**Negotiation Theory and Technique and Theory and Pragmatics of Argumentation**

## Prof. Cristina Giuliani; Prof. Maria Cristina Gatti

Module 1: *Negotiation theory and technique* (Prof. Cristina Giuliani)

***COURSE AIMS AND INTENDED LEARNING OUTCOMES***

The course aims to introduce the key theoretical and methodological tools to understand and analyse the negotiation process from a psycho-social perspective, with a focus on its behavioural, socio-cognitive, and relational aspects, not only at a “microsocial” level (interpersonal and in group), but also at a “macrosocial” one (social and international).

***Knowledge and understanding***

At the end of the course, students will be able to:

* distinguish the different forms and sources of conflict, the prerequisites for negotiation, the strategies and negotiation techniques;
* identify the interpersonal, group, and organisational aspects of negotiation;
* recognise cognitive heuristics and biases in decision making.

***Ability to apply knowledge and understanding***

At the end of the course, students will be able to:

* discuss case studies using a critical approach, and putting into practice the theories and concepts learnt during the course;
* familiarise themselves with their negotiation skills and abilities to the point interactive-behavioural, meta-cognitive and meta-linguistics, group relationships;
* identify and face the main obstacles in conflict management.

***COURSE CONTENT***

Conflict and negotiation: theories and definitions; conflict phenomenology and classification; different types of negotiation scenarios.

Social representations of war and peace.

The role played by socio-cognitive, motivational, and emotional variables in the negotiation process, and their effects on the negotiation outcome.

Group and organisational dynamics involved in negotiation.

Negotiation principles and techniques; distributive and integrative negotiation.

Negotiation and cultural aspects.

Negotiation skills in the context of mediation.

***READING LIST***

All the teaching material used in class will be made available on Blackboard beginning with the first lecture. At the beginning of the course, students will be able to find on Blackboard further information on the reading list, such as the chapters to study for the exam and the list of optional monographs:

U. Merlone (2015), *Negoziare in modo efficace*, Il Mulino

P. Coleman-P. Deutsch-E. Marcus (Eds.) (2014), *The Handbook of Conflict Resolution,*. Jossey-Bass, Third edition. E-book accessibile from the UCSC Library System (only chapters stated on Blackboard).

Students are invited to choose a monograph from the list on Blackboard.

***TEACHING METHOD***

Frontal lectures; practical exercises (to be carried out individually or in group); debates starting from audio-visual material; case studies; experts.

***ASSESSMENT METHOD AND CRITERIA***

Oral assessment (duration: 20 minutes). Students will be tested on: a) their knowledge of the subject, b) their understanding and use of the key concepts explained during the course, c) correctness of their exposition (these three assessments are worth the 70% of the final mark), d) their ability to put into practice, in a critical perspective, the concepts they have learnt from social life (30% worth the final mark).

***NOTES AND PREREQUISITES***

There are no prerequisites for attending the course. However, both lectures and practical classes are based on active student participation.

Further information can be found on the lecturer's webpage at http://docenti.unicatt.it/web/searchByName.do?language=ENG or on the Faculty notice board.

Module 2: *Argumentation theory and pragmatics* (Prof. Maria Cristina Gatti)

***COURSE AIMS AND INTENDED LEARNING OUTCOMES***

The course aims to provide knowledge and skills for the production and analysis of argumentational interventions in different institutional contexts of interaction.

***Knowledge and understanding***

By the end of the course, students will be able to:

– orient themselves among the different theoretical models of this discipline;

– intervene in the reasonable settlement of disputes and conflict

– produce and identify argumentational “moves” and assess their quality.

***Ability to apply knowledge and understanding***

By the end of the course, students will be able to:

– apply the knowledge acquired to the analysis of argumentational interventions related to various kinds of institutional context;

– analyse and critically evaluate argumentational “moves”, identifying the argumentational foundation from which they derive as well as false arguments.

– handle real cases of dispute and conflict, applying the methodological approach of critical discussion;

– produce solid arguments, using the most important argumentation patterns.

***COURSE CONTENT***

*– Argumentum*: an introduction to its meaning.

– Argumentation and demonstration: analogies and differences.

– The Toulmin model.

– The argumentational dimensions of the decision-making process.

– Conflict management according to the pragma-dialectic approach: on critical discussion.

* Inferential structure of arguments and *Argumentum Model of Topics*.

– Argumentation in the institutional context. Case studies.

***READING LIST***

E. Rigotti-S. Greco, *Introducing Argumentation,* Argumentum eLearning Module, 2008 (Swiss Virtual Campus).

M.C. Gatti, *Dal confronto col cuore origina la ragionevolezza,* in P. Nanni-E. Rigotti-C. Wolfsgruber (edited by), *Argomentare per un rapporto ragionevole con la realtà. Strumenti per una Scuola di argomentazione,* Fondazione per la Sussidiarietà, Milan, 2017, p. 54-70.

A. Rocci, *Ragionevolezza dell’impegno persuasivo,* in P. Nanni-E. Rigotti-C. Wolfsgruber (edited by), *Argomentare per un rapporto ragionevole con la realtà. Strumenti per una Scuola di argomentazione,* Fondazione per la Sussidiarietà, Milan, 2017, p. 88-120.

S. Greco Morasso, *Argumentation in Dispute Mediation. A Reasonable Way to Handle Conflict,* John Benjamins Publishing Company, Amsterdam/The Netherlands, 2011 (students are invited to choose one chapter).

The material indicated in the reading list, as well as any further information given during the course, will be made available on the lecturer’s webpage on Blackboard.

***TEACHING METHOD***

Frontal lectures, where students will be guided through the analysis of argumentative interventions within different contexts of interaction.

***ASSESSMENT METHOD AND CRITERIA***

Oral assessment, aimed to test students’ knowledge of the textbooks indicated in the reading list, as well as the material made available on Blackboard. In addition, students will be evaluated on their knowledge of the subject (60% of the final mark), as well as their ability to apply the contents and methods learned in class to the argumentative analysis of concrete cases (40% of the final mark).

The final mark will result from the average between the two modules.

***NOTES AND PREREQUISITES***

There are no prerequisites for attending the course.

Students have the possibility to take either two different exams (that is to say, one for *Negotiation theory and technique* [mod. 1] and one for *Argumentation theory and pragmatics* [mod. 2]), or a single exam covering both modules. Following the consecutive numerical order of the modules is not compulsory, as students can start from a module of their choice.

Further information can be found on the lecturer's webpage at http://docenti.unicatt.it/web/searchByName.do?language=ENG or on the Faculty notice board.