

Subject card

Subject name and code	Alternative methods of resolving disputes - negotiations - lecture, PG_00171207						
Field of study	Alternatywne metody rozwiązywania sporów – negocjacje - wykład						
Date of commencement of studies	October 2025		Academic year of realisation of subject		2025/2026		
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 Wiślak				
	Teachers		dr hab. Tomasz Wiślak				
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		
	[CCJL3_WG05] has a basic knowledge of man, in particular, as a subject constituting social structures and the principles of their functioning, as well as a subject acting in these structures		has basic knowledge of alternative methods of resolving disputes and interpersonal conflicts		[SW1] wypowiedź ustna/rozmowa/ dyskusja		
	[CCJL3_WG02] Has an enhanced knowledge of facts and concepts and the relationship between selected natural phenomena, social phenomena and in the sphere of the products of human thought, especially in the perspective of legal conditions related to the problems of criminal acts, as well as the etiology and phenemoenology of crime, and on key social and psychological phenomena relevant in the context of the studied direction.		has expanded knowledge of the relationship between the nature of conflict and key psychological phenomena in the context of the legal framework for alternative dispute resolution methods		[SW1] wypowiedź ustna/rozmowa/ dyskusja		
	[CCJL3_KK01] is aware of his/her level of knowledge and skills and understands the need for lifelong learning.		is aware of their level of knowledge and skills in the field of negotiation		[SK6] demonstracja umiejętności praktycznych		

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

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

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