



SUBJECT: Negotiation		
MASTER DEGREE: INTERNATIONAL ADVOCACY	ECTS: 2	QUARTER: 1

TIMETABLE FOR THE SUBJECT								
WEEK	SESSION	DESCRIPTION OF EACH SESSION	GROUP (X mark)		Indicate if a different lecture room is needed (computer, audiovisual, etc.)	HOMEWORK PER WEEK		
			1	2		DESCRIPTION	ATTENDING HOURS	HOMEWORK Max. 7H/WEEK
1	1	Introduction to the concept of sustainable agreements and their role in conflict prevention and management. Introduction to structured and assisted negotiation as a procedure to achieve sustainable agreements.	X			Master class & Practical class	1,5	3
1	2	Distinction among positions, interests and needs, essential for the determination of the real object of the negotiation.	X			Master class & Practical class	1,5	3
2	3	Critical aspects of communication in the negotiation process. Identification of the guidelines that make it more effective. Active listening skills. Influence of cultural differences in the international context.	X			Master class & Practical class	1,5	3
2	4	Basic concepts in negotiation: BATNA, WATNA, ZOPA, legitimation criteria, good faith.... How to work the alternatives. And the generation of options.	X			Master class & Practical class	1,5	3
3	5	Analysis of the different phases of the structured negotiation process. Importance of the preparatory and planning phase of the negotiation strategy.	X			Master class & Practical class	1,5	3
3	6	Detailed analysis of the checklist (guide template / scheme) for the preparation of the negotiation process.	X			Master class & Practical class	1,5	3



4	7	Practical workshop for completing the preparatory template for a negotiation process based on a practical case.	X			Practical class	1,5	3
4	8	Practical workshop with role play. Development of practical negotiation cases.	X			Practical class	1,5	3
5	9	Final exam	X			Master class & Practical class	2	7
TOTAL HOURS							13,5	31