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| FACULTY: | Faculty of Humanities |
| FIELD OF STUDY: | European Studies |
| ERASMUS COORDINATOR OF THE FACULTY: | Anna Hajek, MA  Wiesław Trojanowicz, MA |
| E-MAIL ADDRESS OF THE COORDINATOR: | anna.hajek[@tu.koszalin.pl](mailto:jolanta.sypianska@tu.koszalin.pl)  [trojanowicz@op.pl](mailto:trojanowicz@op.pl) |
| COURSE TITLE: | Negotiation and mediation techniques - workshops |
| LECTURER’S NAME: | Krzysztof Kaczmarek, PhD |
| E-MAIL ADDRESS OF THE LECTURER: | krzysztof.kaczmarek@tu.koszalin.pl |
| ECTS POINTS FOR THE COURSE: | 2.0 |
| ACADEMIC YEAR: | **2021/2022** |
| SEMESTER:  (W – winter, S – summer) | W |
| HOURS IN SEMESTER: | 30 |
| LEVEL OF THE COURSE:  (1st cycle, 2nd cycle, 3rd cycle) | 2st cycle |
| TEACHING METHOD:  (lecture, laboratory, group tutorials, seminar, other-what type?) | workshops |
| LANGUAGE OF INSTRUCTION: | Polish, English possible |
| ASSESSMENT METHOD:  (written exam, oral exam, class test, written reports, project work, presentation, continuous assessment, other – what type?) | continuous assessment |
| COURSE CONTENT: | The aim of the course is to discuss the various issues related to negotiation and mediation, the differences between negotiations and mediation as well as the circumstances of undertaking, conducting and finalizing negotiations and mediation. We look at the subject of classes from the sociological and psychological, as well as legal and institutional point of view. Therefore, we will raise issues such as the role of interpersonal communication and persuasive behavior in negotiations and mediations, or conflict theory. We will discuss the principles, styles, strategies and tactics of negotiation and mediation, and look at the empowerment of mediation in the Polish institutional system. |
| ADDITIONAL INFORMATION: | Possible consultations in English |

…Krzysztof Kaczmarek, the 25th of January 2021

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