

Course Syllabus

I. General Information

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

Course coordinator/person responsible	Dr Marek Dąbrowski dr Agnieszka Parol
---------------------------------------	--

Type of class (<i>use only the types mentioned below</i>)	Number of teaching hours	Semester	ECTS Points
lecture			3
tutorial			
classes			
laboratory classes			
workshops	30	IV	
seminar			
introductory seminar			
foreign language classes			
practical placement			
field work			
diploma laboratory			
translation classes			
study visit			

Course pre-requisites	No prerequisites
-----------------------	------------------

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 the objective effect	Directional Effect Reference
KNOWLEDGE		
W_01	He/she knows the principles of the functioning of the European Union, the nature of EU law, the EU legal protection system and has knowledge of European Union policies in references to negotiation I mediation	K_W01
W_02	He/she knows and understands the mechanisms of international organizations and models of cooperation in contemporary international relations in references to negotiation I mediation	K_W02
W_03	He/she knows the principles of the functioning of the EU internal market, the relation between national law and policies and European law; knows the position of the entrepreneur in the internal market in references to negotiation I mediation	K_W03
ABILITIES		
U_01	He/she is able to analyse basic social, political and economic processes of international, regional and national scope in references to negotiation I mediation	K_U01
U_02	He/she is able to conduct basic negotiations and mediations in economic and social matters in references to negotiation I mediation	K_U05
U_03	He/she can interact and work in a team, taking on different roles in it and sets priorities for the tasks set by themselves and others in references to negotiation I mediation	K_U08
U_04	He/she can independently plan and implement his/her own lifelong learning and identifies opportunities for professional development in references to negotiation I mediation	K_U09
U_05	He/she can participate in social debate and has the ability to argue orally and in writing using specialist terminology in references to negotiation I mediation	K_U10
SOCIAL COMPETENCES		
K_01	He/she is ready to self-assess their own competences and self-improvement. Knows the scope of their knowledge and skills in references to negotiation I mediation	K_K01
K_02	He/she is ready to take action in the field of initiating business activities in the EU and to fulfil social obligations, co-organising activities for the benefit of the economic environment in	K_K02

	references to negotiation I mediation	
--	---------------------------------------	--

IV. Course Content

<ol style="list-style-type: none"> 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

Symbol	Didactic methods <i>(choose from the list)</i>	Forms of assessment <i>(choose from the list)</i>	Documentation type <i>(choose from the list)</i>
KNOWLEDGE			
W_01	Textual analysis; Brainstorming or discussion group; Discussion; PBL (ProblemBased Learning); SWOT method; Work with text; Case study; Conventional lecture; Conversational lecture; Problem lecture	Paper; Written test; Observation; Oral test; Presentation; Preparation / implementation of the project	Protocol / paper; printout/ paper file; Evaluated test; Evaluated written paper; Rating card / Observation report; Rating card
W_02	Textual analysis; Brainstorming or discussion group; Discussion; PBL (ProblemBased Learning); SWOT method; Work with text; Case study; Conventional lecture; Conversational lecture; Problem lecture	Paper; Written test; Observation; Oral test; Presentation; Preparation / implementation of the project	Protocol / paper; printout/ paper file; Evaluated test; Evaluated written paper; Rating card / Observation report; Rating card
W_03	Textual analysis; Brainstorming or discussion group; Discussion; PBL	Paper; Written test; Observation; Oral test; Presentation; Preparation / implementation	Protocol / paper; printout/ paper file; Evaluated test; Evaluated

	(ProblemBased Learning); SWOT method; Work with text; Case study; Conventional lecture; Conversational lecture; Problem lecture	of the project	written paper; Rating card / Observation report; Rating card
SKILLS			
U_01	Textual analysis; Brainstorming/ discussion group; Discussion; PBL (ProblemBased Learning); SWOT method; Work with text; Case study; Conventional lecture; Conversational lecture; Problem lecture	Paper; Written test; Observation; Oral test; Presentation; Preparation / implementation of the project	Protocol / paper; printout/ paper file; Evaluated test; Evaluated written paper; Rating card / Observation report; Rating card
U_02	Textual analysis; Brainstorming/ discussion group; Discussion; PBL (ProblemBased Learning); SWOT method; Work with text; Case study; Conventional lecture; Conversational lecture; Problem lecture	Paper; Written test; Observation; Oral test; Presentation; Preparation / implementation of the project	Protocol / paper; printout/ paper file; Evaluated test; Evaluated written paper; Rating card / Observation report; Rating card
U_03	Textual analysis; Brainstorming/ discussion group; Discussion; PBL (ProblemBased Learning); SWOT method; Work with text; Case study; Conventional lecture; Conversational lecture; Problem lecture	Paper; Written test; Observation; Oral test; Presentation; Preparation / implementation of the project	Protocol / paper; printout/ paper file; Evaluated test; Evaluated written paper; Rating card / Observation report; Rating card
U_04	Textual analysis; Brainstorming/ discussion group; Discussion; PBL (ProblemBased Learning); SWOT method; Work with text; Case study; Conventional lecture; Conversational lecture; Problem lecture	Paper; Written test; Observation; Oral test; Presentation; Preparation / implementation of the project	Protocol / paper; printout/ paper file; Evaluated test; Evaluated written paper; Rating card / Observation report; Rating card
U_05	Textual analysis; Brainstorming/ discussion group; Discussion; PBL	Paper; Written test; Observation; Oral test; Presentation; Preparation / implementation	Protocol / paper; printout/ paper file; Evaluated test; Evaluated

	(ProblemBased Learning); SWOT method; Work with text; Case study; Conventional lecture; Conversational lecture; Problem lecture	of the project	written paper; Rating card / Observation report; Rating card
SOCIAL COMPETENCIES			
K_01	Brainstorming/ discussion group; Discussion; PBL (ProblemBased Learning); SWOT method; Case study; Conversational lecture; Problem lecture	Paper; Written test; Observation; Oral test; Presentation; Preparation / implementation of the project	Protocol / paper; printout/ paper file; Evaluated test; Evaluated written paper; Rating card / Observation report; Rating card
K_02	Brainstorming/ discussion group; Discussion; PBL (ProblemBased Learning); SWOT method; Case study; Conversational lecture; Problem lecture	Paper; Written test; Observation; Oral test; Presentation; Preparation / implementation of the project	Protocol / paper; printout/ paper file; Evaluated test; Evaluated written paper; Rating card / Observation report; Rating card

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

Written test

5,0 - 14-12 points

4,5 - 11 points

4,0- 10-9 points

3,5 - 8 points

3,0- 7 points

2,0- 6 points or less

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	45
--	-----------

VIII. Literature

Basic literature
<ol style="list-style-type: none"> 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
<ol style="list-style-type: none"> 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