

**Subject card**

<b>Subject name and code</b>	Alternative methods of resolving disputes - negotiations - lecture, PG_00134583						
<b>Field of study</b>	Criminology and Criminal Justice						
<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>			Optional subject group		
<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>			English		
<b>Semester of study</b>	1	<b>ECTS credits</b>			5.0		
<b>Learning profile</b>	academic	<b>Assessment form</b>			credit		
<b>Conducting unit</b>	Department of the Theory and Philosophy of Law and State -> Faculty of Law and Administration -> Rector						
<b>Name and surname of lecturer (lecturers)</b>	<b>Subject supervisor</b>		dr hab. Tomasz Widlak				
	<b>Teachers</b>						
<b>Lesson types</b>	<b>Lesson type</b>	Lecture	Tutorial	Laboratory	Project	Seminar	SUM
	<b>Number of study hours</b>	20.0	0.0	0.0	0.0	0.0	20
	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>	20		0.0		105.0	125
<b>Subject objectives</b>	The aim of the course is to comprehensively familiarise students with the theoretical foundations of Alternative Dispute Resolution (ADR), with particular emphasis on legal negotiation. The lecture will present elements of interdisciplinary research conducted in the social sciences and legal studies on negotiation. The aim of the course will also be to familiarise students with legal negotiation techniques and strategies and to develop and practice negotiation skills.						
<b>Learning outcomes</b>	<b>Course outcome</b>		<b>Subject outcome</b>		<b>Method of verification</b>		
	[CCJL3_UW01] He/she can observe and interpret correctly phenomena that appear in the area of etiology and phenomenology of crime, universal for various societies, analyzes their connections with various areas of criminology		Able to observe and analyse a negotiation situation.		[SU5] implementation of a problem task		
	[CCJL3_WG03] He/she demonstrates basic knowledge of facts and concepts, as well as dependencies between selected natural and social phenomena and in the sphere of products of human thought, in particular in the perspective of legal conditions related to the problem of a prohibited act		Has a basic knowledge of the concepts of negotiation.		[SW5] implementation of a problem task		
	[CCJL3_KK01] He/she is aware of his/her level of knowledge and skills, as well as understands the need for lifelong learning.		He is aware of his negotiation skills.		[SK8] observation of student's independent or team work		

Subject contents	<p>1. The concept of alternative dispute resolution (ADR). Comparison of alternative and formal methods. The place of negotiation in criminology.</p> <p>2. Ethical conditions for resolving disputes by negotiation. The professional role of a negotiator.</p> <p>3. Social and psychological determinants of resolving disputes by negotiation. Fundamentals of social communication theory. Fundamentals of cognitive science and cognitive heuristics.</p> <p>4. Verbal and non-verbal communication in negotiations. Multicultural negotiations.</p> <p>5. Negotiations and their legal regulation. The importance of procedural and formal elements in negotiations.</p> <p>6. Negotiation strategies. Basic communication techniques of universal use in conflict situations.</p> <p>7. Cooperative techniques in negotiations (simulations).</p> <p>8. Confrontation techniques in negotiations (simulations).</p>		
Prerequisites and co-requisites			
Assessment methods and criteria	Subject passing criteria	Passing threshold	Percentage of the final grade
	workshop	100.0%	100.0%
Recommended reading	Basic literature	<p>Ch. Voss, Never split the difference. Negotiating as if your life depended on it, 2016.</p> <p>S. Fish, Winning arguments, 2016.</p> <p>J. Stelmach, Foundations of Legal Negotiations, Copernicus Centre Press, Kraków 2014.</p> <p>R. Fisher, W. L. Ury, B. Patton, Getting to Yes: Negotiating Agreement Without Giving In, Penguin Publishing Group 2011.</p> <p>J. Jabłońska-Bonca, K. Zeidler (red.), Prawnik a sztuka retoryki i negocjacji, wyd. 2, Wolters Kluwer, Warszawa 2016.</p> <p>J. Stelmach, B. Brożek, Negocjacje, Copernicus Center Press, Kraków 2018.</p> <p>T. Wiślak, Negocjacje i mediacje z perspektywy prawoznawstwa, [w:] A. Szmyt, J. Boszycki, J. Stelina, W. M. Iwanow (red.) Aktualne problemy prawa Polski i Ukrainy, Wydawnictwo Uniwersytetu Gdańskiego, Gdańsk 2018.</p> <p>M. Tabernacka, Negocjacje i mediacje w sferze publicznej, Wolters Kluwer, Warszawa 2018.</p>	
	Supplementary literature	<p>P. Rybiński, K. Zeidler, Leksykon retoryki prawniczej. 100 podstawowych pojęć, wyd. 2, Warszawa 2018.</p> <p>S. Kubsik, Przedkontraktowa odpowiedzialność odszkodowawcza z tytułu nieuczciwych negocjacji, C. H. Beck, Warszawa 2015.</p> <p>A. Zienkiewicz, Holizm prawniczy z perspektywy Comprehensive Law Movement, Difin, Warszawa 2018.</p>	
	eResources addresses		

Example issues/ example questions/ tasks being completed	
Work placement	Not applicable

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