

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 : 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

- Synchronous/asynchronous online theory class
- Practical classes online synchronous/asynchronous
- Synchronous/asynchronous online theoretical/practical classes
- Synchronous online tutorials
- Individual student work
- Synchronous/asynchronous online evaluation tests

##### TEACHING METHODOLOGIES

- Presentations in class by the professor with the support of computer and audiovisual media, in which the main concepts of the subject are developed and the bibliography is provided to complement the students' learning.
- Role Play
- Viewing and analysis of recordings
- Resolution of practical cases, problems, etc. .... posed by the teacher individually or in groups.
- Presentation and discussion in class, under the moderation of the professor of topics related to the content of the subject, under the moderation of the professor related to the content of the subject, as well as case studies.

- Elaboration of papers and reports individually or in groups.
- Critical reading of texts recommended by the professor of the subject: Press articles, reports, manuals and/or academic articles, either for later discussion in class, or to expand and consolidate the knowledge of the subject.

## ASSESSMENT SYSTEM

### ORDINARY

- Participation in synchronous online class: 30%
- Individual or group work carried out during the course in synchronous or asynchronous online mode: 20%
- Synchronous online practical skills assessment: 20%
- Synchronous online final exam: 30%

### EXTRAORDINARY

- Objective tests 100%

<b>% end-of-term-examination:</b>	30
<b>% of continuous assessment (assignments, laboratory, practicals...):</b>	70

## 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

## 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 ; KOESZEGI, 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