

Discipline	Selective discipline 6.2 «Negotiation strategy and tactics»
Level of higher education	Master
Name of specialty / educational-professional program	291 "International Relations, Public Communications and Regional Studies" / "International Relations"
Form of study	Full-time
Course, semester, duration	2nd year, 3rd semester, 4 credits
Semester control	Credit
Number of hours (total: including lectures / practical)	120 hours (20 lectures, 20 practical)
Language of instruction	English
Department that provides teaching	Department of International Relations and Regional Studies
Author of the discipline	Oksana Pikulyk
Brief description	
Requirements for the beginning of the study	Understanding the essence of international relations and the role of negotiations as an effective method of achieving mutual understanding
What will be studied	The concept and classification of international negotiations, their importance in modern international relations; features of preparation for the negotiation process; structure of the negotiation process; basic rules of negotiations and the specifics of mediation in international negotiations.
Why it is interesting / necessary to study	The study of the discipline allows to form the necessary knowledge and skills for effective negotiation, to use skills in managing the negotiation process.
What you can learn (learning results)	Understand the structure and specifics of the negotiation process, features of preparation for negotiations, to form practical skills for their organizational training and direct management.
How to use the acquired knowledge and skills (competencies)	Ability to apply skills in organizing the preparation and conduct of negotiations.
Information support	Syllabus; curriculum of the discipline; printed and electronic scientific, educational and methodical publications
Web-link to (description of the discipline) syllabus of the discipline on the website of the	https://vnu.edu.ua/uk/faculties-and-institutes/fakultet-mizhnarodnikh-vidnosin

faculty (institute)	
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