

## Subject card

|                                             |                                                                                                                                                                                                                                   |                                                          |                                         |                                     |         |                                                |     |
|---------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------|-----------------------------------------|-------------------------------------|---------|------------------------------------------------|-----|
| Subject name and code                       | Conducting mediation and negotiations, PG_00152028                                                                                                                                                                                |                                                          |                                         |                                     |         |                                                |     |
| Field of study                              | Pedagogy                                                                                                                                                                                                                          |                                                          |                                         |                                     |         |                                                |     |
| Date of commencement of studies             | October 2025                                                                                                                                                                                                                      |                                                          | Academic year of realisation of subject |                                     |         | 2027/2028                                      |     |
| Education level                             | Bachelor's studies                                                                                                                                                                                                                |                                                          | Subject group                           |                                     |         | Obligatory subject group in the field of study |     |
| Mode of study                               | full-time studies                                                                                                                                                                                                                 |                                                          | Mode of delivery                        |                                     |         | at the university                              |     |
| Year of study                               | 3                                                                                                                                                                                                                                 |                                                          | Language of instruction                 |                                     |         | Polish                                         |     |
| Semester of study                           | 5                                                                                                                                                                                                                                 |                                                          | ECTS credits                            |                                     |         | 2.0                                            |     |
| Learning profile                            | academic                                                                                                                                                                                                                          |                                                          | Assessment form                         |                                     |         | credit                                         |     |
| Conducting unit                             | Division of General Pedagogy -> Institute of Education -> Faculty of Social Sciences -> Rector                                                                                                                                    |                                                          |                                         |                                     |         |                                                |     |
| Name and surname of lecturer (lecturers)    | Subject supervisor                                                                                                                                                                                                                |                                                          | dr Małgorzata Obrycka                   |                                     |         |                                                |     |
|                                             | Teachers                                                                                                                                                                                                                          |                                                          |                                         |                                     |         |                                                |     |
| Lesson types                                | Lesson type                                                                                                                                                                                                                       | Lecture                                                  | Tutorial                                | Laboratory                          | Project | Seminar                                        | SUM |
|                                             | Number of study hours                                                                                                                                                                                                             | 0.0                                                      | 20.0                                    | 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                                 |         | 30.0                                           | 50  |
| Subject objectives                          | To develop students' skills in the effective use of negotiation and mediation techniques in resolving various disputes, conflicts, problem situations, as well as to strengthen the attitude: Win-Win, which is their foundation. |                                                          |                                         |                                     |         |                                                |     |

