



### COURSE UNIT (MODULE) DESCRIPTION

Course unit (module) title	Code
Negotiating and Mediating in Private Law Disputes: Basics and Skills Development	

Lecturer(s)	Department(s) where the course unit (module) is delivered
<b>Coordinator:</b> Assoc. prof. dr. Rimantas Simaitis	Department of Private Law, Faculty of Law, Vilnius University Saulėtekio av. 9, Building 1, Room 311, LT-10222 Vilnius tel. (+370 5) 2366170, e-mail: ptkatedra@tf.vu.lt

Study cycle	Type of the course unit (module)
Second	Optional

Mode of delivery	Period when the course unit (module) is delivered	Language(s) of instruction
Face-to-face	Spring semester	English

Requirements for students	
<b>Prerequisites:</b> No	<b>Additional requirements (if any):</b> No

Course (module) volume in credits	Total student's workload	Contact hours	Self-study hours
5	130 hours	32	98

Purpose of the course unit (module): programme competences to be developed		
<ul style="list-style-type: none"> <li>- basic knowledge on negotiation and mediation</li> <li>- development of negotiating and mediating skills</li> </ul>		
Learning outcomes of the course unit (module)	Teaching and learning methods	Assessment methods
Obtaining basic knowledge on negotiation and mediation	Student's presentations on assigned topics of negotiation and mediation; class discussions	Assessment of knowledge demonstrated by giving presentations and participating in class discussions
Development of negotiating and mediating skills	Mock negotiations and mediations; self-evaluation; feedback from the other participants; class discussions	Assessment of performance indicators by the lecturer

Content: breakdown of the topics	Contact hours						Self-study work: time and assignments		
	Lectures	Tutorials	Seminars	Exercises	Laboratory work	Internship/work placement	Contact hours	Self-study hours	Assignments
1. Negotiation: basics and practice			8	8			16	49	
2. Mediation: basics and practice			8	8			16	49	

<b>Total</b>			<b>16</b>	<b>16</b>		<b>32</b>	<b>98</b>
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<b>Assessment strategy</b>	<b>Weight, %</b>	<b>Deadline</b>	<b>Assessment criteria</b>
Presentations and participation in the class discussions	50	During the semester	Demonstration of relevant knowledge
Mock negotiations and mediations	50	During the semester	Demonstration of relevant skills

<b>Author</b>	<b>Year of publication</b>	<b>Title</b>	<b>Issue of a periodical or volume of a publication</b>	<b>Publishing place and house or web link</b>
<b>Compulsory reading</b>				
Fisher R., Ury W	1991	Getting to Yes: Negotiating Agreement Without Giving In		Penguin Books: New York
Ury W.	1993	Getting Past No: Negotiating in Difficult Situations		Bantam Books: New York
Moore Ch. W.	2014	The Mediation Process: Practical Strategies for Resolving Conflict		Jossey-Bass: San Francisco
Baruch Bush R.A, Folger J.P.	2005	The Promise of Mediation: The Transformative Approach to Conflict		Jossey-Bass: San Francisco
<b>Optional reading</b>				
Negotiation: processes for problem solving	2006	Menkel-Meadow C. J., Kupfer Schneider A., Porter Love L.		Aspen Publishers Inc.: New York
How to Negotiate Effectively	2003	Oliver D.		Kogan Page Ltd.: London
Mediation: a comprehensive guide to resolving conflicts without litigation	1984	Folberg J., Taylor A.		Jossey-Bass: San Francisco
Resolving Disputes Without Going to Court: A Consumer Guide to Alternative Dispute Resolution	1995	Acland A.F		Century Ltd.: London
Conflict Management: a Practical Guide to Developing Negotiation Strategies	2007	Corvette B., Budjac A.		Prentice Hall: New Jersey