

Ministry of Science and Education of Ukraine
Lesya Ukrainka Eastern European National University
Department of International Communications and Political Analysis



Pro-rector for scientific and
pedagogical
education work, education work
and recruiting

Prof. Havryliuk S.V.

Protocol № 2 as of «17»10 2018

SYLLABUS
of a normative academic subject

CONFLICT STUDIES AND THEORY OF NEGOTIATIONS

training of Bachelors
branch of knowledge 05 «Social and Behavioral Science»,
specialty 055 «International Relations, Public Communications and Regional Studies»,
education program «International Relations»

Lutsk 2018

Syllabus of a normative academic subject «Conflict Studies and Theory of Negotiations» for training of Bachelors, branch of knowledge 05 «Social and Behavioral Science», specialty 055 «International Relations, Public Communications and Regional Studies», education program «International Relations».

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Syllabus of a normative academic subject was approved at the meeting of the International Communications and Political Analysis Department

Protocol № ___ as of _____ 2018

Department Head: _____ (Prof. Mytko A.)

Syllabus of a normative academic subject was approved by the Methodological Commission of the International Relations Faculty

Protocol № ___ as of _____ 2018

Head of the Academic and Methodological Commission of the Faculty _____ (As. Prof. Romaniuk N.)

Syllabus of a normative academic subject was approved by the Academic Methodological Council of the Lesya Ukrainka Eastern European National University

1. DESCRIPTION OF THE ACADEMIC SUBJECT

Table 1

Titles	Branch of knowledge, specialty, education program, education degree	Nature of the academic subject
Full-time study	05 «Social and Behavioral Science», 055 «International Relations, Public Communications and Regional Studies», «International Relations», Bachelor	Normative
Number of hours /credits 90 / 3		Year of education: 3 ^d
		Semester: 5 th
		Lectures: 20 h.
		Seminars : 16 h.
Individual scientific research task : no		Independent work: 48 h.
		Consultations: 6 h.
	Form of the control: exam	

2. SUMMARY OF THE COURSE:

Subject, functions and structure of Conflict Studies as a scientific field. Institutionalization of Conflict Studies in modern society. The mechanism of conflict. Interpretation of the concept of «conflict», its specificities and peculiarities. Social conflict: the nature and characteristics. The structure of a conflict. General characteristics of conflict behavior, main types and forms of conflict behavior. The main means of conflict prevention and their features. Concepts and criteria for effective conflict management. Conflict resolution and its differences from regulation. Procedures for a Social Conflict Intervention. The theory of negotiations as a branch of scientific research and teaching discipline. The structure of the negotiations. Types of negotiations. Negotiation strategy and tactics. The essence of mediation and its role in the conflict and negotiation process. Problems of typology of conflicts.

3. COMPETENCES:

- ability to communicate effectively at the professional and social levels with the use of professional terminology;
- ability to demonstrate knowledge of the basic categories and the latest theories, concepts, technologies and methods in the field of political science;
- ability to realize the processes of the search, transfer and analysis of information, the selection and use of analytical tools in shaping the political decision for the implementation of the policy strategy in all spheres of international relations as to conflict resolutions and conflict prevention;
- ability to maintain an adequate level of theoretical knowledge and continuously improve personal professional training.

4. INFORMATION SCOPE OF THE ACADEMIC SUBJECT

CONTENT MODULE I. ESSENCE AND STRUCTURE OF A CONFLICT, ITS PREVENTION, REGULATION AND RESOLUTION

Topic 1. Status and significance of Conflict Studies in modern society

Conflict by the eyes of representatives of various sciences. Psychological theories of a conflict. Subject, functions and structure of Conflict Studies as a scientific field. Institutionalization of Conflict Studies in modern society. Problems of Conflict Studies development in Ukraine.

Topic 2. Conflict as a social phenomenon

The mechanism of conflict. Interpretation of the concept of «conflict», its specificities and peculiarities. Social conflict: the nature and characteristics. The forms of manifestation of a social conflict, its features. Different levels of conflict. Positive and negative functions of a social conflict.

The conditions of a conflict. The basis, source of a conflict, objective and subjective, internal and external, basic and non-fundamental, antagonistic and non-antagonistic contradictions. Causes and preconditions of a conflict. Objective and subjective preconditions. Socio-psychological mechanism of a conflict.

Topic 3. Static and dynamic characteristics of conflicts

The structure of a conflict. Variable characteristics of conflicts in general and, in particular, social conflicts and their peculiarities. Patterns of development of a conflict. Conflict stages and their main characteristics. Expansion and escalation of the conflict. Methods of studying conflicts.

