

Discipline	Optional discipline № 9.1 «Commercial mediation»
Degree of higher education	Bachelor
Name of specialty / study programme	International Economic Relations / International Business
Mode of study	Full-time
Year of studies, semester, duration	4 th year, 7 th semester, one-semester
Semester control	Credit
Number of hours (lectures and seminars), credits	150 (10/14), 5 credits
Language	Ukrainian or English
Department in charge	International Economic Relations and Project Management
Author of the discipline	Kateryna Dedeliuk
Short description	
Prerequisites	Basics of economics, law, conflictology
What will be studied?	The essence, types and benefits of mediation; preconditions, stages and organization of commercial mediation; competencies and role of a mediator in resolving commercial disputes; work with cases; experience of countries in implementing mediation models.
Why is it interesting and should be learnt?	Commercial mediation, as an alternative way of resolving disputes, is actively implemented in world practice. Studying the course will improve the understanding of the advantages and peculiarities of mediation process organization. It will also develop the basic practical skills of a mediator, which are a must-have competence of a professional.
What can be learnt? (study results)	How to: understand the essence, benefits, format and stages of commercial mediation; understand the key competencies and tasks of a mediator in resolving commercial disputes; develop basic mediator skills based on case studies and simulation of the mediation process; analyze the experience of countries in implementing mediation models and explore the prospects of intensifying commercial mediation in Ukraine.
How can the acquired knowledge and skills (competences) be used?	To be competent using of mediator tools in resolving commercial disputes: work with interests, work with alternatives, work with numbers and financial dispute resolution, timing, visualization, verbal and nonverbal communication, documentation of the mediation process.
Suggested readings	The course is based on the materials and practical recommendations of experts and practitioners of international mediation centers.