

MINISTRY OF EDUCATION AND SCIENCE OF UKRAINE
Lesya Ukrainka Volyn National University
International Communications and Political Analysis Department
International Relations Faculty

SYLLABUS
of a normative academic component

CONFLICTOLOGY AND NEGOTIATION THEORY

Bachelor Training

Specialty 291 International Relations, Public Communications and Regional Studies

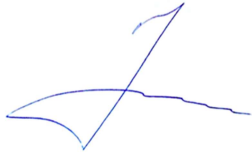
Education and professional programme International Information and Public Communications

The syllabus of the academic component «*Conflictology and Negotiation Theory*», Education Level *Bachelor*, Field of Knowledge *29 International Relations*, Specialty *291 International Relations, Public Communications and Regional Studies*, Educational and professional programme *International Information and Public Communications*.

Developer: PhD in Politics, Associate Professor Voznyuk Yevheniia.

Approved

by the Guarantor of Education and Professional Programme:



Sergii Fedoniuk

The syllabus of the academic component was approved at the meeting of the International Communications and Political Analysis Department
Protocol No. 1 as of September 1, 2023

Acting Head of the Department:



Voznyuk Yevheniia

1. THE DESCRIPTION OF ACADEMIC COMPONENT

Indicator Name	Field of knowledge, Specialty, Educational and Professional Programme, Education Level	Characteristics of academic component
Full-time form of education	29 International Relations,	Normative
Number of hours / credits: 120 / 4	291 International Relations, Public Communications and Regional Studies,	Year of study: 1
Independent Student's Work: no	International Information and Public Communications Bachelor	Semester: 1
		Lectures : 26 hours
		Seminars: 30 hours
		Independent work: 56 hours
		Consultations: 8 hours
Form of control: credit		
Language:		English

II. INFORMATION ABOUT THE INSTRUCTOR

Name	Voznyuk Yevheniia
Scientific Degree	PhD in Politics
Academic Title	Associate Professor
Title	Acting Head of International Communications and Political Analysis Department, Associate Professor
Contacts	Voznyuk.Yevhenija@vnu.edu.ua, 0958654410.
Days classes	http://94.130.69.82/cgi-bin/timetable.cgi

III. DESCRIPTION OF THE ACADEMIC COMPONENT

1. Abstract

The syllabus of the academic component «Conflictology and Theory of Negotiations» is compiled in accordance with the educational and professional program «International Information and Public Communications» of bachelor's training in the specialty 291 International Relations, Public Communications and Regional Studies.

Pre-requisites and post-requisites: Theory of International Relations, International Relations and World Politics, Foreign Policy of Ukraine and National Interests, Strategies of Peace and International Security.

2. Goal and tasks of the academic component (AC)

The goal of teaching the academic component «Conflictology and Theory of Negotiations» is to master the system of knowledge about conflict and conflict interaction, to develop the skills to diagnose, predict and control a conflict situation, to master the practical skills of conflict resolution at various levels and to overcome their destructive consequences, to familiarize with the main technologies of the negotiation process .

The main tasks of the academic component «Conflictology and Theory of Negotiations»:
- clarification of the essence and functions of the conflict;

- disclosure of the main historical stages of research and assessment of conflicts;
- coverage of key theoretical approaches to the study of conflicts;
- clarifying the structure and dynamics of the conflict;
- analysis of the causes and means of conflict resolution;
- study of the main states of conflict management;
- application of effective structural methods and styles of conflict resolution in accordance with a specific situation;
- analysis of negotiations as a way of resolving conflicts and revealing the essence of mediation in the negotiation process.

3. Learning outcomes (Competencies)

The process of AC studying is aimed at forming elements of the following *general (GC), special (professional) (SC) competences*:

GC 1. Ability to realize one's rights and responsibilities as a member of society, to realize the values of civil society and the need for its sustainable development, the rule of law, the rights and freedoms of a person and a citizen of Ukraine.

GC 2. Ability to preserve and multiply moral, cultural, scientific values and achievements of society based on understanding the history and patterns of development of the subject area, its place in the general system of knowledge about nature and society, and in the development of society, techniques and technologies, use different types and forms of motor activity for active recreation and leading a healthy lifestyle.

GC 3. Ability to learn and master modern knowledge.

GC 4. Knowledge and understanding of the subject area and understanding of professional activity.

GC 5. Ability to work in an international context.

GC 7. Ability to apply knowledge in practical situations.

GC 8. Ability to abstract thinking, analysis and synthesis.

GC 9. Ability to use information and communication technologies.

