

Faculty of Chemistry**SUBJECT CARD**

Name of subject in Polish: Mediacje i negocjacje
 Name of subject in English: Mediation and negotiation
 Main field of study (if applicable):
 Specialization (if applicable):
 Profile: academic
 Level and form of studies: 2 level, full time
 Kind of subject: optional
 Subject code
 Group of courses NO

	Lecture	Classes	Laboratory	Project	Seminar
Number of hours of organized classes in University (ZZU)	15				
Number of hours of total student workload (CNPS)	60				
Form of crediting	charging for the assessment				
For group of courses mark (X) final course					
Number of ECTS points	2				
including number of ECTS points for practical (P) classes					
including number of ECTS points corresponding to classes that require direct participation of lecturers and other academics (BU)	0,65				

PREREQUISITES RELATING TO KNOWLEDGE, SKILLS AND OTHER COMPETENCES

1. Basic knowledge of humanities science
2. Basic knowledge of social science

SUBJECT OBJECTIVES

C1 To familiarize students with knowledge of the theory of negotiation
 C2 Mastering the skills of independent negotiation in economic and social structures
 C3 Mastering the skills of building negotiation strategies, crisis management and management conflicting.

SUBJECT EDUCATIONAL EFFECTS**relating to knowledge:**

PEU_W01- The student has knowledge in the scope of mediation and negotiation

relating to skills:

PEU_U01 - The student is able to prepare the contract negotiation

PEU_U02-The student is able to identify and to apply the basic principles of negotiation

PEU_U03-The student is able to conduct the contract negotiation in Polish and English		
PEU_U04-The student is able to identify the causes of an organizational conflict.		
relating to social competences:		
PEU_K01- The student is able to interact and work in a group, taking various roles in it and is able to think critically and argue your position		
PROGRAMME CONTENT		
Lectures		Number of hours
Lec 1	Introduction to mediation and negotiation	2
Lec 2	The role of interpersonal communication in negotiations and mediations	3
Lec 3	Active listening in negotiations and mediations	2
Lec 4	Elements of conflict theory. Dealing with conflicts	3
Lec 5	Mediation and negotiation Across Cultures.	2
Lec 6	Tactics For Successful Business Negotiations	2
Lec 7	Test	1
	Total hours	15
TEACHING TOOLS USED		
N1. lecture by information		
N2. multimedia presentation		
EVALUATION OF SUBJECT LEARNING OUTCOMES ACHIEVEMENT		
Evaluation (F – forming during semester), P – concluding (at semester end)	Learning outcomes code	Way of evaluating learning outcomes achievement
F1	PEU_W01 PEU_U01-U04 PEU_K01	Test
C= F1		
PRIMARY AND SECONDARY LITERATURE		
<u>PRIMARY LITERATURE:</u>		
[1] Aall P., Crocker C., Hampson F. International Negotiation and Mediation in Violent Conflict”, Taylor & Francis Ltd, 2018		
[2] Gates S. „, The negotiation book” John Wiley & Sons, 2015		
[3] Moore C.W. „,The Mediation Process: Practical Strategies for Resolving Conflict” John Wiley & Sons, 2014		
[4]Whatling T., „,Mediation skills and strategies : a practical guide”, Jessica Kingsley Publishers, 2012		
<u>SECONDARY LITERATURE:</u>		
[1] Colatrella Jr.M.T, Picchion A.P. „,Mediation: Skills and Techniques” LexisNexis 2008		
[2] Sikorski W. „,Niewerbalna komunikacja interpersonalna. Doskonalenie przez trening”, Difin, Warszawa, 2011.		
SUBJECT SUPERVISOR (NAME AND SURNAME, E-MAIL ADDRESS)		
Dr Joanna Kott, joanna.kott@pwr.edu.pl		