

DESCRIPTION OF THE COURSE OF STUDY

Item code	0312.4.SM1. D311. NMSM	
Item name in language	Polish	<i>Negocjacje i mediacje w środowisku międzynarodowym</i> <i>Negotiations and mediations in the international environment</i>
	English	

1. LOCATION OF THE SUBJECT IN THE STUDY SYSTEM

1.1. Field of study	International relations
1.2. Form of study	Full-time/part-time studies
1.3. Level of study	First-cycle studies
1.4. Study profile*	General Academic
1.5. Person preparing the item card	dr Aleksandra Kusztal
1.6. Contact	ismipp@ujk.edu.pl

2. GENERAL CHARACTERISTICS OF THE ITEM

2.1. Language of instruction	Polish
2.2. Prerequisites*	Lack

3. DETAILED CHARACTERISTICS OF THE ITEM

3.1. Form of classes	Lectures and exercises.	
3.2. Place of the class	Classes in the teaching rooms of the University.	
3.3. Form of passing classes	In the field of lectures – an exam, in the field of exercises – a pass with a grade.	
3.4. Teaching methods	A conversational lecture with a multimedia presentation, discussion, student multimedia presentations, group work.	
3.5. Bibliography	Basic	<ol style="list-style-type: none"> 1. Bargiel-Matusiewicz K., Negotiations and Mediation, Warsaw 2014, e-book. 2. Gmurzyńska E., Morek R. (eds.), Mediation – Theory and Practice, Warsaw 2014. 3. Gracz L., Słupińska K. Negotiations and communication. Selected Aspects, Cracow 2018. 4. Tabernacka, M., Negotiations and Mediation in the Public Sphere, Warsaw 2024.
	Supplementary	<ol style="list-style-type: none"> 1. Hauk D., Mitigating conflicts at school and in youth work: a guide to mediation training, Kielce 2003. 2. Nęcki Z., Negocjacje w biznesie, Kraków 2000. 3. Rosenberg M. B., Conflict Resolution through Nonviolent Communication, Warsaw 2003. 4. Vopel K. W., Creative conflict resolution: games and exercises for groups, Kielce, 2003.

4. LEARNING OBJECTIVES, CONTENT AND OUTCOMES

<p>4.1. Course objectives (including the form of classes)</p> <p>Lecture</p> <p><i>C1. Transfer of knowledge about various foreign policy concepts, both in economic and political aspects, and their implementation through negotiation and mediation. To provide knowledge about the state, power, politics and the role of foreign policy and international cooperation, as well as knowledge about political decision-making, taking into account their ethical aspects and understanding their consequences for international relations – in the context of negotiations and mediation.</i></p> <p>Lecture and exercises</p> <p><i>C2. Developing the ability to participate in public life, use knowledge in the field of international relations and supplement it in professional work - in the context of negotiations and mediation. Developing the ability to actively and consciously participate in public discourse, especially in the field of foreign policy, with an emphasis on one's point of view in mediation about negotiations. Developing the ability to analyze international phenomena using appropriate research methods and techniques, prepare public speeches on international topics, analyze and evaluate the content of media messages and use such messages in public and professional activities, as well as mediation and negotiations. Developing the ability to indicate the assumptions of various foreign policy concepts and assess their effectiveness from the perspective of mediation and negotiations, as well as the ability to indicate the differences between foreign policy currents and notice their presence in mediation and negotiation processes.</i></p> <p><i>C3. Acquisition of competences for active participation in public life, including in teams pursuing social, political and civic goals, as well as preparation for work in public organizations and institutions, including public administration bodies, political parties and other national and international organizations, as well as acquisition of competencies related to the attitude of respect for different points of view, determined by different political, cultural and social positions.</i></p>

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*unnecessary delete

4.5. Criteria for assessing the degree of achievement of learning outcomes		
Form of classes	Rating	Evaluation criterion
lecture (W) (including e-learning)	3	Exam grade at the level of 50-59% according to the accepted score.
	3,5	Exam grade at the level of 60-69% according to the accepted score.
	4	Exam grade at the level of 70-79% according to the accepted score.
	4,5	Exam grade at the level of 80-89% according to the accepted score.
	5	Exam grade at the level of 90-100% according to the adopted score.
exercises (C)* (including e-learning)	3	The score for the project is 50-59% according to the adopted score.
	3,5	The score for the project is at the level of 60-69% according to the adopted score.
	4	The score for the project is at the level of 70-79% according to the adopted score.
	4,5	The grade for the project is at the level of 80-89% according to the adopted score.
	5	Grade for the project at the level of 90-100% according to the adopted score.

5. ECTS CREDITS BALANCE – STUDENT WORKLOAD

Category	Student workload	
	Studies stationary	Studies part-time
<i>NUMBER OF HOURS CARRIED OUT WITH THE DIRECT PARTICIPATION OF THE TEACHER /CONTACT HOURS/</i>	45	25
<i>Participation in lectures*</i>	15	10
<i>Participation in exercises,</i>	30	15
<i>Participation in the exam</i>		
<i>INDEPENDENT WORK OF THE STUDENT /NON-CONTACT HOURS/</i>	30	50
<i>Lecture preparation*</i>	5	10
<i>Preparation for exercise,</i>	5	10
<i>Exam Preparation/</i>	10	10
<i>Collection of materials for the project, web query*</i>	5	10
<i>Developing a multimedia presentation*</i>	5	10
TOTAL NUMBER OF HOURS	75	75
ECTS CREDITS per course	3	3

*unnecessary delete

I accept for implementation (date and legible signatures of the subjects teaching the course in a given academic year)

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