

COURSE OUTLINE

1. GENERAL

SCHOOL	SOCIAL SCIENCES		
DEPARTMENT	PSYCHOLOGY		
LEVEL	UNDERGRADUATE		
COURSE CODE:	ΨΧ-3402	SEMESTER	6th
COURSE TITLE:	Decision making and negotiations		
ΑΥΤΟΤΕΛΕΙΣ ΔΙΔΑΚΤΙΚΕΣ ΔΡΑΣΤΗΡΙΟΤΗΤΕΣ	WEEKLY HOURS	ECTS	
Lectures, simulations, demonstrations of videos	3	4	
COURSE TYPE:	specialized general knowledge (Elective)		
PREREQUISITES COURSES::	None		
INSTRUCTION/EXAM LANGUAGE:	Greek		
OFFERED TO ERASMUS STUDENTS	YES --- 4 meetings (each meeting will last for about an hour), a mid-term exam on a negotiation simulation (30% of the grade), a presentation (20% of the grade) and a final written exam (50% of the final grade)		
COURSE WEB PAGE (URL)	https://elearn.uoc.gr/course/view.php?id=6492		

2. LEARNING OUTCOMES

Learning Outcomes
<p>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.</p> <p>After the course is completed, participants will be in a position to:</p> <ul style="list-style-type: none"> • 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
<ul style="list-style-type: none"> • 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. COURSE CONTENT

The course's content is linked to the 5 main axes of the curriculum:

Scientific Foundations [1], Scientific Research and Critical Thinking [2], Ethical and Social Responsibility [3], Communication Ability [4], Basic Preparation for Career Decisions and Vocational Rehabilitation [5].

1st Week: Individual decision making [1, 2, 5]

2nd Week: Individual bias [1, 2, 5]

3rd Week: Group decision making [1, 2, 3]

4th Week: Interdependent decision making – Game theory [1, 2, 3]

5th Week: The basics of negotiation: Distributive negotiation [1, 2, 3, 4, 5]

6th Week: The basics of negotiation: Integrative negotiation I [1, 2, 3, 4, 5]

7th Week: The basics of negotiation: Integrative negotiation II [1, 2, 3, 4, 5]

8th Week: Personality, individual differences and gender [1, 2]

9th Week: Trust and emotions [1, 2, 4]

10th Week: Communication and relationships [1, 2, 4]

11th Week: Influence, power and ethics [1, 2, 3, 4]

12th Week: Group and intercultural negotiations [1, 2, 3, 4]

13th Week: Summary and conclusions [1, 2, 3, 4, 5]

4. INSTRUCTIONAL and LEARNING METHODS - EVALUATION

INSTRUCTION METHOD.	In class (face-to-face). These meetings include lectures, short video demonstrations, simulations and discussions.		
INFORMATION AND COMMUNICATION TECHNOLOGIES USED	Use of ICT in teaching Support for learning (communication with students and delivery of all course material) via the UoC e-learn online platform (moodle)		
TEACHING ORGANIZATION	Teaching activity	Workload (hours)	ECTS
	Lectures	39	1,56
	Independent study	60	2,40
	Final exam	3	0,12
	Course total	101	4,08

STUDENT EVALUATION	Simulation exercise during the semester (30%) Written final exam, based on multiple choice and development questions (70%) Assessment criteria are presented during the first delivery and are posted on the course webpage The assessment is in Greek. For Erasmus students, in English.
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5. BIBLIOGRAPHY

Lewicki R., Saunders D., & Minton J. (2004). The nature of negotiations. Athens: Kritiki.
Demarr B., De Janasz S. (2016). Negotiation and dispute resolution. Thessaloniki: Tziola
Thompson, L. (2024). The mind and heart of the negotiator. Athens: Papazisis Publications.