

**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: PSZ000143  
 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 for direct teacher-student contact (BK) classes	0,5				

**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:**

PEK\_W01- The student has knowledge in the scope of mediation and negotiation

**relating to skills:**

PEK\_U01 - The student is able to prepare the contract negotiation  
 PEK\_U02-The student is able to identify and to apply the basic principles of negotiation  
 PEK\_U03-The student is able to conduct the contract negotiation in Polish and English  
 PEK\_U04-The student is able to identify the causes of an organizational conflict.

relating to social competences: PEK_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		
<b>PROGRAMME CONTENT</b>		
<b>Lectures</b>		<b>Number of hours</b>
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
<b>TEACHING TOOLS USED</b>		
N1. lecture by information N2. multimedia presentation		
<b>EVALUATION OF SUBJECT EDUCATIONAL EFFECTS ACHIEVEMENT</b>		
<b>Evaluation</b> (F – forming (during semester), P – concluding (at semester end))	Educational effect number	Way of evaluating educational effect achievement
F1	PEK_W01 PEK_U01-U04 PEK_K01	Test
C= F1		
<b>PRIMARY AND SECONDARY LITERATURE</b>		
<b><u>PRIMARY LITERATURE:</u></b>		
[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		
<b><u>SECONDARY LITERATURE:</u></b>		
[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.		
<b>SUBJECT SUPERVISOR (NAME AND SURNAME, E-MAIL ADDRESS)</b>		
Dr Joanna Kott, <a href="mailto:joanna.kott@pwr.edu.pl">joanna.kott@pwr.edu.pl</a>		