

Academic Year: (2023 / 2024)

Review date: 19-05-2023

Department assigned to the subject: Criminal Law, Procedural Law and History Law Department

Coordinating teacher: SOLETO MUÑOZ, HELENA

Type: Compulsory ECTS Credits : 6.0

Year : 1 Semester : 1

REQUIREMENTS (SUBJECTS THAT ARE ASSUMED TO BE KNOWN)

- Conflict
- Communication

OBJECTIVES

The objective of the subject is to provide sufficient knowledge and skills to correctly identify and develop the different phases of the negotiation and mediation process, as well as the general techniques and tools applied to them. Theoretical elements of negotiation, the negotiation process and the management of basic communication skills are addressed.

DESCRIPTION OF CONTENTS: PROGRAMME**COMMON TOPICS TO THE NEGOTIATION SUBJECTS**

- Negotiation: process and elements
- Communication
- Models of negotiation
- Methods and procedures

SPECIFIC TOPICS FOR EACH SUBJECT

- Basic concepts of negotiation
- The Seven Elements of negotiation
- Communication in the negotiation

LEARNING ACTIVITIES AND METHODOLOGY**TRAINING ACTIVITIES**

- Theoretical classes
- Practical classes
- Individual student work

TEACHING METHODOLOGIES

- Presentations in class with computing and audiovisual media support, which develop the main concepts of the subject and provides the bibliography to complement the learning of the students.
- Role play.
- Viewing and analysis of negotiation recordings.
- Resolution/debate of practical cases, problems, etc. raised by professor individually or in group.
- Presentation and discussion in class, under the moderation of professor of topics related to the content of the matter, as well as case studies.
- Elaboration of works and reports individually or ingroup.
- Critical reading of recommended texts of the subject studied: press articles, reports, manuals and/or academic articles, well for its subsequent discussion in class, either to expand and consolidate the knowledge of the subject.

ASSESSMENT SYSTEM

- Individual or group work during the course: 40%
- Practical skills: 20%
- Final exam: 40% (TEST)

Those students who have not passed the subject in ordinary call, will be summoned to a final exam (100% value) in extraordinary call.

% end-of-term-examination:	40
% of continuous assessment (assignments, laboratory, practicals...):	60

BASIC BIBLIOGRAPHY

- Fisher, R.; William, U. Getting to yes: negotiating agreement without giving in , Penguin, 1992
- Soleto Muñoz, H.; Carretero Morales, E. Mediación y resolución de conflictos : técnicas y ámbitos , Tecnos, 2013
- Soleto Muñoz, H.; Otero Parga, M.; Alzate Sáez de Heredia, R. Mediación y solución de conflictos : habilidades para una necesidad emergente , Tecnos, 2007
- William, U. The power of a positive no: how to say no and still get to yes, Bantam Books, 2007