

*Maymester 2020*



# Negotiation & Mediation: The Practice of Conflict Management

PWAD/PLCY 330

May 13 - 29, 2020 | 11:30am-2:45pm | 1005 Global Education Center

*Facilitator: Shai Tamari*

**Eligibility:** Undergraduate students   **Class capacity:** 18   **Can it be audited?** No   **Prerequisites:** None

**Overview & Objective:** This course aims to provide students with the tools necessary to most effectively engage in interpersonal conflicts. The course will also redefine the meanings of “winning” and “power” and provide students with methods to cope with stress, discomfort, and emotions when in conflict. Students will learn new negotiation and mediation skills, build upon existing ones, and challenge assumptions regarding conflict. While some theory is covered, the main focus is experiential learning through role-plays and engagement with professionals in the field. It is well suited for students who plan to work for NGOs, government agencies, international organizations, or in any field that requires skills in conflict management. Expect to end the semester with a level of negotiation and mediation readiness that will serve you well in both personal and professional life.

## Course topics include:

- Introduction to Effective Negotiation
- Power in Negotiation
- Reflective Listening when Discussing Politics
- Mediating Complex Disputes
- The Art of Apologizing
- Cross-Cultural Dispute Resolution
- Multi-Party Negotiations
- Breathing under Stress Workshop

## Assessments:

Active and continuous participation in class; daily negotiation preparation worksheets; daily negotiation reflections; one real-world negotiation; one presentation.

For further inquiries, please contact Shai Tamari at [tamari@unc.edu](mailto:tamari@unc.edu) or at (919) 962-2034

*Photo credit: “Boys Will Be Boys” by Ian Lye*