



Diploma Thesis Evaluation Form

Author: Jakub Kult

Title: Negotiation analysis of the third economic adjustment program for Greece:
Greek strategy explained.

Programme/year: Mezinárodní vztahy / LS 2020

Author of Evaluation (external assessor): doc. PhDr. Běla Plechanovová, CSc.

Criteria	Definition	Maximum	Points
Major Criteria			
	Research question, definition of objectives	10	8
	Theoretical/conceptual framework	30	24
	Methodology, analysis, argument	40	25
<i>Total</i>		<i>80</i>	57
Minor Criteria			
	Sources	10	8
	Style	5	4
	Formal requirements	5	2
<i>Total</i>		<i>20</i>	14
TOTAL		100	71



Evaluation

Major criteria: The thesis deals with an interesting topic of bargaining in the international context choosing the case of Greece and international institutions following the economic and political collapse and debt crisis focused on the third bailout negotiations in 2015. The Author provides a thorough introduction to the negotiation analysis and a broader context of the bargaining and decision making literature presenting also the main concepts. The research design is mentioned in a rather general way, without clearly identifying the puzzle in the topic of the thesis and its empirical focus. Also, the method – process tracing – supposed to complement the negotiation analysis is presented in a most concise manner. I appreciate the effort to provide a comprehensible narrative of the process of negotiations while trying to grasp most of the internal and external factors that played role in producing the outcome of the bargaining. What I miss is an attempt of a structured view on the situation, that could have been quite easily presented in a graphical form and would help immensely to support the credibility of implementation of the main methodology.

Minor criteria: The thesis is well rooted in relevant literature. The empirical part is based on a substantial scope of primary and secondary sources. The style and language are adequate albeit a number of places would benefit from language corrections. There are some non-trivial omissions and errors in references, namely one of the works on which the research design is built is not on the list of references (Sebenius 2009) or it is not really clear which sources are referred to (e.g. p. 15, line 7) and a number of similar cases down the road.

Overall evaluation: The strength of this thesis lies in the literature review and presentation of the approaches to the negotiation analysis, the weakness rests in the presentation of the empirical analysis. But altogether, a good work.

Suggested grade: C