

**MASTER IN MEDIATION, NEGOTIATION AND CONFLICT RESOLUTION**

**SUBJECT:** NEGOTIATION IN THE XXI CENTURY

**COORDINATING TEACHER:** HELENA SOLETO

SESSION		THEORETICAL CLASSES	PRACTICAL CLASSES	INDIVIDUAL STUDENT WORK
1	TTWENTY-FIRST CENTURY NEGOTIATIONS. ADVANTAGES AND POTENTIAL DRAWBACKS	X		6
2	TTWENTY-FIRST CENTURY NEGOTIATIONS. ADVANTAGES AND POTENTIAL DRAWBACKS	X		5
			X	6
3	TECHNOLOGICAL ADVANCES AND NEGOTIATION - ODR (ONLINE DISPUTE RESOLUTION)	X		5
			X	7
4	OTHER NEGOTIATION MODELS	X		5
			X	5
5	NEGOTIATION IN INTERNATIONAL CONFLICTS	X		5
			X	6
				<b>50</b>