

## Subject card

|                                             |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          |                                                          |                                         |                                     |                        |            |     |
|---------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------|-----------------------------------------|-------------------------------------|------------------------|------------|-----|
| Subject name and code                       | Alternative methods of resolving disputes - negotiations - lecture, PG_00171207                                                                                                                                                                                                                                                                                                                                                                                                          |                                                          |                                         |                                     |                        |            |     |
| Field of study                              | Criminology and Criminal Justice                                                                                                                                                                                                                                                                                                                                                                                                                                                         |                                                          |                                         |                                     |                        |            |     |
| Date of commencement of studies             | October 2026                                                                                                                                                                                                                                                                                                                                                                                                                                                                             |                                                          | Academic year of realisation of subject |                                     | 2026/2027              |            |     |
| Education level                             | Bachelor's studies                                                                                                                                                                                                                                                                                                                                                                                                                                                                       |                                                          | Subject group                           |                                     | Optional subject group |            |     |
| Mode of study                               | full-time studies                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |                                                          | Mode of delivery                        |                                     | at the university      |            |     |
| Year of study                               | 1                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |                                                          | Language of instruction                 |                                     | English                |            |     |
| Semester of study                           | 1                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |                                                          | ECTS credits                            |                                     | 5.0                    |            |     |
| 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 hab. Tomasz Widlak                   |                                     |                        |            |     |
|                                             | Teachers                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |                                                          |                                         |                                     |                        |            |     |
| Lesson types                                | Lesson type                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | Lecture                                                  | Tutorial                                | Laboratory                          | Project                | Seminar    | SUM |
|                                             | Number of study hours                                                                                                                                                                                                                                                                                                                                                                                                                                                                    | 20.0                                                     | 0.0                                     | 0.0                                 | 0.0                    | 0.0        | 20  |
|                                             | E-learning hours included: 0.0                                                                                                                                                                                                                                                                                                                                                                                                                                                           |                                                          |                                         |                                     |                        |            |     |
| 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                                                                                                                                                                                                                                                                                                                                                                                                                                                                    | 20                                                       |                                         | 0.0                                 |                        | 105.0      | 125 |
| Subject objectives                          | 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. |                                                          |                                         |                                     |                        |            |     |
| Learning outcomes                           | Course outcome                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |                                                          | Subject outcome                         |                                     | Method of verification |            |     |

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| 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                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |                               |

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| Example issues/<br>example questions/<br>tasks being completed |                |
| Work placement                                                 | Not applicable |

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