

## Selected courses in English in the academic year 2010/2011

KUL institute/department:	Law Institute/Department of American and Comparative Law
Course title:	<b>Negotiations</b>
Lecturer (name, surname):	Delaine R. Swenson
Title/position:	Professor
ECTS credits:	5
Course duration (1 <sup>st</sup> , 2 <sup>nd</sup> or both semesters):	Second Semester
Number of hours per week:	2
Course type:	Elective
Level:	Undergraduate
Course description:	<p>This course is a practical skills development course designed to teach students how to act as negotiators in business and legal contexts. It will be taught using lectures, demonstrations and exercises that require active student participation. The course will focus on the skills needed to a successful negotiator, as well as developing an individual style of negotiation and developing the ability to access a negotiation situation and adapt to a changing situation.</p>
Required reading list:	Obligatory reading materials are distributed during the course of the class.
Prerequisites:	None
Assessment method:	Final grade will depend on class attendance and participation and a final negotiation project.
Contact person for further information (name, surname, e-mail, phone):	Delaine R. Swenson e-mail: <a href="mailto:dswenson@kul.lublin.pl">dswenson@kul.lublin.pl</a> Ph: +48 81 445 3721