University of Gdańsk

Subject card

Subject name and code	WPiA - Resolving disputes and conflicts, PG_00179137		
Field of study	History		
Date of commencement of studies	October 2025	Academic year of realisation of subject	2025/2026
Education level	Bachelor's studies	Subject group	
Mode of study	full-time studies	Mode of delivery	e-learning
Year of study	1	Language of instruction	Polish Polish
Semester of study	2	ECTS credits	2.0
Learning profile	academic	Assessment form	credit
Conducting unit	Department of the Theory and Philosophy of Law and State -> Faculty of Law and Administration -> Rector		
Name and surname of lecturer (lecturers)	Subject supervisor	dr Magdalena Glanc	
	Teachers	dr Magdalena Glanc	

Lesson types

Lesson type	Lecture	Tutorial	Laboratory	Project	Seminar	SUM
Number of study hours	30.0	0.0	0.0	0.0	0.0	30

E-learning hours included: 30.0

eNauczanie source addresses:

Moodle ID: 13384 Rozwiązywanie sporów i konfliktów
https://mdl.ug.edu.pl/course/view.php?id=13384

Learning activity and number of study hours

Learning activity	Participation in didactic classes included in study plan	Participation in consultation hours	Self-study	SUM
Number of study hours	30	0.0	20.0	50

Subject objectives

The aim of the course is to familiarize students with the basic knowledge of conflicts and their resolution, both through judicial and extrajudicial means, as well as to analyze and evaluate the activities of selected institutions in terms of the legal and social consequences of their functioning. During the lecture, elements of the theory of social communication, legal cognitive science, ethics, and legal argumentation will be presented, as well as the results of interdisciplinary research conducted in social sciences and jurisprudence on the functioning of courts, negotiations, mediations, and arbitration. The topics presented also aim to shape basic negotiation and mediation skills and attitudes.

Learning outcomes

Course outcome	Subject outcome	Method of verification
	The student knows court and alternative dispute resolution methods, understands the legal regulations concerning alternative dispute resolution methods in selected branches of Polish law, and is also able to independently prepare a draft agreement for mediation and an arbitration clause as well as other basic documents.	[SU2] presentation/project/paper/ report [SK1] oral statement/conversation/ discussion [SK6] demonstration of practical skills

<table>
<tr><td>Subject contents</td><td>1. Alternative dispute resolution methods. Resolving and settling conflicts

2. The concept of negotiation and mediation. The role of a negotiator and mediator, Lawyers and public officials in the modern services market.

3. Ethics of methods of conducting negotiations and mediation. Consequentalism. Negotiator's ethics

4. Models, styles and phases of negotiation.

5. Preparing for negotiations. Negotiating position. The role of time and space in negotiations.

6. Influence vs. coercive tactics in negotiation.

7. Non-verbal communication. Cognitive heuristics and accurate communication in negotiations and mediations.

8. Rules of mediation. Characteristics of mediation in selected areas of law and public administration.

9. Comparison of negotiations and mediation with other methods of resolving conflicts in law.

10. Simulations</td></tr>
<tr><td>Prerequisites and co-requisites</td><td></td></tr>
<tr><td>Assessment methods and criteria</td><td>
<table>
<tr><th>Subject passing criteria</th><th>Passing threshold</th><th>Percentage of the final grade</th></tr>
<tr><td>written statement</td><td>50.0%</td><td>50.0%</td></tr>
<tr><td>participation to class</td><td>80.0%</td><td>50.0%</td></tr>
</table>
</td></tr>
<tr><td>Recommended reading</td><td>
<table>
<tr><td>Basic literature</td><td>1. J. Stelmach, B. Brożek, Sztuka negocjacji prawniczych, Warszawa2011.2. J. Jabłońska-Bonca, K. Zeidler, Prawnik a sztuka retoryki inegocjacji, Warszawa 2016.3. T. Reiman, Potęga mowy ciała, Wyd. Helion, Warszawa 2010.4. R. Mayer, Jak wygrać każde negocjacje, MT Biznes, Warszawa2012.5. A. Jakubiak-Mirończuk, Negocjacje dla prawników, Warszawa2010.6. M. Tabernacka, Negocjacje i Mediacje w sferze publicznej, WoltersKluwer Polska, 2009.7. D. Kahneman, Pułapki myślenia. O myśleniu szybkim i wolnym,Media Rodzina, Warszawa 2012</td></tr>
<tr><td>Supplementary literature</td><td>no</td></tr>
<tr><td>eResources addresses</td><td></td></tr>
</table>
</td></tr>
<tr><td>Example issues/ example questions/ tasks being completed</td><td>no</td></tr>
<tr><td>Work placement</td><td>Not applicable</td></tr>
</table>

Document generated electronically. Does not require a seal or signature.