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| FACULTY: | Faculty of Humanities |
| FIELD OF STUDY: | Pedagogical 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: | Methodology of mediation and negotiations |
| LECTURER’S NAME: | Tomasz Parafinuk, PhD |
| E-MAIL ADDRESS OF THE LECTURER: | tomasz.parafiniuk@tu.koszalin.pl |
| ECTS POINTS FOR THE COURSE: | 5 |
| ACADEMIC YEAR: | **2020/2021** |
| SEMESTER:  (W – winter, S – summer) | S |
| HOURS IN SEMESTER: | 60 |
| LEVEL OF THE COURSE:  (1st cycle, 2nd cycle, 3rd cycle) | 1st cycle |
| TEACHING METHOD:  (lecture, laboratory, group tutorials, seminar, other-what type?) | Lecture, group tutorials |
| LANGUAGE OF INSTRUCTION: | Polish |
| ASSESSMENT METHOD:  (written exam, oral exam, class test, written reports, project work, presentation, continuous assessment, other – what type?) | Written exam, written reports, project work |
| COURSE CONTENT: | 1. The history of mediation and negotiations in Poland and in the world. 2. Characteristics of mediation as an alternative method of conflict resolution. 3. Types of mediation and negotiations 4. Basic principles and components of mediation and negotiation proceedings. 5. Psychological mechanisms of arising, escalating and resolving conflicts. 6. Practical skills training in mediation and negotiation 7. Knowledge of legal and organizational aspects of the functioning of mediation and negotiation procedures. 8. Strategies and techniques used in negotiations and mediations. |
| ADDITIONAL INFORMATION: | Consultations in English |

Tomasz Parafinuk, PhD 25.03.2020

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