

Abstract to Discipline Course Plan
"Theory and Practice of the Negotiation Process"

Purpose of study	Practicing negotiation skills, which involves correctly identifying and using the structural elements of the negotiation process in a real negotiation situation.
Place of discipline in the academic program	U 1.C.4*
Competencies to be acquired	GPC-1, PC-2, PC-3, PC-4, UC-3
Acquired knowledge, skills and abilities	<p>Know: theoretical and practical aspects of negotiation; basic political science definitions and concepts;</p> <p>Be able to: apply the basic stages and techniques of negotiation; independently analyze contemporary political realities; critically evaluate diverse sources of information; propose, criticise and scientifically substantiate alternative views of the problem in question; orientate oneself in a negotiation situation; prepare for negotiations</p> <p>Have the following skills and (or) experience: skills to adequately use negotiation strategies and tactics; skills to identify the structural elements of negotiation and analyze the negotiation process</p>
Content of the discipline	Characteristics of the Negotiation Process. Preparation and Conduct of International Negotiations. Features of Various Types of International Negotiations.
Educational activities	Lectures, practical classes, independent study.
Information, instrumental and software tools used	Microsoft Office 7-Zip AcrobatReader Electronic database "Scopus" (http://www.scopus.com); Electronic library system of Altai State University (http://elibrary.asu.ru/); Scientific electronic library elibrary (http://elibrary.ru)
Midterm evaluation	Credit

*(U- unit, C-compulsory discipline)