GC 10. Ability to communicate in the state language both orally and in writing.

GC 12. Ability to search, process and analyze information from various sources.

GC 13. Ability to be critical and self-critical.

SC 1. Ability to distinguish signs and trends of development, to understand the nature, dynamics, principles of organization of international relations, public communications and/or regional studies.

SC 2. Ability to analyze international processes in various contexts, including political, security, legal, economic, social, cultural and informational.

SC 3. Ability to assess the state and directions of research into international relations and world politics in political, economic, and legal sciences, in interdisciplinary studies.

SC 4. Ability to solve complex specialized tasks and practical problems in the field of international relations, foreign policy of states, public communications, regional studies.

SC 8. Awareness of the national interests of Ukraine on the international arena.

SC 10. Ability to analyze the structure and dynamics of international public communications, to identify their influence on the international system, state and public institutions.

SC 12. Ability to carry out communication and information-analytical activities in the field of international relations (in Ukrainian and foreign languages).

SC 13. Ability to analyze the activities of international non-state actors and transnational relations

The final *program learning outcomes (LO)*, the formation of which is facilitated by the academic component «Conflictology and Theory of Negotiations»:

LO 1. To know and understand the nature of international relations and regional development, the evolution, the state of theoretical studies of international relations and world politics, as well as the nature and sources of the policies of states in the international arena and the activities of other participants in international relations.

LO 2. To know and understand the nature and dynamics of international security, understand the features of its provision at the global, regional and national level, know the nature and approaches to solving international and internationalized conflicts.

LO 3. To know the nature of international cooperation, the nature of interaction between international actors, the ratio of state and non-state actors in world politics.

LO 4. To know the principles, mechanisms and processes of ensuring the foreign policy of states, the interaction between foreign and domestic policies, the definition and implementation of the national interests of states on the international arena, the process of forming and implementing foreign policy decisions.

LO 5. To know the nature and mechanisms of international communications.

LO 6. To know the nature and nature of interactions of individual countries and regions at the global, regional and local levels.

LO 7. To carry out a description and analysis of the international situation, collect from various sources the necessary information about international and foreign policy events and processes.

LO 8. To collect, process and analyze large volumes of information on the state of international relations, foreign policy of Ukraine and other states, regional systems, international communications.

LO 9. To research the problems of international relations, regional development, foreign policy, international communications, using modern political, economic and legal theories and concepts, scientific methods and interdisciplinary approaches, present research results, provide relevant recommendations.

LO 10. To communicate freely in state and foreign languages at a professional level necessary for conducting a professional discussion, preparing analytical and research documents.

LO 11. To carry out an applied analysis of international relations, the foreign policy of Ukraine and other states, international processes and the international situation in accordance with the set goals, prepare informative and analytical reports.

LO 13. To conduct a professional discussion on the problems of international relations, international communications, regional studies, foreign political activity, argue one's position, respect opponents and their points of view.

LO 14. To use modern digital technologies, specialized software, databases and information systems to solve complex specialized problems in the field of international relations, public communications and/or regional studies.

LO 15. To understand and apply current legislation, international regulatory documents and agreements, reference materials, current standards and technical conditions, etc., to solve complex specialized problems of international relations, public communications and regional studies.

LO 16. To understand and defend the national interests of Ukraine in international activities.

LO 17. To have the skills of self-determination of educational goals and learning, finding educational resources necessary for their achievement.

4. Structure of the Academic Component

Names of content modules and themes	Total	Lect.	Semin.	Self-Study	Cons.	Form of control/ points
Content Module 1. General Conflict Theory						
Conflictology as a science	5	2		3		<i>D</i>
The history of the development of conflictual thought in ancient times	5		2	3		<i>D</i>
The history of the development of conflictual thought from the Middle Ages to the present	5		2	3		<i>D</i>
Modern conflict theories	7		4	3		<i>D</i>
Problems of conflict typology	7	2	2	3		<i>D</i>
Structure and phases of conflicts	7	2	2	3		<i>D</i>
The problem of regulation and conflict resolution	8	2	2	3	1	<i>D</i>
Conflict behavior	9	2	2	4	1	<i>D</i>
Expertise and conflict management	7		2	4	1	<i>D</i>
Conflict research methods	11	4	2	4	1	<i>TR</i>
Mass conflicts in modern society. Political conflicts	8	2	2	3	1	<i>D</i>
International conflicts	8	2	2	3	1	<i>D</i>
Total for module 1	87	18	24	39	6	MCW / 20
Content Module 2. Basics of the Negotiation Process						
Basics of the negotiation process	9	2	2	5		<i>D</i>
Negotiation strategy and tactics	7		2	4	1	<i>D, SGW</i>
Facilitation and mediation in the conflict and negotiation process	8	2	2	4		<i>D</i>
National features of negotiations	9	4		4	1	<i>D</i>
Total for module 2	33	8	6	17	2	MCW / 10
Total hours:	120	26	30	56	8	

