



## COURSE DESCRIPTION CARD - SYLLABUS

Course name

Negotiation and arbitration [S2Bud1-BDMiK>NiA]

### Course

Field of study

Civil Engineering

Year/Semester

1/2

Area of study (specialization)

Road, Bridge and Railway Engineering

Profile of study

general academic

Level of study

second-cycle

Course offered in

polish

Form of study

full-time

Requirements

elective

### Number of hours

Lecture

20

Laboratory classes

0

Other (e.g. online)

0

Tutorials

0

Projects/seminars

0

### Number of credit points

2,00

### Coordinators

dr inż. Marcin Gajzler

marcin.gajzler@put.poznan.pl

### Lecturers

### Prerequisites

**KNOWLEDGE:** the student has basic knowledge of the basics of construction. The student has acquired basic legal knowledge about the investment and construction process and the nature of the contracts concluded by the process participants. **SKILLS:** the student is able to obtain information from the indicated sources and analyze the undertaken engineering activities **SOCIAL COMPETENCES:** the student is aware of the need to constantly update and supplement construction knowledge and take responsibility at work

### Course objective

Sharing knowledge about the possibility of dispute resolution; their methods, techniques and procedures.

### Course-related learning outcomes

Knowledge:

1. Knowledge of basic negotiation techniques in resolving disputes
2. Knowledge of arbitration and mediation procedures in court disputes and of FIDIC contractual conditions

Skills:

1. The student is able to negotiate according to the techniques learned in class
2. The student is able to prepare for mediation and arbitration

Social competences:

1. The student is able to work independently or cooperate in a team on a given mediation problem
2. The student independently completes and extends the knowledge in the field of negotiation and arbitration

### Methods for verifying learning outcomes and assessment criteria

Learning outcomes presented above are verified as follows:

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Test, grade scale determined% from:

- 90 very good (A)
- 85 good plus (B)
- 75 good (C)
- 65 sufficient plus (D)
- 55 satisfactory (E)
- below 54 insufficient (F)

### Programme content

1. The role of the arbitrator and mediator in dispute resolution, differences in mediation and arbitration
2. Discussion of arbitration and mediation procedures in court disputes. Mediation practice in courts
3. Discussion of procedures, arbitration and mediation according to Fidic contractual conditions
4. Stages and preparation for mediation and arbitration
5. Other dispute resolution methods
6. NLP techniques in mediation and negotiation.
7. Selected negotiation techniques

### Teaching methods

Multimedia presentation

### Bibliography

Basic

R. Błaut "Skuteczne negocjacje", Centrum Informacji Menadżera 2000

J. Zrałek "Znaczenie miejsca arbitrażu w erze globalizacji postępowania arbitrażowego", Wydawnictwo C.H. Beck 2017

H. Wysoczański "Kontrakty budowlane. Nowe warunki FIDIC", Polocen 2018

Additional

G. I. Nierenberg "Sztuka negocjacji jako metoda osiągnięcia celu", StudioEMKA 1994

### Breakdown of average student's workload

|   | Hours | ECTS |
|---|-------|------|
| Total workload  | 50    | 2,00 |
| Classes requiring direct contact with the teacher   | 20    | 1,00 |
| Student's own work (literature studies, preparation for laboratory classes/ tutorials, preparation for tests/exam, project preparation) | 30    | 1,00 |