate negotiations simulation (I)	Study case	Lewicki, Roy, Sauders, David, Minton, John, Barry, Bruce, <i>Negotiations: readings, exercises and cases</i> , Mc Graw-Hill Higher Education, 2003, p. 534
5. Conference of the Parties (COP) Simulations – multilateral climate negotiations simulation (II)	Study case	Lewicki, Roy, Sauders, David, Minton, John, Barry, Bruce, <i>Negotiations: readings, exercises and cases</i> , Mc Graw-Hill Higher Education, 2003, p. 522
6. Green Diplomacy: Addressing Environmental Issues – crisis climate negotiation simulation (x2)	Study case	PON, <i>What is a crisis negotiation?</i> , PON, 2022, https://www.pon.harvard.edu/tag/crisis-negotiation/ PON, <i>Advanced Negotiation Strategies and Concepts: Hostage Negotiation Tips for Business</i>

		<p><i>Negotiators</i>, 2009, https://www.pon.harvard.edu/daily/conflict-resolution/hostage-negotiation-tips-for-business-negotiators/</p> <p>PON, 2020, <i>A Crisis Negotiations Case Study: Chen Guangcheng, the United States, China, and Diplomatic Negotiations</i>, https://www.pon.harvard.edu/daily/international-negotiation-daily/learning-from-international-negotiations-the-chen-guangcheng-crisis/.</p>
7. Study cases on environmental cooperation (x3)	Debates	https://climate-diplomacy.org/magazine/cooperation/editors-pick-7-case-studies-environmental-cooperation
<p>Bibliography</p> <ol style="list-style-type: none"> 1. Ciot, M.G., <i>Negocieri Internaționale</i>, Cluj-Napoca: Presa Universitară Clujeană, 2021. 2. Lewicki, R., Sauders, D., Minton, J., Barry, B., <i>Negotiations: readings, exercises and cases</i>, Mc Graw-Hill Higher Education, 2003; 3. Pușcaș, V., <i>EU Accession Negotiations (A Handbook)</i>, Wien: Hulla&Co Human Dynamics, 2013, www.renaneurope.org/documents/wgroups/EU%20Accession%20Negotiations%20_Handbook.rar. 4. https://climate-diplomacy.org/magazine/cooperation/editors-pick-7-case-studies-environmental-cooperation 		

9. Corroborating the content of the discipline with the expectations of the epistemic community, professional associations and representative employers within the field of the program

- After this course, students will be able to have a successful career in the field of international relations and diplomacy, having the skills necessary to carry out activities within non-governmental organizations, ministries, embassies or public and regional administrations.

10. Evaluation

Activity type	10.1 Evaluation criteria	10.2 Evaluation methods	10.3 Percentage of final grade
10.4 Course	participation in the course, studying the bibliography	Continuing and final oral evaluation	50%
10.5 Seminar/laboratory	participation in the seminar, study case presentations and debates	Essay and study-cases presentation for a climate negotiation	50%
10.6 Minimum standard of performance			

- Preparing a study case, describing a model of European Green Deal Implementation by a Member State.

11. Labels ODD (Sustainable Development Goals)²

	General label for Sustainable Development, SDG 16, SDG 17							
1 NO POVERTY	2 ZERO HUNGER	3 GOOD HEALTH AND WELL-BEING	4 QUALITY EDUCATION	5 GENDER EQUALITY	6 CLEAN WATER AND SANITATION	7 AFFORDABLE AND CLEAN ENERGY	8 DECENT WORK AND ECONOMIC GROWTH	9 INDUSTRY, INNOVATION AND INFRASTRUCTURE
10 REDUCED INEQUALITIES	11 SUSTAINABLE CITIES AND COMMUNITIES	12 RESPONSIBLE CONSUMPTION AND PRODUCTION	13 CLIMATE ACTION	14 LIFE BELOW WATER	15 LIFE ON LAND	16 PEACE, JUSTICE AND STRONG INSTITUTIONS	17 PARTNERSHIPS FOR THE GOALS	

Date:
01.10.2025

Signature of course coordinator

Signature of seminar coordinator

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Date of approval:

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Signature of the head of Doctoral School

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² Keep only the labels that, according to the [Procedure for applying ODD labels in the academic process](#), suit the discipline and delete the others, including the general one for *Sustainable Development* – if not applicable. If no label describes the discipline, delete them all and write „Not applicable.”.



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