

1.	Field of study	International Studies in Political Science and Diplomacy
2.	Faculty	Faculty of Social Sciences
3.	Academic year of entry	2022/2023 (winter term), 2023/2024 (winter term)
4.	Level of qualifications/degree	first-cycle studies
5.	Degree profile	general academic
6.	Mode of study	full-time

Module: International Negotiation

Module code: IN

1. Number of the ECTS credits: 2

2. Learning outcomes of the module			
code	description	learning outcomes of the programme	level of competence (scale 1-5)
IN_K_1	Understands the need to be guided by ethical responsibility in the professional sphere.	MS_1_K07	4
IN_K_2	Is prepared to conduct negotiations taking into account the cultural differences of the Parties.	MS_1_K06	4
IN_K_3	Is able to collaborate in a group during the negotiation process.	MS_1_K03	4
		MS_1_K04	3
IN_U_1	Is able to adapt negotiation strategy and select appropriate tactics to a specific conflict case.	MS_1_U02	3
IN_U_2	Can relate critically to arguments and defend his/her position.	MS_1_U03	4
IN_U_3	Has the language competence to participate in the negotiation process.	MS_1_U08	4
		MS_1_U09	3
IN_W_1	Is able to define negotiation and know the principles, styles and phases of negotiation.	MS_1_W02	3

3. Module description	
Description	The aim of the course is to familiarise students with the issue of negotiations in international relations. The negotiation process will be discussed on the basis of international law connected with diplomacy. Negotiation strategies and techniques will be presented. In the course of exercises, students will learn the phases of the negotiation process, building negotiation teams, organisation of negotiations and mediation (with particular emphasis on time, place, diplomatic protocol and good manners. Attention will be paid to the psychological and cultural aspect of international negotiations.
Prerequisites	No prerequisites

4. Assessment of the learning outcomes of the module			
code	type	description	learning outcomes of the module
NT_w_1	Credit	The verification of learning outcomes is precisely defined in the syllabus created for the module.	IN_K_1, IN_K_2, IN_K_3, IN_U_1, IN_U_2, IN_U_3, IN_W_1

5. Forms of teaching						
code	form of teaching			required hours of student's own work		assessment of the learning outcomes of the module
	type	description (including teaching methods)	number of hours	description	number of hours	
IN_fs_1	laboratory classes	Classes are conducted using the following methods: - moderated discussion, - explanatory description, - roundtable discussion, - the "brainstorming" method, - debates, - analysing and solving practical and theoretical problems.	15	Students' own work includes: - reading the necessary literature for the course, - activity during classes, - preparation of oral presentations, - preparation for the completion of the course.	35	NT_w_1