| Learning outcomes               | Course outcome                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | Subject outcome                                                           | Method of verification                  |
|---------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------|-----------------------------------------|
|                                 | [PEDL3_K04] The graduate is ready to reflect on his/her work and observe the principles of professional and universal ethics, respecting every human being;                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         | K_W08, K_W16<br>K_U07, K_U08 (efekt spoza matrycy), K_U10, K_U13<br>K_K04 | [SK2] presentation/project/paper/report |
|                                 | [PEDL3_U10] The graduate is able to identify needs, possibilities and talents of students and to design and implement activities supporting integral development of students, their activity and participation in the process of education and upbringing and in social life; the graduate is able: to create upbringing and didactic situations which motivate students and pupils to learn and work on themselves, to analyse their effectiveness and modify the actions in order to achieve the desired effects of upbringing and education, as well as monitor their progress, activity and participation in the life of the school (educational institution)                                                                                                                                   | K_W08, K_W16<br>K_U07, K_U08 (efekt spoza matrycy), K_U10, K_U13<br>K_K04 | [SU2] presentation/project/paper/report |
|                                 | [PEDL3_W08] The graduate knows and understands interpersonal and social communication processes and regularities and disturbances occurring during them                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             | K_W08, K_W16<br>K_U07, K_U08 (efekt spoza matrycy), K_U10, K_U13<br>K_K04 | [SW2] presentation/project/paper/report |
|                                 | [PEDL3_W16] The graduate knows and understands ways of designing and conducting diagnostic activities in pedagogical practice, as well as procedures and good practices used in pedagogical activities in various institutions and at various stages of education                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | K_W08, K_W16<br>K_U07, K_U08 (efekt spoza matrycy), K_U10, K_U13<br>K_K04 | [SW2] presentation/project/paper/report |
|                                 | [PEDL3_U13] The graduate is able to effectively animate and monitor the realization of team educational activities of students and pupils; to work in a team fulfilling various roles, to accept and assign tasks, as well as to design and undertake professional activities                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       | K_W08, K_W16<br>K_U07, K_U08 (efekt spoza matrycy), K_U10, K_U13<br>K_K04 | [SU2] presentation/project/paper/report |
|                                 | [PEDL3_U08] The graduate is able to present his/her own ideas, doubts and suggestions, supporting them with argumentation in the context of selected theoretical perspectives, views of various authors                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             | K_W08, K_W16<br>K_U07, K_U08 (efekt spoza matrycy), K_U10, K_U13<br>K_K04 | [SU2] presentation/project/paper/report |
|                                 | [PEDL3_U07] The graduate is able to use specialist language and to communicate in a precise and coherent way using various communication channels and techniques with specialists in the field of pedagogy as well as with recipients from outside the group of specialists                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         | K_W08, K_W16<br>K_U07, K_U08 (efekt spoza matrycy), K_U10, K_U13<br>K_K04 | [SU2] presentation/project/paper/report |
| Subject contents                | 1. Differentiation in the understanding of the term: negotiation, mediation. Recognizing the differences between the two. Ways of effective action. Life attitude: Win-Win, as a basis in thinking about the effectiveness and efficiency of negotiation and mediation.<br>2. Exerting influence in negotiations.<br>3. Language of negotiation and mediation: looking for and recognizing the language of negotiation and mediation in media messages and the world around us (distinguishing the language of negotiation, mediation from the language of manipulation).<br>4. Negotiation and mediation and emotions (emotional restraint and emotional expressivity - managing emotions, dealing with stress).<br>5. Negotiation techniques<br>6. Basic principles of negotiation and mediation. |                                                                           |                                         |
| Prerequisites and co-requisites | Basic communication skills are desirable.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |                                                                           |                                         |

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| Assessment methods and criteria                                | Subject passing criteria                                                                                                                                                                                                                                                                                            | Passing threshold                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | Percentage of the final grade |
|                                                                | nie dotyczy                                                                                                                                                                                                                                                                                                         | 51.0%                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             | 100.0%                        |
| Recommended reading                                            | Basic literature                                                                                                                                                                                                                                                                                                    | Deutsch M., Coleman P. (red.), <i>Rozwiązywanie konfliktów. Teoria i praktyka</i> , Kraków 2005. Wajszczyk K., <i>Kto jest trzecią stroną w konfliktach szkolnych?</i> , "Studia i Badania Naukowe = Scientific Studies and Research" 2016, R. 9, nr 1.<br><br>Gruca-Miąsik U., <i>Negocjacje i mediacje w kręgu pomocy, wychowania i prawa</i> , Rzeszów 2011.<br><br>Haman W., Gut J., <i>Docenić konflikt. Od walki i manipulacji do współpracy</i> , Gliwice 2008.<br><br>Jacko J.F., <i>Taktyki negocjacyjne w kontekście proksemiki. Analiza metodologiczna</i> , Kraków 2012.<br><br>Nęcki Z., Błaszczak K., Uździcki R. (red.), <i>Komunikacja i negocjacje a współdziałanie interpersonalne</i> , Toruń 2009.<br><br>Grant W., <i>Zaradzić konfliktom. Zmień konflikt we współpracę</i> , Warszawa 2008. |                               |
|                                                                | Supplementary literature                                                                                                                                                                                                                                                                                            | Marzec A., Grochulska M., Karpuszenko E., <i>Problemy współczesnej rodziny - mediacje i negocjacje</i> , Warszawa 2014.<br><br>Znyk P., <i>Od komunikacji do manipulacji. Mechanizmy wywierania wpływu</i> , Kezmarok 2008.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       |                               |
|                                                                | eResources addresses                                                                                                                                                                                                                                                                                                |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |                               |
| Example issues/<br>example questions/<br>tasks being completed | Analysis of terminological variation in the understanding of the terms negotiation, mediation.<br><br>Reconstruction of life attitudes and communication strategies in terms of solving problem situations.<br><br>Evaluation of the situation under which the adopted solution to the conflict is fair and viable. |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |                               |
| Work placement                                                 | Not applicable                                                                                                                                                                                                                                                                                                      |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |                               |

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