

MASTER IN MEDIATION, NEGOTIATION AND CONFLICT RESOLUTION

SUBJECT: INTRODUCTION TO NEGOTIATION. NEGOTIATION PROCESS AND TECHNIQUES

COORDINATING TEACHER: HELENA SOLETO

SESSION		THEORETICAL CLASSES	PRACTICAL CLASSES	INDIVIDUAL STUDENT WORK
1	BASIC CONCEPTS OF NEGOTIATION	X		7
2	BASIC CONCEPTS OF NEGOTIATION	X		5
			X	6
3	THE SEVEN ELEMENTS OF NEGOTIATION	X		5
			X	5
4	THE NEGOTIATION PROCESS - STAGES OF THE NEGOTIATION PROCESS: TECHNIQUES AND TOOLS APPROPRIATE FOR EACH OF THEM	X		5
				5
5	COMMUNICATION IN THE NEGOTIATION: PHYSICAL ENVIRONMENT - THE DISTANCE IN NEGOTIATION	X		5
			X	5
6	COMMUNICATION IN THE NEGOTIATION	X		5
			X	5
7	THE THREE TENSIONS IN NEGOTIATION	X		5
			X	5
8	DIFFICULT NEGOTIATIONS: DIFFICULT PEOPLE AND DIFFICULT SITUATIONS	X		5
			X	6
9	DIFFICULT NEGOTIATIONS	X		5

			X	5
10	DIFFICULT NEGOTIATIONS	X		5
			X	5
11	DIFFICULT NEGOTIATIONS	X		5
			X	7
12	DIFFICULT NEGOTIATIONS	X		5
			X	5
13	NEGOTIATION PRACTICE: RECORDING OF THE STUDENTS, VIEWING AND ANALYSIS.			
			X	10
14	NEGOTIATION PRACTICE: RECORDING OF THE STUDENTS, VIEWING AND ANALYSIS.			
			X	10
15	NEGOTIATION PRACTICE: RECORDING OF THE STUDENTS, VIEWING AND ANALYSIS.			
			X	10
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