**Control methods: D – discussion, DB – debate, T – tests, TR – training, TM/C – tasks management /cases, INDV/ISW – individual task/ individual work of the higher education student, SGW – small groups work, MTP/TP – module test paper/ test paper, E – essay, as well as an analytical note, an analytical essay, an analysis of a work, etc, P – presentation.*

5. Tasks for Independent Work

№	Elements of the independent student's work	Number of hours
1	Preparation for seminar classes	20
2	Elaboration of certain issues that are submitted for independent study from each of the seminar themes	12
3	Processing additional literature, sources	12
4	Elaboration of lecture materials	12
	Total hours	56

IV. EVALUATION POLICY

The policy of the teacher regarding the student of education.

Teacher's policy regarding the student: the student must attend lectures and practical classes. Lessons missed without valid reasons must be worked up: prepare a lecture outline, complete individual work, pass a survey on the topic.

Academic Integrity Policy.

All assignments must be completed independently by the student, zero tolerance for plagiarism.

Deadlines and Rescheduling Policy.

In case of missing a lecture without a good reason, the student prepares a summary for the next class. Before completing the study of the module, the student must complete all practical exercises.

V. FINAL CONTROL

The form of final semester control is an exam.

If during the semester the student has scored 75 or more points, he can take the exam without taking it. In case of an unsatisfactory final grade or if he wishes to improve his result, the student can get points by completing a certain type of work (for example, passing one of the topics or retaking a topic by writing a final test, etc.).

List of Examination Questions

1. Views on wars and conflicts in ancient India.
2. Views on wars and conflicts in ancient China.
3. Views on wars and conflicts in ancient Greece.
4. Views on wars and conflicts in Ancient Rome.
5. Attitude to conflicts and violence in Buddhism.
6. Attitude to conflicts and violence in Judaism.
7. Attitude towards conflicts and violence in Christianity.
8. Attitude to conflicts and violence in Islam.

9. Attitudes towards conflicts and violence in medieval Europe.
10. Recommendations for rulers by N. Machiavelli.
11. Humanist views on conflicts and wars (E. Rotterdamskyi, T. More).
12. Contribution of H. Grotius to the legal regulation of international conflicts and wars.
13. F. Bacon's views on conflicts.
14. Views on wars and conflicts by T. Hobbes.
15. French educators about wars and conflicts.
16. Representatives of German classical philosophy about wars and conflicts (E. Kant, F. Hegel).
17. Darwin's teachings and the development of his ideas in the writings of H. Spencer, V. Sumner, L. Gumplovich, F. Ratzel.
18. Sociology of conflict in the writings of H. Simmel.
19. Views on wars and conflicts in the writings of K. Marx.
20. Views on wars and conflicts in the writings of M. Weber.
21. Sociology of conflict in the writings of E. Durkheim, T. Parsons, N. Smelzer.
22. Psychology of conflict in the writings of Z. Freud.
23. Psychology of conflict in the works of E. Bern, K. Horney, K. Levin, N. Miller, L. Festinger.
24. L. Kozer's views on conflicts.
25. «Conflict Model of Society» by R. Dahrendorf.
26. J. Burton's theory of basic human needs as a basis for conflict resolution.
27. An attempt to develop a universal doctrine of conflicts by K. Bowding.
28. The role of conflicts in the theory of J. Rex.
29. Views on conflicts by A. Turen.
30. The problem of conflict regulation in the writings of M. Deutsch.
31. Conflicts of civilizations in the theory of S. Huntington. Ukraine's place in S. Huntington's theory.
32. Approaches to conflict definition.
33. Typology of conflicts.
34. Structure of the conflict.
35. Limits and scope of the conflict.
36. Conflict dynamics. Phases of the conflict and their features.
37. Theories of conflict mechanisms.
38. Causes and consequences of conflicts.
39. Styles of behavior in a conflict situation.
40. Basic strategies of conflict behavior.
41. Tactics of behavior in conflict.
41. Subjective-psychological features and types of conflicts.
42. Analysis and examination of the conflict.
43. Research and forecasting of conflict escalation.
44. Informational support of state decisions in crisis situations.
45. Management of a conflict situation.
46. Prevention of conflicts.
47. Methods and technologies of conflict resolution.
48. Mass conflicts in modern society. Political conflicts.
49. International conflicts

50. Negotiations and their features in conflict. Negotiation functions.
51. Types and models of negotiations.
52. Conditions necessary for negotiations. Preparation of negotiations and their conduct.
53. Negotiation strategies.
54. Basic tactical techniques of negotiations.
55. Concept and technique of facilitation.
56. The essence and specifics of mediation (mediation).
57. Principles and procedure of mediation. Stages of mediation.
58. Styles and models of mediator activity.
59. Strategy of intermediary activity.
60. National features of negotiations.

