

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: Negotiations and Conflicts
2. Course unit code: PSY 3041
3. Type of course unit: compulsory
4. Level of course unit: Master
5. Year of study: first
6. Semester: first
7. Number of ECTS credits allocated: 3
8. Name of lecturer: Senior Lecturer Assoc. Prof. Ralitsa Zhekova Zhekova, PhD
9. Learning outcomes of the course unit: To acquaint students with the basics of multilateral negotiations such as the formation of coalitions, problems connected with managing the negotiation process and help them to develop analytical capabilities for analyzing multilateral negotiations.
10. Mode of delivery: face-to-face
11. Prerequisites and co-requisites: Knowledge of the theory of conflicts, their management and the specifics of the negotiation processes.
12. Course contents: To outline the differences between bilateral and multilateral negotiations; to analyze the role of the third party in international negotiations.
13. Recommended or required reading:
  - Димитров, Д. Успешните преговори .С., 2007
  - Досън, Р. Тайната на успешните преговори : Скритите оръжия на един експерт. С., 2009
  - Лебедева М.М. Вам предстоят преговори. М., 1993.
  - Пантев, П. Международните преговори в областта на сигурността : Теория и практика на проблема в условията на трансформиращата се международна система и на нови цели на сигурността. С., 2009
  - Пийлинг, Н. Брилянтните преговори : Онова, което знаят, правят и казват най-добрите преговарящи. С., 2008
  - Савов, Еньо и др. Международни дипломатически преговори : въпроси на теорията и практиката. С., 2008
  - Фишър, Р., У.Юри и др. Да постигнеш своето : Как да стигнем до разумния компромис в преговорите. С., 2007
  - Fisher R. Ury W. Getting to Yes: Negotiation Agreement Without Giving In. Boston, 1995
14. Planned learning activities and teaching methods: Lectures, training simulation games.
15. Assessment methods and criteria: Written examination
16. Language of instruction: Bulgarian
17. Work placement: none