

Academic Year: ( 2023 / 2024 )

Review date: 19/05/2023 21:11:28

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

Coordinating teacher: SOLETO MUÑOZ, HELENA

Type: Compulsory ECTS Credits : 3.0

Year : 1 Semester : 2

## REQUIREMENTS (SUBJECTS THAT ARE ASSUMED TO BE KNOWN)

- Conflict resolution in social fields
- Introduction to negotiation
- Process of negotiation and negotiation techniques
- Mediation techniques for professional mediators

## OBJECTIVES

The objective of the subject is to provide advanced knowledge in the different phases of the negotiation process as well as the techniques and tools applied to them. Negotiation applied to the 21st century also requires the ability to deal with and manage conflicts through technological means and large-scale conflicts.

## DESCRIPTION OF CONTENTS: PROGRAMME

### COMMON TOPICS TO NEGOTIATION SUBJECTS

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

### SPECIFIC TOPICS FOR EACH SUBJECT

- Twenty-first century negotiations
- Other negotiation models
- Technological advances and negotiation
- ODR (Online Dispute Resolution)
- Advantages and potential drawbacks
- Specific Programs
- Digital platforms
- Video conferencing
- Other

## LEARNING ACTIVITIES AND METHODOLOGY

### TRAINING ACTIVITIES

- Theoretical classes
- Practical classes
- Individual student work
- Assessment test

### 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

<b>% end-of-term-examination/test:</b>	40
<b>% of continuous assessment (assignments, laboratory, practicals...):</b>	60

Practical skills: 20%

Individual or group work during the course: 40%

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.

#### BASIC BIBLIOGRAPHY

- Fisher, R.; William, U. Getting to yes: negotiating agreement without giving in, Penguin, 1992
- Soletto Muñoz, H.; Carretero Morales, E. Mediación y resolución de conflictos : técnicas y ámbitos, Tecnos, 2013
- Soletto 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

#### ADDITIONAL BIBLIOGRAPHY

- KERSTEN, Gregory E.; KÖSZEGI, Sabine T.; VETSCHERA, Rudolf "The Effects of Culture in Anonymous Negotiations: Experiment in Four Countries", IIASA, 1999
- HÖRNLE, Julia; "Cross-border Internet Dispute Resolution", Cambridge University Press, 2009
- PESENDORFER, Eva-Maria ; KÖSZEGI, Sabine T. "Hot Versus Cool Behavioural Styles in Electronic Negotiations: The Impact of Communication Mode", Group Decision and Negotiation Volume 15, Issue 2, pp 141-155, 2006
- PROGRAM ON NEGOTIATION Cross-Cultural Communication Skills for International Business Executives, PROGRAM ON NEGOTIATION, 2014