

**CALENDARIO DE ACTIVIDADES DE EVALUACIÓN CONTINUA COMUNES A TODOS LOS GRUPOS DE LA ASIGNATURA**  
**CALENDAR OF CONTINUOUS ASSESSMENT ACTIVITIES COMMON TO ALL GROUPS OF THE COURSE**

**ASIGNATURA - COURSE:** Negotiation/Negociación

**ESTUDIO - PROGRAMME:** Master in International Advocacy / Máster en Abogacía internacional

SEMANA - WEEK	ACTIVIDADES DE EVALUACIÓN CONTINUA - CONTINUOUS ASSESSMENT ACTIVITIES
<p><i>Indicar la semana lectiva en la que tendrá lugar la prueba o actividad de evaluación continua y describir en la columna siguiente</i> <i>Indicate the teaching week in which the continuous assessment activities will take place and describe in the following column</i></p>	
6	<p>The conflict: causes, types and circle. Spectrum of the different dispute resolution methods. Communication as a fundamental tool for conflict resolution. Skills practice: active listening and assertiveness. Thomas – Kilmann test. Different styles in negotiation. Strengths and weaknesses of each style. Individual student study. Individual/group work.</p>
6	<p>Terms in negotiation: BATNA, ZOPA, Reservation price. Harvard School of Negotiation: the seven elements Negotiation: the process of negotiation. Design and strategy. Individual student study. Individual/group work.</p>
7	<p>Difficult people and situations in negotiation. Nightmare techniques and coping strategies. Negotiation role-play I: preparation and building strategy. Negotiation role-play II: negotiation process and agreement. Individual student study. Individual/group work.</p>
8	<p>Ordinary call: exam. Individual study</p>
<b>To be published / Pendiente de publicación</b>	<p>Extraordinary call: exam. Individual study</p>