COURSE OUTLINE

(1) GENERAL

SCHOOL	SCHOOL OF SOCIAL SCIENCES
ACADEMIC UNIT	DEPARTMENT OF PSYCHOLOGY
LEVEL OF STUDIES	PRE-GRADUATE
COURSE CODE	Ψ3515 **SEMESTER** 5th
COURSE TITLE	DECISION MAKING AND NEGOTIATIONS

INDEPENDENT TEACHING ACTIVITIES	WEEKLY TEACHING HOURS	CREDITS
LECTURES	3	4

COURSE TYPE	SPECIALISED GENERAL KNOWLEDGE (ELECTIVE COURSE)
PREREQUISITE COURSES:	-
LANGUAGE OF INSTRUCTION and EXAMINATIONS:	GREEK
IS THE COURSE OFFERED TO ERASMUS STUDENTS	YES
COURSE WEBSITE (URL)	https://elearn.uoc.gr/course/view.php?id=2786

(2) LEARNING OUTCOMES

Learning outcomes
People are called every day to make decisions and negotiate on issues in the workplace, e.g. their salary, or in their personal life, e.g. the selection of furniture in their house. While everyone has had experience with decision making and negotiation, the scientific principles for their analysis are not broadly known. In the context of this course, this scientific field will be analyzed from the scope of social and economic psychology.   After the course is completed, participants will be in a position to: • Perceive and discuss issues relating to the definition of the field and the concept of rationality.   • Know and evaluate main theoretical and methodological approaches in the field of decision making and negotiations.   • Perceive the way in which different branches of psychology can inform the understanding of the field.   • Connect theory and practice through everyday examples and simulations.
General Competences

Search for, analysis and synthesis of data and information, with the use of the necessary technology
Adapting to new situations
Decision-making
Working independently
Team work
Working in an interdisciplinary environment
Respect for difference and multiculturalism
Showing social, professional and ethical responsibility and sensitivity to gender issues
Criticism and self-criticism
Production of free, creative and inductive thinking

(3) SYLLABUS

1. Individual decision making
2. Individual bias
3. Group decision making
4. Interdependent decision making – Game theory
5. The basics of negotiation: Distributive negotiation
6. The basics of negotiation: Integrative negotiation I
7. The basics of negotiation: Integrative negotiation II
8. Personality, individual differences and gender
9. Trust and emotions
10. Communication and relationships
11. Influence, power and ethics
12. Group and intercultural negotiations
13. Revision

TEACHING and LEARNING METHODS - EVALUATION

DELIVERY.	Distance teaching through Zoom online platform
USE OF INFORMATION AND COMMUNICATIONS TECHNOLOGY	Use of ICT in teaching. Use of e-class for the support of teaching and the achievement of learning outcomes, and for communicating with students.

TEACHING METHODS	Teaching methods	Workload	ECTS credits
	Lectures	39	1,56
	Independent study	60	2,4
	Final exams	3	0,12
	Total	**102**	**4,08**

STUDENT PERFORMANCE EVALUATION	Simulation exercise during the semester (30%) Final exams, based on open-ended questions (70%) Language of evaluation: Greek. For Erasmus exchange students language of evaluation will be English.

(4) ATTACHED BIBLIOGRAPHY

Lewicki R., Saunders D., & Minton J. (2004). *Essentials of negotiation*. Athens: Kritiki.

Demarr B., De Janasz S. (2016). *Negotiation and dispute resolution*. Thessaloniki: Tziola.