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TYPES AND FORMS OF INTERNATIONAL NEGOTIATIONS:

THE WEST VERSUS THE EAST

The article is devoted to the issues describing different approaches to the understanding of the phenomenon “international negotiations”, their types and forms. The classification of the aforementioned phenomenon was represented; the typological criteria were specified (the objective, the type of decisions, official status,

the number of sides); the main forms of political negotiations are determined (political consultations, discussions, debates).

Keywords: political conflict, negotiations, international negotiations, political consultation, debate.

Negotiations become important in today's society. Even in the second half of the twentieth century, negotiation issues in the Western world stood sharper because there was a serious problem coordination behavior of different social groups and interests, compared to those in Europe. Countries are socialist long lived by inertia conquest opinion «control person» and any variation on «political views and divergence of political arrangements» were unacceptable to life as an ordinary citizen, and for newly established political forces. However, Ukrainian society movement for democratic values requires knowledge and skills align interests between political forces branches. The only civilized but by reaching an agreement in the modern world is negotiating.

Problem negotiation takes relatively independent significance in the western Conflict since the mid 60's. According to the national experts, the work within international negotiations presupposes two directions: on the one hand, development problems of the world; and on the other hand, the idea of «power approach». Accordingly, if the first trend contributed to the formation of an idea of negotiation as a means of resolving international conflicts and peace, the second was designed to develop the best ways to achieve gains in the negotiations. However, the end of the Cold War and global confrontation leads to new trends in the state of negotiations.

Overall, these trends are as follows:

Firstly, international negotiations are the main form of interaction between states. They actively influence the further reduction of the role of the military factor.

Secondly, the volume and the number of negotiations. They become the object of new areas of international cooperation (environmental, social and political processes, scientific and technical cooperation, etc.).

Thirdly, the growing negotiating role of international organizations.

Fourthly, the scope of the negotiations involved experts without any diplomatic experience, but possessing the competence in the field of complex scientific, technical and economic problems, which is necessary in the analysis of new areas of cooperation between states.

Finally, fifthly, there is a need for radical revision process aimed at controlling negotiations as well as highlighting the most important issues for senior public management; specification of the competences of different working levels; development of a system of responsibility dissemination; improvement of coordination role of diplomatic services, etc.

Particular attention is paid to advisable conversations that can be considered preparation for negotiations or the beginning of their talks. The question of what is the conversation that its laws and regulations have been the subject of scientists for many centuries. There arises a question of the difference between conversations and other forms of interaction. The main difference is the principle of «no-need to argue». During the conversation, politicians, diplomats consider it necessary to prove their innocence safely convincingly, not a wrong interlocutor; in addition, they refrain from criticism, and occupy the position of defending.

One of the forms of political negotiations can be called the political debate. Debate is a reasoned debate in which the parties (usually two) are aimed to convince anyone of anything. In assessing the controversy, primarily arguments alongside with various rhetorical techniques are used demonstrating at the same time the ability to work with the audience by means of expressive language, and so on.

One of the forms of political negotiations can be called the political debate. Behind the scenes there works one of the essential elements of career, a source of valuable information, opportunity to establish informal relations with colleagues – foreigners.

The purpose of the backstage work is to meet personally with partners during negotiations, meetings, conferences; involve them into an informal contact, which is often very useful for obtaining or transmitting information; discuss previous proposals, presenting arguments to influence the position of partners and some others.

Of course, like any classification the above given one is rather arbitrary. Negotiations can be classified according to other criteria which need advancement.

Negotiations become important in today's society. Even in the second half of the twentieth century, negotiation issues in the Western world seem to be more acute because there was a serious problem of coordination of the behavior of different social groups and interests, compared to Eastern Europe. The countries comprising the socialist camp suffered a long inner conquest of the thoughts: «to control a person» and other variations on «divergence of political views and achieving political agreements». That is why the Ukrainian society movement for democratic values requires knowledge and skills to coordinate the interests between political forces, branches of power. Negotiating is considered to be the only civilized method of reaching an agreement in the modern world.

The problem of negotiations has been of relatively independent significance in the Western Conflict since mid 60 years. The national experts have defined that international negotiations affect two areas: on the one hand, the problem of the world development; and on the other one, the idea of «a forceful approach». Accordingly, if the first trend contributed to the formation idea of negotiations as a means of resolving international conflicts and peace, the second was initiated to develop the best ways to achieve goals in the negotiations. However, the end of the Cold War and global confrontation led to new trends in the state of the negotiations. Overall, these trends are as follows:

First, international negotiations are the main form of interaction between states. They actively influence the further reduction of the role of the military factor.

Second, the growing volume and number of talks. They are becoming the subject of new areas of international cooperation (environmental, socio-political processes, scientific and technical cooperation, etc.).

Third, a growing role of negotiating for international organizations.

Fourth, the scope of the negotiations involved experts without any diplomatic experience but possessing some competence in complex scientific, technical and

economic problems, which is necessary in the analysis of new areas of cooperation between states.

