

International Economics and Administration Faculty
Department: International Economics and Politics
Professional Area: Political Sciences
Major: International Negotiations
Educational-and-qualification Degree: Master

COURSE DESCRIPTION

1. Course unit title: Psychology of Conflict
2. Course unit code: PSY 3040
3. Type of course unit: elective
4. Level of course unit: Master
5. Year of study: first
6. Semester: second
7. Number of ECTS credits allocated: 3
8. Name of lecturer: Prof. Valeri Stoilov Stoyanov, PhD
9. Learning outcomes of the course unit: To acquaint students with the nature of conflict as a socio-psychological phenomenon, basic psychological mechanisms of human behaviour and relationships of people involved in a conflict, the nature of the negotiation process and conduct during negotiations.
10. Mode of delivery: face-to-face
11. Prerequisites and co-requisites: To do this course, students are required to have completed the course in International Negotiations and Conflicts.
12. Course contents: The course clarifies the socio-psychological nature of conflicts, their dynamics and functions. It analyzes the behaviour of individuals in conflict situations. Peculiar attention is paid to the psychological patterns of conduct as well as to verbal and nonverbal communication in the negotiation process.
13. Recommended or required reading:

А р ъ н с ъ н, Е. Човекът - "Социално животно". София, изд. „Дамян Яков” , 2009

Б а у м а н, З. Общността. София, 2004.

Г р а д е в, Д. Социална психология на масовото поведение. София, УИ, 2000.

Е м е л ь я н о в, С. М. Практикум по конфликтология. Москва, Питер, 2004.

К а р а с т о я н о в, Г. Психологически операции. София, ВИ, 2002.

К а р а с т о я н о в, Г. Увод в психология на преднамереното влияние, В: Карастоянов, Г., Лидерски практики. София, Военно издателство, 2008.

К а р а с т о я н о в, Г. Съпротиви срещу влияние, В: Карастоянов, Г., Лидерски практики. София, Военно издателство, 2008.

М а с л о у, Е. Мотивация и личност (второ издание). София, 2010.

Н е д я л к о в а, А. Глобализацията-нищо фатално. Варна, 2004.

Н е ш е в, П. Политическа психология. София, 2004.

Р и ф к и н, Д. Епоха на достъпа. София, Атика, 2001.

Р и ф к и н, Д. Европейската мечта. София, Атика, 2004.

Г е р ч е в а - Несторова, Г. Личност и общуване. София, Албатрос, 2010

С т о я н о в, В. Човекът в организацията. Психологичен анализ. Варна, Псидо, 2008.

А а т о d t, М. (2009). INDUSTRIAL/ORGANIZATIONAL PSYCHOLOGY: AN APPLIED APPROACH. Wadsworth Publishing.

14. Planned learning activities and teaching methods: Lectures
15. Assessment methods and criteria: Project assignment
16. Language of instruction: Bulgarian
17. Work placement: none