

Academic Year/course: 2021/22

25936 - Conflict and Negotiation in Organisations

Syllabus Information

Academic Year: 2021/22

Subject: 25936 - Conflict and Negotiation in Organisations

Faculty / School: 301 - Facultad de Ciencias Sociales y Humanas

Degree: 270 - Degree in Psychology

ECTS: 6.0

Year: 2 and 4 and 3

Semester: Second Four-month period

Subject Type: Optional

Module:

1. General information

2. Learning goals

3. Assessment (1st and 2nd call)

4. Methodology, learning tasks, syllabus and resources

4.1. Methodological overview

The learning process that has been designed for this subject is based on the following:

The methodology followed in this course is oriented towards achievement of the learning objectives. It is based on active participation, a close connection between theory and practice, seeking the application of theory to real contexts and favouring the development of communicative skills and critical thinking. A wide range of teaching and learning tasks are implemented, such as lectures, practical activities, practice sessions, autonomous work, tutorials, and academic guidance.

Further information regarding the course will be provided on the first day of class.

4.2. Learning tasks

The program offered to the student to help achieve the expected results includes the following activities:

- Lectures (1.2 ECTS): 30 hours.
- Practice sessions (Type II 0.8 ECTS, Type VI 0.4 ECTS): 30 hours.
- Autonomous work: 57 hours.
- Tutorials: 4 hours.
- Assessment: 4 hours.

4.3. Syllabus

BLOCK I. Introductory aspects (p. e. Conflict, Cooperation and Competition)

BLOCK II. The nature of the Negotiation (p. e. Meaning and characteristics of the negotiation).

BLOCK III. The Negotiation process (p. e. Its development, negotiation strategies and tactics, intervention of a third party)

4.4. Course planning and calendar

Calendar: theoretical and practical sessions

The calendar of the theoretical classes and the practical sessions will be provided to the students at the beginning of the course, and will also be available in Moodle.

For further details concerning the timetable, classroom and further information regarding this course please refer to the "Facultad de Ciencias Sociales y Humanas" (www.fcsh.es)

4.5. Bibliography and recommended resources

<http://psfunizar10.unizar.es/br13/egAsignaturas.php?codigo=25936>