

**Subject card**

<b>Subject name and code</b>	The art of presentation and public speaking - seminar, PG_00133317						
<b>Field of study</b>							
<b>Date of commencement of studies</b>	October 2024	<b>Academic year of realisation of subject</b>			2024/2025		
<b>Education level</b>	Bachelor's studies	<b>Subject group</b>			Obligatory subject group in the field of study		
<b>Mode of study</b>	full-time studies	<b>Mode of delivery</b>			at the university		
<b>Year of study</b>	1	<b>Language of instruction</b>			Polish		
<b>Semester of study</b>	1	<b>ECTS credits</b>			2.0		
<b>Learning profile</b>	practical	<b>Assessment form</b>			credit		
<b>Conducting unit</b>	Faculty of Law and Administration -> Rector						
<b>Name and surname of lecturer (lecturers)</b>	<b>Subject supervisor</b>		mgr Wojciech Jankowski				
	<b>Teachers</b>		dr Karol Gregorczyk				
<b>Lesson types</b>	<b>Lesson type</b>	Lecture	Tutorial	Laboratory	Project	Seminar	SUM
	<b>Number of study hours</b>	30.0	0.0	0.0	0.0	0.0	30
	E-learning hours included: 0.0						
<b>Learning activity and number of study hours</b>	<b>Learning activity</b>	Participation in didactic classes included in study plan		Participation in consultation hours		Self-study	SUM
	<b>Number of study hours</b>	30		0.0		20.0	50
<b>Subject objectives</b>	<p>The purpose of the lecture is to provide students with basic knowledge of rhetoric, public speaking, eristics, basics of negotiation along with elements of communication theory, psychology and sociology. After all, fluent and persuasive speech, as well as the expression of ideas in writing, are essential elements of legal education. In addition to lectures that are theoretical in nature, students participate in arranged debates or trials, which take place in specially prepared for this purpose courtrooms. Translated with DeepL.com (free version)</p>						

Learning outcomes	Course outcome	Subject outcome	Method of verification
	ADMINL3_UK05	<p>The student knows the basics of classical rhetoric, modern rhetoric, as well as rhetoric legal rhetoric, with particular attention to the specifics of its application, the limitations of the procedural and ethical, as well as its pragmatic nature.</p> <p>The student has knowledge of what eristic is and what it consists of, as well as the tools of defense against it.</p> <p>The student knows how to construct a speech in accordance with the basic principles of rhetoric. The student recognizes reliable and unreliable arguments, as well as commonly occurring eristic ways and knows how to defend against them.</p> <p>The student is able to study the argumentative layer of an argument.</p> <p>The student recognizes the importance of more correct communication, expresses his/her thoughts factually, and is also ready to achieve his goals using the principles and tools of persuasion taught by the rectoring teaches.</p> <p>The student becomes an astute observer of the reality around him by the ability to spot and separate unreliable argumentation and to defend himself against the eristic ways that he encounters on a daily basis.</p> <p>The student understands the necessity of continuous improvement of his/her competence of communication and persuasion</p> <p>Translated with DeepL.com (free version)</p>	<p>[SU1] oral statement/conversation/discussion</p> <p>[SU2] presentation/project/paper/report</p> <p>[SU4] test/exam - oral or written</p> <p>[SU6] demonstration of practical skills</p>
Subject contents	<p>1. The gist of rhetoric and legal rhetoric. Genesis of the discipline and the name. Basic concepts and principles of classical rhetoric (persuasion, audience, topos, purpose and functions of rhetoric, etc.). The problem of ethical limits of persuasion. Rhetoric and other forms of communication and persuasion. Rhetoric and related and associated disciplines (semiotics, logic, eristics, communication theory, information theory, sociology, psychology). Living speech versus rhetorical writing. Methodology of teaching and improving rhetorical skills. Usefulness of rhetoric and communication theory in the legal profession. 2. divisions of classical rhetoric. Basic principles of rhetorical invention, composition and elocution. Basic principles of speech delivery. Improvised speech. Speech directed to a non-specialized audience. 3 Psychological issues in rhetoric. Non-verbal communication. 4. specifics of legal rhetoric. Typical legal audiences and rhetorical situations. The problem of multiplicity of audiences in legal persuasion. Normative limitations of legal persuasion (legal norms, codes of professional ethics, moral and moral norms). Typical legal topos and arguments. Justification of assertions, judgments and norms in the work of a lawyer. Questioning skills as part of legal knowledge. 5. eristics. 6. Rhetorical-topical concepts of law. Ch. Perelman's new rhetoric. The concept of law as a conversation. The theory of discourse by J. Habermas and R. Alexago. Hermeneutics. legal. Argumentative concepts of legal interpretation. Proceduralism of law. 7 The role of the lawyer in negotiations. Negotiation strategies and tactics. Phases of negotiation. Negotiation competencies of lawyers. 8. simulation of a parliamentary debate or a court hearing.</p>		
Prerequisites and co-requisites			
Assessment methods and criteria	Subject passing criteria	Passing threshold	Percentage of the final grade
	test	51.0%	100.0%

Recommended reading	Basic literature	<p>Leksykon retoryki prawniczej. 100 podstawowych pojęć, (red.) P. Rybiński, K. Zeidler, Wyd. C.H. Beck, Warszawa 2018.</p> <p>J. Jabłońska-Bonca, K. Zeidler, Prawnik a sztuka retoryki i negocjacji, Wyd. LexisNexis, Warszawa 2023</p> <p>A. Schopenhauer, Erystyka czyli sztuka prowadzenia sporów, tłum. B. Konorski, L. Konorska, Warszawa.</p>
	Supplementary literature	<p>M. Korolko, Retoryka i erystyka dla prawników, Wyd. Prawnicze PWN, Warszawa 2001.</p> <p>M. Korolko, Sztuka retoryki. Przewodnik encyklopedyczny, Wyd. PWN, Warszawa 1998.</p>
	eResources addresses	
Example issues/ example questions/ tasks being completed	<ul style="list-style-type: none"> <li>• What is legal rhetoric and what are its basic concepts and principles?</li> <li>• What are the basic principles of invention, composition, and elocution in classical rhetoric?</li> <li>• What are the psychological aspects of rhetoric and what is the role of non-verbal communication?</li> <li>• What are the typical legal audiences and what issues arise from the diversity of audiences in legal persuasion?</li> <li>• What is eristics and what is its significance in rhetoric?</li> <li>• What are rhetorical-topical concepts of law, such as Ch. Perelman's new rhetoric?</li> <li>• What is the role of a lawyer in negotiations and what are the basic negotiation strategies?</li> <li>• What are the main phases of a parliamentary debate or court trial and how should one prepare for them?</li> </ul>	
Work placement	Not applicable	

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