Topic 4. Conflict as a form of behavior

General characteristics of conflict behavior, main types and forms of conflict behavior. Assessment of the level of human conflict. Features and properties of a conflict personality. Strategy and tactics of conflict behavior. Rational behavior in the conflict. Low-conflict behavior technology.

Topic 5. The problem of regulation and conflict resolution

Probable results of a conflict and the conditions for their achievement. The problem of conflict prevention. The main means of conflict prevention and their features.

Concepts and criteria for effective conflict management. Conflict resolution and its differences from regulation. Principles and conditions for successful conflict resolution. Prerequisites for resolving the conflict. The main models of conflict resolution and their features: power, compromise and integration. Procedures for a Social Conflict Intervention.

CONTENT MODULE II. THEORY AND PRACTICE OF NEGOTIATIONS

Topic 6. Negotiation process and its main characteristics

The theory of negotiations as a branch of scientific research and teaching discipline: history and modern times. Factors of actualization of the theory of negotiations. Negotiations and negotiation process. The structure of the negotiations. Negotiation functions. The main stages of the negotiations and their characteristics. Types of negotiations: criteria of classification, essence, specificity of individual types. Multilateral talks.

Negotiation strategy and tactics: concept, essence and characteristics. The method of deceit and dishonest game, its tactical receptions. The notion of «bargaining» in the negotiation theory. Features of bargaining in the negotiation process. Consequences of the implementation of the position trading strategy. Strategic negotiation strategy as an alternative to a positional approach. Tricks and methods of implementing fundamental negotiations. Factors for increasing the efficiency of the negotiation process.

Topic 7. Mediation in a conflict and in negotiations

The essence of mediation and its role in the conflict and negotiation process. Mediation as advisory mediation, its essence and specificity. Reconciliation as a form of mediation. Arbitration form of mediation, its features and purpose. Technology of mediation: methods, receptions, stages. Negotiation culture and problems of its formation.

Topic 8. Problems of typology of conflicts

Intrapersonal, interpersonal conflicts and group conflicts. Criteria of typology of conflicts. Analysis of certain typologies of conflicts that exist in modern Conflict Studies, their features, positive and negative sides. The essence of intrapersonal conflict. The essence of interpersonal conflict. Their typology by the levels of communication. Characteristics and features of emergence, development and solution of intragroup and intergroup conflicts.

Socio-labor conflicts, their classification, functions and problems of solution. Strategy and tactics of the leader's behavior in the conflict. Ways to resolve conflicts between a manager and subordinates. Labor conflicts as a form of social protest.

The crisis of a modern family and the functions of family conflicts. Family conflict system. Conflicts between spouses. Interpersonal conflicts in the family, their specifics in full and part-time families. Family talks and their peculiarities. Prevention and resolution of inter-tribal conflicts.

Topic 9. Mass conflicts in modern society

Concept of mass conflicts and their typology on the subjects of the conflict, the content and nature of the problems that caused the conflict, the form of mass conflicts. Ethno national conflicts:

causes, forms of manifestation, means of solution. Political conflicts: the nature, causes, forms of manifestation and means of solution. Conflict characteristic of modern Ukraine.

International conflicts and the problems of their resolving. The role of the UN in overcoming international conflicts.

Structure of the Academic Subject

Table 2

Content modules and topics	Total	Lect.	Seminars	Ind. w.	Cons.
CONTENT MODULE I: ESSENCE AND STRUCTURE OF A CONFLICT, ITS PREVENTION, REGULATION AND RESOLUTION					
Topic 1. Status and significance of Conflict Studies in modern society	7	2		5	
Topic 2. Conflict as a social phenomenon	10	2	2	5	1
Topic 3. Static and dynamic characteristics of conflicts	9	2	2	5	
Topic 4. Conflict as a form of behavior	10	2	2	5	1
Topic 5. The problem of regulation and conflict resolution	10	2	2	5	1
Total for Module 1	46	10	8	25	3
CONTENT MODULE II. THEORY AND PRACTICE OF NEGOTIATIONS					
Topic 6. Negotiation process and its main characteristics	10	2	2	5	1
Topic 7. Mediation in a conflict and in negotiations	11	2	2	6	1
Topic 8. Problems of typology of conflicts	10	2	2	6	
Topic 9. Mass conflicts in modern society	13	4	2	6	1
Total for Module 2	44	10	8	23	3
Total:	90	20	16	48	6