VI. GRADING SCALE

Scores	Linguistic Grade	ECTS Grading Scale	
		Grade	Definition
90-100	Excellent	A	outstanding performance
82-89	Very good	B	above the average standard
75-81	Good	C	generally sound work
67-74	Satisfactory	D	not bad
60-66	Sufficiently	E	performance meets the minimum criteria
1-59	Fail	Fx	needed to retake

VII. RECOMMENDED REFERENCES

1. Vozniuk Ye. Information Terrorism as a Modern Threat for Information Security of European States. *Міжнародні відносини, суспільні комунікації та регіональні студії*. №1(5). 2019. С. 34-42.
2. Вознюк Є. Інформаційний тероризм VS міжнародна безпека : монографія. Луцьк : Вежа-друк, 2021. 370 с.
3. Vozniuk Ye. Basic models of protection and functioning of the Ukrainian border in modern geopolitical realities : a view from Ukraine. *European Spatial Research and Policy* Vol. 29, Number 1 (2022) P: 79-96. DOI:10.18778/1231-1952.29.1.04.
4. Vozniuk Ye. The Role of International Organizations in Regional Conflict Resolution. *Актуальні проблеми міжнародних відносин і регіональних досліджень: Матеріали III Міжнародної науково-практичної Інтернет-конференції* (м. Луцьк, 15 листопада 2023 р.) / укладачі: С. Кулик. – Луцьк, Волинський національний університет імені Лесі Українки, 2023. 284 с.
5. Vozniuk Ye. The Role of Social Media in Modern International Conflicts. *Актуальні проблеми міжнародних відносин і регіональних досліджень: Матеріали III Міжнародної науково-практичної Інтернет-конференції* (м. Луцьк, 15 листопада 2023 р.) /

укладачі: С. Кулик. Луцьк, Волинський національний університет імені Лесі Українки, 2023. 284 с.

6. Бондар В. Сучасні теорії конфлікту. Науковий вісник Ужгородського університету. Серія : Політологія, Соціологія, Філософі. Випуск 15. 2010. С. 220–224.

7. Герасіна Д. М., Требін М. П., Воднік В. Д. Конфліктологія. Навч. посіб. Харків : Право, 2012. 128 с.

8. Гірник А. М. Основи конфліктології. Київ : Києво-Могилянська академія, 2010. 222 с.

9. Мальський М., Мацях М. Теорія міжнародних відносин. Київ : Знання, 2007. С. 399.

10. Нагаєв В. М. Конфліктологія. Курс лекцій (модульний варіант). Київ : Центр учбової літератури, 2004. 198 с.

11. Тихомирова Є. Б. Конфліктологія та теорія переговорів : підручник для студ. вищих навч. закл. Суми : Університетська книга, 2008. 240 с.

12. Тихомирова Є. Б., Постоловський С. Р. Конфліктологія та теорія переговорів. Рівне : Перспектива, 2007. 389 с.

13. Трофименко А. В., Константинова Ю. В. Конфліктологія та теорія переговорів : навчальний посібник. Маріуполь : МДУ, 2020. 375 с.

14. Цюрупа М. В. Основи конфліктології та теорії переговорів : Навчальний посібник. Київ : Кондор. 2004. 172 с.

15. Яхно Т. П., Куревіна І. О. Конфліктологія та теорія переговорів. Нав. посіб. Київ : Центр учбової літератури. 2012. 168 с.

16. Gevork Ter-Gabrielian. «Strategies in «Ethnic» Conflict». URL: <http://www.cwis.org/fwj/41/ethnic.html>.

17. Introduction to political psychology / Martha Cottam, Beth Dietz-Uhler, Elena Mastors, Thomas Preston. London : Lawrence Erlbaum Associates, Publishers, 2004. 344 p.

18. Oxford handbook of political psychology / David O. Sears, Leonie Huddy, Robert Jervis. Oxford : University Press. 2003. 823 p.