

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		
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 EDUCATIONAL EFFECTS ACHIEVEMENT		
Evaluation (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		
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)		
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