5. TASKS FOR THE INDEPENDENT WORK

Table 3

№	Topic	Hours
Content module 1. ESSENCE AND STRUCTURE OF A CONFLICT, ITS PREVENTION, REGULATION AND RESOLUTION		
1	Analyze the age groups conflict.	25
Content module 2 THEORY AND PRACTICE OF NEGOTIATIONS		
2	Analyze conflicts in modern Ukraine.	23
	Total	48

6. DISTRIBUTION OF POINTS AND CRITERIA OF EVALUATION

The maximum number of points a student can receive during the current control is 40 points (participation in seminars), for module control (writing control work) it is 60 points. The form of final semester control is an exam. If a student scored less than 75 points for the entire course, then he/she must take the exam.

Table 4

Current control (40 points)				Mod. control (60 points)	Total
Module 1				Module 2	
Content module 1				MCW	100
S.1	S.2	S.3	S.4		
5	5	5	5		
Content module 2				60	
S.5	S.6	S.7	S.8		
5	5	5	5		

Evaluation scale

Table 5

Mark in points for all kinds of educational activity	Mark
	For the exam
90 – 100	Excellent
82 – 89	Very good
75 - 81	Good
67 -74	Satisfactory
60 - 66	Sufficient
1 – 59	Unsatisfactory

7. RECOMMENDED LITERATURE

1. Андреев, В.И. Конфликтология; искусство спора, ведения переговоров, разрешение конфликтов / В.И. Андреев. – Казань, 1992. – 142 с.
2. Анцупов А. Я., Малышев А. А. Введение в конфликтологию. – Киев., 2002. – 147с.
3. Анцупов А.Я., Шипилов А.И. Конфликтология: Учебник для вузов.3-е изд. – СПб., 2007. – 496с.
4. Бандурка А.М., Друзь В.А. Конфликтология: Учеб. пособ. – Харьков: Фортуна-Пресс, 1997. – 355 с.
5. Ващенко І.В. та ін. Загальна конфліктологія: Навч. посібн. / Заг. ред. І.В. Ващенко, С.П. Пренка. - 2-ге вид. - Х.: Оригінал, 2001. – 384 с.
6. Воронов І.О. Політична конфліктологія: діалектика соціальних суперечностей і суспільної злагоди. – К.: Генеза, 2005. – 320 с.
7. Гірник А.М. Основи конфліктології / А. Гірник. – К.: Вид. дім «Кієво- Могиллянська академія», 2010. – 222 с.
8. Гришина Н.В. Психология конфликта. – СПб., Питер, 2004. – 484 с.
9. Дарендорф, Р. Элементы теории социального конфликта / Р. Дарендорф // Социологические исследования. – 1994. – №5. – С. 142 – 147.
10. Дейч, М. Конфликт: социально-психологическая перспектива / М. Дейч, С. Шикман // Социальный конфликт: современные исследования: Реферативный сборник. – М.: ИСАН, 1991. – С. 70 – 74.
11. Дмитриев, А.В. Конфликтология: Учебное пособие / А.В. Дмитриев. – М.: Гардарики, 2000. – 320 с.
12. Донцов, А.И. Проблема конфликта в западной социальной психологии / А.И. Донцов, Т.А. Полозова // Психологический журнал. – 1980. – №6. – С. 119 – 133.
13. Здравомыслов А.Г. Социология конфликта. – М.: 1995.
14. Ішмуратов А.Т. Конфлікт і згода. Основи когнітивної теорії конфліктів. – К.: Наук,

думка, 1996. – 190 с.

15. Лебедева М.М. Политическое урегулирование конфликтов: Подходы, решения, технологии: Учеб. пособ. – М.: Аспект-Пресс, 1999. – 271 с.

16. Пірен М.І. Конфлікти в системі політико-управлінської діяльності. – К.: Видавництво НАДУ, 2003. – 240 с.

17. Пойченко А., Ребкало В., Хворостянський О. Конфлікт у політичному житті сучасної України, теорія та технологія розв'язання. Київ.: Видавництво УАДУ, 1997.

18. Русинка І.І. Конфліктологія. – Т., 2003. – 294 с.

19. Тихомирова Є. Б. Конфліктологія та теорія переговорів : підручник для студ. вищих навч. закл. / Є. Б. Тихомирова, С. Р.Постоловський. – Суми : Університетська книга, 2008. – 240 с

20. Шварц Г. Управление конфликтами ситуациями: Диагностика, анализ и разрешение конфликтов / пер. с нем.Л. Конторовой. СПб.: Изд-во Вернера Регена, 2007. – 296с.

