

Course Syllabus

I. General Information

Course name	Negotiation and mediation
Programme	European Studies
Level of studies (BA, BSc, MA, MSc, long-cycle MA)	BA
Form of studies (full-time, part-time)	Full-time
Discipline	Legal science
Language of instruction	english

Course coordinator/person responsible	Dr Marek Dąbrowski
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Type of class (use only the types mentioned below)	Number of teaching hours	Semester	ECTS Points
lecture			2
tutorial			
classes			
laboratory classes			
workshops	30	4	
seminar			
introductory seminar			
foreign language classes			
practical placement			
field work			
diploma laboratory			
translation classes			
study visit			

Course pre-requisites	No prerequisites
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II. Course Objectives

C1 During this course, students will gain practical and theoretical knowledge of negotiation and mediation. Upon completion of this course, students will be able to understand the importance of negotiation and mediation.
C 2 The aim of this course is to provide students with essential information that will help them better understand the theory and process of negotiation and mediation in order to become a more effective negotiator or mediator. Students will learn how to use this knowledge to conduct effective negotiations and mediation. Students will also develop their practical skills while working in groups and during the simulation of negotiations and mediation in various areas.
C 3 The aim of the course is to draw attention to the benefits of using negotiation and mediation as amicable methods in the dispute resolution process.

III. Course learning outcomes with reference to programme learning outcomes

Symbol	Description of course learning outcome	Reference to programme learning outcome
KNOWLEDGE		
W_01	He/She knows and understands the mechanisms of negotiation and mediation used at the level of international organizations and models of cooperation in contemporary international relations.	K_W03
W_02	He/She knows the basic principles of creating and developing various forms of mediation in trade relations at the national and EU level	K_W04
SKILLS		
U_01	He/She can analyze the basic social and political processes	K_U01
U_02	and economic activities of international, regional and national scope using negotiation and mediation methods	K_U05
U_03	He/She can conduct negotiations in the basic scope	K_U08
U_04	and mediation in economic and social matters	K_U09
U_05	He/She is able to interact and work in a team, assuming different roles in it and sets priorities for the tasks set by himself and other tasks	K_U10
SOCIAL COMPETENCIES		
K_01	He/She is ready to self-assess his own competences and self-improvement. He knows the scope of his knowledge and skills	K_K01
K_02	He/She is ready to undertake activities in the field of initiating economic activity in the EU and to fulfill social obligations, co-organizing activities for the economic environment based on peaceful methods of dispute resolution as elements of corporate social responsibility.	K_K02

IV. Course Content

- 1. Conflict, source, conflict management**
- 2. Communication in negotiations and mediations**
- 3. Negotiations - stages**
- 4. Negotiations - styles, technics, BATNA**
- 5. Negotiations in the Polish and the EU law**
- 6. Case study - simulation of negotiations**
- 7. Mediation advantages / disadvantages, place in the legal system**
- 8. EU regulations in the field of mediation**
- 9. Mediation types**
- 10. Mediator - functions and techniques**
- 11. The course and principles of mediation**
- 12. Settlement - the nature, consequences and settlement before the mediator - case study**
- 13. On-line mediation**
- 14. Case study - mediation simulation**
- 15. Final exam**

V. Didactic methods used and forms of assessment of learning outcomes

The classes and forms of assessment of learning outcomes can be both stationary at the university or remote with the use of IT tools.

Symbol	Didactic methods (choose from the list)	Forms of assessment (choose from the list)	Documentation type (choose from the list)
KNOWLEDGE			
W_01	Text analysis, Discussion	Final exam	Examination card
W_02	Text analysis, Discussion	Final exam	Examination card
SKILLS			
U_01	Practical exercises, Working in groups in various roles (leader, rapporteur, participant), Discussion	Final exam	Examination card
U_02	Practical exercises, Working in groups in various roles (leader, rapporteur, participant), Discussion	Final exam	Examination card
U_03	Practical exercises, Working in groups in various roles (leader, rapporteur, participant), Discussion	Final exam	Examination card
U_05	Practical exercises, Working in groups in various roles (leader, rapporteur, participant), Discussion	Final exam	Examination card
U_05	Practical exercises, Working in groups in various roles (leader, rapporteur, participant), Discussion	Final exam	Examination card
SOCIAL COMPETENCIES			
K_01	Practical exercises, discussion	Final exam	Examination card
K_02	Practical exercises, discussion	Final exam	Examination card

VI. Grading criteria, weighting factors.....

Written test

5 - 14-12 points

4+ - 11 points

4 - 10-9 points

3+ - 8 points

3 - 7 points

Final test may take the form of an online test.

VII. Student workload

Form of activity	Number of hours
Number of contact hours (with the teacher)	30
Number of hours of individual student work	60

VIII. Literature

Basic literature	
1.	R. J. Lewicki , D. M. Saunders, B. Barry, Negotiation, 6th edition, McGraw-Hill, Boston 2009
2.	M.Watkins, The Breakthrough Business Negotiation: A Toolbox for Managers, Jossey Bass, San Francisco 2002
3.	N. M. Alexander, Global Trends in Mediation, Kluwer 2008
4.	K. J. Hopt, F. Steffek, Mediation: Principles and Regulation in Comparative Perspective, Oxford 2013
Additional literature	
1.	P. N. Ghauri , J. C. Usunier, International Business Negotiations, Pergamon, Oxford 2003
2.	R. J. Lewicki, A. Hiam, Mastering Business Negotiation: A Working Guide to Making Deals and Resolving Conflict, John Wiley & Sons, New York 2006
3.	N. M. Alexander, Global Trends in Mediation, Kluwer 2008
4.	K. J. Hopt, F. Steffek, Mediation: Principles and Regulation in Comparative Perspective, Oxford 2013 Michael L. Moffitt, R. C. Bordone, (ed.)The Handbook of Dispute Resolution, Harvard 2005