

Course name: **Negotiations and Mediations**

No. of ECTS: **2**

Aim:

The aim of the subject is to gain knowledge on the principles of conducting mediation and negotiations in the terms of conflicts.

Course content:

- Procedures of solving conflicts versus procedures of resolving conflicts;
- Mediation. Principles, types, course. Mediation sessions and meetings. Mediator's functions. Standards of conducting mediation and mediator's proceedings;
- Conflict. Classification of types and forms of conflicts. Escalation and cycle of a conflict. Types of behavior in a conflict situation;
- Types of question related to mediation. Helpful questions in specifying a problem.

Skills:

- Knowledge on social bonds necessary in mediation and negotiations;
- Ability to use a knowledge on norms and rules, which organize chosen social structures and institutions.

Form of teaching:

Classes, project.