**JONY509XX0 NEGOTIATION SKILLS** for ONE SEMESTER

(in English)

*course description*

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| |  | | --- | | Code:**JONY509XX0** | | Name:**Negotiation Skills** | | Original subject name: | | Credit:**6** | | Requirement type:**Report (three-scale)** | | Internet address:: | | |  | | --- | |  |  |  | | --- | | Notes: | | Responsible lecturer:**Unger Anikó** | | Organizational unit: Language Department of Law Faculty | | Classes per week**Practical: 2** | | Classes per term**Practical: 2** | |

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| Final requirement: |  |
| Preliminary requirement: |  |
| Description: |  |
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Students in this course should come aware of the need to develop not only their language skills but to enrich their assets in Rhetoric and in all registers of negotiation abilities. Student should be sharp to recognize and adapt to the specific legal systems or business environments. They will also have a chance to improve their communication skills by acting out role-plays and presenting or analysing cases.

Literature:

Juliet Nierenberg – Irene S. Ross: The Secrets of Succesful Negotiation.

Tim hindle: Negotiating skills. DK, copyright 1998.

Negotiate Successfully, a Bloomsbery reference book. London, 2004.