University of Gdańsk

Subject card

Subject name and code	Resolving disputes and conflicts, PG_00130082		
Field of study	Administration		
Date of commencement of studies	October 2024	Academic year of realisation of subject	2024/2025
Education level	Master'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	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-Żabiełowicz	
	Teachers	dr Magdalena Glanc-Żabiełowicz	

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: 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	30	0.0	20.0	50

Subject objectives	The aim of the course is to familiarize students with the basic knowledge of conducting negotiations and mediation in the field of law and public administration. Exercises and examples are aimed at developing basic negotiation and mediation skills and attitudes. Issues raised during this course are fundamental for further independent exploration in this area

Learning outcomes

Course outcome	Subject outcome	Method of verification
[ADMINMU2_KK02] He/she critically assesses his/her knowledge in the field of law, including administrative law	The student is able to use theoretical knowledge in the field of mediation and negotiation to analyze and interpret problems related to public administration.	[SK1] oral statement/conversation/ discussion [SK2] presentation/project/paper/ report
[ADMINMU2_WK01] He/she knows and understands the most important dilemmas brought about by the development of civilization within the legal and administrative sciences	The student knows the principles guiding negotiations and mediations in a model approach, characterizes the role of a negotiator and mediator in both the sphere of private and public law, and distinguishes and lists models, styles and phases of negotiation and mediation.	[SW1] oral statement/ conversation/discussion [SW2] presentation/project/paper/ report
[ADMINMU2_WG02] He/she has in-depth knowledge of the subject of regulation of individual branches of law	The student has the ability to prepare a typical documents related to ADR procedures. They can also prepare address typical of a mediator and is able to prepare their negotiation position, plans a negotiation strategy, selects adequate negotiation techniques, selects and presents arguments, analyzes and recognizes the partner's position in negotiations.	[SW1] oral statement/ conversation/discussion [SW2] presentation/project/paper/ report
[ADMINMU2_UW03] The graduate can use complex theoretical approaches to analyze, interpret and plan administrative action strategies; he/she can generate solutions to specific problems related to administration, forecast the course of their solution and predict the effects of planned activities	The student recognizes conflict situations enabling the use of negotiation and mediation techniques, cooperates and engages in the work of the negotiation team, demonstrates creativity and takes the initiative in formulating arguments, consciously recognizes and uses non-verbal communication, takes care of rhetorical correctness of statements, demonstrates responsibility for maintaining the ethical principles of discourse	[SU1] oral statement/conversation/ discussion [SU2] presentation/project/paper/ report
[ADMINMU2_UU01] He/she has deeper awareness of the level of own knowledge and skills, and understands the need for lifelong learning and is able to plan and implement it	The student has knowledge of the principles of negotiation and mediation in various areas of law and public administration, as well as the possibilities of their application.	[SU1] oral statement/conversation/ discussion [SU2] presentation/project/paper/ report

Subject contents

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

<table>
<tr><td>Prerequisites and co-requisites</td><td colspan="3"></td></tr>
<tr><td>Assessment methods and criteria</td><td colspan="3"><table><tr><th>Subject passing criteria</th><th>Passing threshold</th><th>Percentage of the final grade</th></tr><tr><td></td><td>50.0%</td><td>100.0%</td></tr></table></td></tr>
<tr><td rowspan="3">Recommended reading</td><td>Basic literature</td><td colspan="2">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 colspan="2">-</td></tr>
<tr><td>eResources addresses</td><td colspan="2"></td></tr>
<tr><td>Example issues/ example questions/ tasks being completed</td><td colspan="3"></td></tr>
<tr><td>Work placement</td><td colspan="3">Not applicable</td></tr>
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