

## COURSE DESCRIPTION

<b>University:</b> Comenius University in Bratislava	
<b>Faculty:</b> Faculty of Law	
<b>Course ID:</b> PraF.KOPHP/ENm17-3109/17	<b>Course title:</b> Negotiation
<b>Educational activities:</b> <b>Type of activities:</b> seminar <b>Number of hours:</b> <b>per week: 2 per level/semester: 28</b> <b>Form of the course:</b> on-site learning	
<b>Number of credits:</b> 3	
<b>Recommended semester:</b> 2.	
<b>Educational level:</b> II.	
<b>Prerequisites:</b>	
<b>Course requirements:</b> Continuous assessment: 50% (case meta-mooting) Final assessment: 50% (written negotiation) Classification scale: A / 1 = 91 - 100%; B / 1.5 = 81-90%; C / 2 = 73-80%; D / 2.5 = 66-72%; E / 3 = 61-65%; FX = 0 - 60%. During the exam, the student can use all available sources of legal information, notably unpublished legislation, commentaries, case law, legal literature, and legal information systems.	
<b>Learning outcomes:</b> Upon completion of the course, the student will be aware of the basic concepts of negotiation - bilateral negotiations, multilateral negotiations, coalitions, negotiation of the negotiation process, evaluation of the interests of third parties, etc. The student will have the opportunity to practice knowledge, skills and experience gained, in any simulation exercises. Student will be prepared for negotiation as well as ex post analysis of negotiation in terms of results, used tactics, including lessons learned from individual scenarios.	
<b>Class syllabus:</b> 1. Negotiating Skills - Cognitive Skills, 2. Negotiating Skills - Communicational Skills 3. Negotiation Skills - Strategic Skills 4. Negotiating Skills - Relationship Skills 5. Analysis of structure of negotiation differences, mediation, etc. 6. The nature of the bilateral and multilateral negotiations I 7. The nature of the bilateral and multilateral negotiations II 8. Use of conflicting and consensual methods in negotiation 9. Analysis of parties in the negotiation, their personality, motivation and interests 10. Preparation for negotiations, positioning and alternatives; their changes during the negotiations 11. Coalitions in multilateral negotiations 12. Creating Values and Building a Consensus in Negotiation 13. Use of Agents in Negotiation I 14. Use of Agents in Negotiation II	
<b>Recommended literature:</b>	

Fisher, R. – Ury, W. – Patton, B.: Getting to YES: Negotiating Agreement Without Giving In. New York: Penguin Books, 1991.  
 Lax, D.A. – Sebenius, J.K.: 3-D Negotiation. Boston. MA: Harvard Business School Press, 2006.  
 Mnookin, R.: Bargaining with the Devil. New York: Simon & Schuster, 2010.  
 Moffitt, M.L. – Bordone, R.C., ed.: The Handbook of Dispute Resolution. San Francisco: Jossey-Bass, 2005.  
 Raiffa, H.: The Art and Science of Negotiation. Cambridge, MA: Belknap Press of Harvard University Press, 1982.  
 Ury, W.: Getting Past No. Negotiation in Difficult Situations. New York: Bantam Books, 1993.

**Languages necessary to complete the course:**

English

**Notes:**

**Past grade distribution**

Total number of evaluated students: 0

A	ABS	B	C	D	E	FX
0,0	0,0	0,0	0,0	0,0	0,0	0,0

**Lecturers:**

**Last change:** 21.01.2018

**Approved by:**