

Theory and practice of negotiations in mediation

The purpose of the educational component is to provide students with knowledge and negotiation skills.

The discipline belongs to the cycle of professional training. Discipline "Negotiation Theory and Practice" is related to the disciplines "Modern Theories of Peace and Conflict", "Mediation in Professional Activities", " Theory and History of Conflict Settlement".

The task of the discipline is to form students' ability to conduct negotiations in the field of business and socio-political activities.

Students will use basic theoretical approaches to conducting the negotiation process, they will develop skills in the preparation and implementation of negotiations.

In the context of independent work, students are invited to choose a model of negotiations and demonstrate it in the process of conducting a simulation exercise in class.