

37.03.02. Conflictology

Technologies of negotiation process

Course/semester	Bachelor degree, 3/5
The main objective	to know essence, Contents, the principles, technologies and the techniques of negotiation which can be used in practice of conflict resolution
Contents	<ul style="list-style-type: none">• organizational aspects of preparation and maintaining both bilateral negotiations, and negotiations with intermediary;• possession of technologies and techniques of preparation for negotiations (including the table of preparation for negotiations);• prenegotiations, dramatic art of the negotiations focused on cooperation;• telephone negotiations and consiliation in negotiation process.
Preliminary requirements of Discipline	Introduction to teaching technique, main approaches, forms and methods, techniques of teaching conflictology", History of conflictology.
Structure of the course	Lectures – 36, Practice – 72, Independent work – the 65th hour. Total 216 hours.
Estimation, control – test	Mark and rating system: - 0–24 it is unsatisfactory without possibility of repeating an examination; - 25–49 it is unsatisfactory with possibility of repeating an examination; - 50–72 it is satisfactory; 73–86 it is good; 87–100 it is excellent. 60% - current work, 40% - examination
Features of the organization of educational process and training materials	Active forms are used: case method, training in small groups (training in cooperation – cooperative learning), training seminar