

Negotiations, Influence and Conflict Management

Course Workload		Assessment form (examination/ graded test/ ungraded test)
ECTS	Hours	
3	108	Ungraded test

This course is aimed to introduce the students to the basics of principled negotiations as well as to supply them with practical solutions for the analysis and resolution of conflicts. Besides that, the students will obtain a set of instruments to counter manipulations and aggressive behavior and to deliver their viewpoint in a non-violent, convincing way. Accent is made on developing argumentation skills and presenting ideas in view of the opponent's interests and core values. This course can be described as highly practical and employs the method of case study. The cases are inspired by the Program of Negotiations of Harvard Law School, educational practices of Yale University and Cornell University as well as by the personal experience of the instructors, related to the management of teams and companies.