Finally, fifthly, there is a need for radical revision of the management talks: to highlight the most important issues for senior public management; to define a scope of competences at various working levels; to develop a system of responsibility dissemination; to enhance a coordinating role of diplomatic services, etc.

Depending on different criteria there are several kinds of international negotiations.

1. Criterion – a goal that the negotiators set themselves:

- negotiations with a view to extending previously reached peace agreements;
- talks on normalization of relations of peaceful participants of an international conflict;
- negotiations to revise the agreements reached earlier in favor of one of the stakeholders;
- negotiations to reach a new agreement (in case of international conflicts);
- negotiations to obtain relevant results (in these cases, the parties do not try to achieve the final result, and an interpreter expresses partners' intentions; establishing contacts may be necessary in the future).

2. Criterion – the type of decisions taken as a result of negotiations:

- talks, ending by reaching a compromise;
- negotiations ending with a full solution of a conflict;
- talks, ending with a partial solution;
- negotiations ending with an asymmetric solution which satisfies one side more than the other one.

3. Criterion – the official status of negotiators:

- talks at the highest level;
- negotiate at a high level;
- negotiate in good working conditions [1, p. 67].

Negotiations can be one-off, at the same time, they can be prolonged to several rounds. Under present conditions, most of negotiations are open, i.e. the start of

negotiations is reported in public, and their results are announced; yet conflict settlement talks are held and hidden.

Talks at present can be divided into bilateral or multilateral.

In direct bilateral negotiations only two partners are involved, they talk eye-to-eye. Such negotiations take place during official visits or international forums. Almost every official visit or international meeting presupposes bilateral negotiations.

In multilateral negotiations there are involved from three to several dozens of participants and / or dedicated; they tend to consider global issues of international relations or to solve any disputes or conflicts. The number of participants in these negotiations does not depend on the number of conflicting parties. Examples of such multilateral negotiations can be these: Geneva meeting in 1954 in Indochina (9 countries participated), the International Meeting to resolve the issue in Lao 1961-1962. Geneva (attended by 14 countries), European General Meeting 1973-1975 for Security and Cooperation (35 countries participated) [2, p. 32].

Multilateral negotiations are divided into sessional negotiations in the framework of existing international organizations and non-sessional negotiations – talks organized at the initiative of one or more countries on particular issues.

Bilateral negotiations are held when they concern only relations between two countries. Whereas, in the diplomatic history (though very rarely) such precedents are known when bilateral negotiations on multilateral discussed international issues, and in multilateral – there were only two issues to discuss, and sometimes within one single country, attended by many countries which used to solve one key issue, or vice versa. Bilateral visits of heads of governments or states end negotiations successfully on many key issues. However, experience shows that bilateral negotiations require time-consuming and versatile competence obtained by delegates as a result of specific training [3, p. 79].

Ukraine is an active participant in both the multilateral and bilateral negotiations, especially within the UN, Council of Europe, European Union, Organization for Security and Cooperation in Europe and others.

Nowadays, a very popular and effective form of bilateral relations are political consultations which enable having a deep and comprehensive discussion of both bilateral and international relations in general. Consultations are held according to a pre-set schedule or a situation. In science, there are two points of view on the nature of the phenomenon of political consultations.

According to the «Asian approach», the method of political consultations is a «soft», «optional» genre of diplomatic practice, the most actively used by some states of the East (China, Japan) while interacting with European countries in the middle of the XIX century [4, p. 213].

However, the Europeans do not neglect this form of communication; they tend to use it in dialogues with their Eastern partners. In particular, in the XIX century, during the civil wars in India, the British colonialists turned to the political consultation for recruiting supporters among the local Indian elite. Several authors, however, disputed such an interpretation of the phenomenon of political consultations. Expressed opinions that are specific, mild forms of diplomatic negotiations, which were inherent in some political traditions of the East, were interpreted by European diplomacy like «exchange of views» rather than advice. It is believed that “proper” consultations were brought to the East by British diplomats. Thus, the hypothesis advocated Western roots of this phenomenon. Proponents of the «American approach» did not yield to the invention of the genre of political consultations like Asia or Europe. They insist that consultations should be the achievement of a closed meeting of representatives of the legislative and executive branches of the US government in the XIX-XX centuries.

According to this logic, the emergence of political consultations is the Americans' merit. In the United States, consultations are considered to be a form of a cross-party cooperation during an election campaign. However, in early 1948, by the decision of the Secretary of the State of Georgia Sir Marshall, a group of leading analysts of the US State Department (J. Hikkerson, D. and T. Rask Echillz) began to study the issue of the expansion of diplomatic contacts. Their cooperation looked like semi-scale negotiations – *consultation* [5, p. 14 -16]. At the end of 1950, political

consultations were used to improve the efficiency of the State departments, Ministry of Finance and Ministry of Defense. Thus, it should be noted that in the context of political relations none of the approaches to the interpretation of political consultations can not be claimed heuristic.

