



UNIVERSITY OF NICOSIA

ΠΑΝΕΠΙΣΤΗΜΙΟ ΛΕΥΚΩΣΙΑΣ

University of Nicosia, Cyprus

Course Code MGT-381	Course Title Negotiation and Dispute Resolution	ECTS Credits 6
Department School of Business	Semester Spring	Prerequisites None
Type of Course Major Elective	Field Energy, Oil and Gas Management	Language of Instruction English
Level of Course Undergraduate	Year of Study 3 rd	Lecturer(s) Dr Constantinou Phellas
Mode of Delivery face-to-face	Work Placement N/A	Co-requisites None

Objectives of the Course:

This course covers the process and very special skills and organizational competence of negotiation for agreement and for dispute resolution. It also examines other forms of dispute resolution including arbitration and international arbitration.

Learning Outcomes:

Upon completion of this course, students will be able to understand and analyze the:

- a) understand the process of negotiation,
- b) develop the personal skills needed for effective negotiation
- c) use negotiation skills for dispute resolution,
- d) understand the process of arbitration and international arbitration, and
- e) understand the arbitration rules of various international arbitration bodies

Course Content:

- 1/ Types of Negotiation and Key Concepts
- 2/ Preparation
- 3/ Laying the Groundwork and Exchanging Information
- 4/ Negotiation Tactics and Organizational Competence

- 5/ Mutual Gain, Relationships and Bargaining Techniques
- 6/ Barriers to Agreement and Mental Errors.
- 7/ Negotiations outside the Boardroom and Dealing with Difficult Issues
- 8/ Closing and Wrapping up
- 9/ Mediation
- 10/ Arbitration and International Arbitration
- 11/ Practical Strategies and Pitfalls
- 12/ Arbitration Rules of ICC, SCC, ACICA and UNCITRAL

Teaching Methods:

Lectures, In-class exercises, In-class discussions and homework

Assessment Methods:

Assignments, mid-term exam, final exam

Required Textbooks:

Authors	Title	Publisher	Year	ISBN
	<i>Negotiation: Harvard Business Essentials Series</i>	Harvard Business School Press	2003	
American Bar Association	<i>Guide to Resolving Legal Disputes: Inside and Outside the Courtroom</i>	Random House	2009	
Margaret L. Moses	<i>The Principles and Practice of International Commercial Arbitration</i>	Cambridge University Press	2012	