21. Шейнов В.П. Управление конфликтами: теория и практика / В.П. Шейнов – Минск: Харвест, 2010 – 912с.

Internet resources

1. Буртовая Е.В. Конфликтология. Учебное пособие., 2002 [Электронный ресурс]. – Режим доступа: <http://www.vusnet.ru/biblio/>

2. Прикладная конфликтология. Хрестоматия / Сост. К.Сельченко [Электронный ресурс]. – Режим доступа: <http://yurpsy.by.ru/biblio/konflikt/konflikt.htm>

3. В.М. Степаненкова "Борьба всех за всех": теория конфликта Георга Зиммеля. Сельченко [Электронный ресурс]. – Режим доступа:<http://www.nir.ru/socio/scipubl/sj/sj3-4-99step.html>

4. Л.А.Козер Функции социального конфликта [Электронный ресурс]. – Режим доступа: <http://www.philsci.univ.kiev.ua/biblio/kozer.html>

5. Общая и прикладная политология: Учебное пособие. / Под общей редакцией В.И. Жукова, Б.И. Краснова. – М.: МГСУ; Изд-во “Союз”, 1997. – 992 с. [Электронный ресурс]. – Режим доступа: <http://grachev62.narod.ru/Krasnov/contents.htm>

6. Ольшанский Д.В. Основы политической психологии. [Электронный ресурс]. – Режим доступа: http://www.vusnet.ru/biblio/archive/olshanskiy_political_psihilogy_bases/

7. Gevork Ter-Gabrielian „Strategies in "Ethnic" Conflict” [Электронный ресурс]. – Режим доступа: <http://www.cwis.org/fwj/41/ethnic.html>

8. Гриняев С.Н. Информационная война: история, день сегодняшний и перспектива. [Электронный ресурс]. – Режим доступа: <http://www.agentura.ru/equipment/psih/info/war/>

9. Степанова Е. А. Военно-гражданские отношения в операциях невоенного типа [Электронный ресурс]. – Режим доступа: http://militera.lib.ru/research/stepanova_ea/index.html

10. Пастернак Э.П. Политика умиротворения и вооруженные силы [Электронный ресурс]. – Режим доступа: <http://www.globalaffairs.ru/numbers/10/3224.html>

ISSUES FOR THE EXAM

1. The problem of conflict in modern science
2. Conflict Studies as an autonomous scientific branch
3. Subject, functions and structure of Conflict Studies as a scientific field.
4. Methods of Conflict Studies
5. Concept of "conflict" and "social conflict": the essence and characteristics, positive and negative functions of a conflict.
6. Forms and levels of manifestation of a social conflict, their specific features.
7. Functions of a social conflict
8. Conditions of conflict emergence
9. Mechanisms of conflict emergence
10. Psychological reasons of a conflict
11. The structure of a conflict.
12. Dynamics of a conflict

13. General characteristics of conflict behavior.
14. The main types and forms of conflict behavior.
15. Rational behavior in the conflict.
16. Conflict behavior in an Organization
17. Probable results of the conflict and the conditions for their achievement.
18. Exit from a conflict
19. Prevention of a conflict
20. Regulation of a conflict
21. Resolution of a conflict
22. The theory of negotiations as a branch of scientific research.
23. Dimensions of negotiations. Features of negotiations.
24. Functions of negotiations in society
25. Structure of negotiations.
26. The main stages of the negotiations and their characteristics.
27. Types of negotiations.
28. Strategy and tactics of negotiations
29. The essence of mediation and its role in the conflict and negotiation process.
30. 2. Mediation as an advisory mediation, its essence and specificity.
31. 3. Reconciliation as a form of mediation.
32. Arbitration form of mediation, its features and purpose.
33. Technology of mediation: methods, techniques, stages.
34. Culture of the negotiation process and its components.
35. The concept of the style of negotiation. Personal style of negotiation.
36. National style of negotiation.
37. Features of individual national styles of negotiations.
38. Criteria of typology of conflicts.
39. The essence of intrapersonal conflict.
40. The essence of interpersonal conflict.
41. Intra-group and inter-group conflicts.
42. Conflicts in organizations
43. The crisis of the modern family and the functions of family conflicts.
44. Conflict of Generations
45. . The concept of mass conflicts and their typology.
46. 2. Ethnonational conflicts: causes, forms of manifestation, means of solution.
47. 3. Political conflicts: their nature, causes, forms of manifestation and means of resolution.
48. International conflicts and problems of their resolution.