Though some foreign researchers implemented peculiar features of political consultations in its definition – a means of social and political communication (a means of interaction). Their basic features are efficiency, regularity and legitimacy; the key need is information that can be considered both as a specific resource and a set of ideas, values and behavior; the purpose of political consultations should be informing the parties of steps to solve a problematic situation. Thus, political consultations are a form of social and political communication, which are realized through a regular open dialogue focused on the specificity of interlocutors' activities aimed at developing an overall strategy of joint and individual actions, effective control over the execution of the agreements primarily adopted and signed.

Negotiations are conducted both in the form of direct discussions at meetings, meetings at various international forums and in writing through diplomatic exchange of relevant documents (notes, memoranda, memoranda, and so on. N.) [7, p. 56-58].

Another form of political negotiations is a conversation. During a conversation, politicians, diplomats consider issues calmly, try to prove their innocence convincingly, without blaming interlocutors, in addition, they refrain from criticism, otherwise it may make a partner defend.

The main goals of a conversation are: - first acquaintance, networking; - consolidation of established contacts, more detailed talks defending their interest; - subject to receiving the required information or evidence; - discussion and solution of issues of bilateral cooperation; - preparation for the negotiation or discussion during negotiations targeted at solving complicated issues [8, p. 313].

Furthermore, any conversation might have many purposes. Conventionally, the conversation can be classified as follows: 1) talks at the invitation of opponents at the official level; 2) conversation with your initiative at the official level; 3) public conversations on events, receptions; 4) conversation during a break in formal

meetings; 5) casual conversations while visiting events, taking trips and so on; 6) talks unexpected, unforeseen when the topic of a conversation is unknown in advance.

Thus, conducting interviews requires some art and, like any art, it is subordinated to certain rules, laws, taking into account past experience, achievements and mistakes.

One of the forms of political negotiations could be called *political debate*. The word “debate” originates from ancient Greece, where they were an integral part of democracy. In Athens citizens debated on the advantages and disadvantages of the proposed law; a dispute gave an opportunity to thoroughly analyze a problem. In ancient Rome, there were the so-called rhetoricians’ school, which taught oratory. There were prestigious orators at the schools; the teachers there were highly paid.

In the Middle Ages debates penetrated into Europe. There were organized oratorical courses aimed at developing oratorical and debating skills. In the 30th years of XX century the debate started its existence in the US as a form of youth activities. Pre-election campaigns gave a new impetus to the debate and formed them in such a way that they have now. The popularity of the US debate increased after the first televised debates between John Kennedy and Richard Nixon during the presidential elections of 1960. Debate is a reasoned debate in which parties (usually two) aim at convincing anyone of anything by all possible means: arguments, rhetorical techniques, ability to work with the audience, expressive language and so on. In other words, we can speak of an informational type, lacking confrontational elements, argumentative and analytical type (persuasion by means of logical-conceptual apparatus) and the imperative type (emotionally expressive pressure, categorical judgments, exaggeration, incorrect metaphors, etc.) [9, c. 55].

In diplomatic practice of XIX and early XX century, the Congress was considered the highest form of negotiation, such as the Congress of Vienna in 1815, dealing with decision making within Europe after the Napoleonic wars, documenting the practice of diplomatic relations, the Paris Congress 1856, the Berlin Congress in 1878. Today this form of diplomatic practice is hardly used; conferences and international forums (meetings) are the most common forms of international political

talks now. They are usually convened at the level of Heads of a State or Government, ministerial and government delegations [10, c. 51-54].

Depending on the form of holding, negotiations may be conducted in the form of: • Congresses; • Summits; • conferences; • meetings; • sessions; • meetings and the like.

In this connection, it is necessary to distinguish two principal aspects that affect the negotiation process. Firstly, in crisis and conflict situations in the alternative policy negotiations may lead to the destruction of economic ties and relations. This imposes special responsibility on negotiators for their decisions. Secondly, in the times of crisis and conflict when communication channels are not established or bad, parties sometimes have to resort to intermediaries, third parties, conducting informal talks and other activities.

Another feature while when negotiating on conflicts is to solve the existing conflict avoiding violence and destructing economic ties, or how to eliminate a source of conflict, though sometimes it is not possible. Negotiations presuppose cooperation of two (or more) parties.

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汉语国际推广背景下的对外武术教学

为推动汉语加快走向世界，提升中国语言文化影响力，我国在海外设立了以教授汉语和传播中国文化为宗旨的教育机构“孔子学院”。武术作为其推广中国传统文化的典型代表之一，则为弘扬中华文化与展现民族个性风貌打开了一扇窗。如何以汉语国际推广为契机，利用对外汉语这一教学平台在乌克兰更好进行武术的有效传播，提高武术在汉语国际推广中的重要地位，以武术教学间接促进汉语教学，实现汉语与体育文化的双赢，这是一个值得我们去研究的问题。