A. Course Description

Credits: 4

Lab Hours/ Weeks: 
Corequisites: None

Lecture Hours/ Week :

MnTC Goals: None

This course focuses on both theoretical and practice aspects of negotiation and mediation which are applicable to both professional and personal situations. Using lecture, role play, individual and group exercises, students gain the knowledge and skills necessary to be effective negotiators and mediators. Focus will include conflict resolution styles, verbal and nonverbal communication, attentive listening skills, perception, persuasion, ethics, agreement building and power. Special emphasis will be placed on mediation as a facilitated negotiation process. This course meets all Minnesota Supreme Court requirements for certification under Rule 114 of the Minnesota General Rules of Practice. Students who complete this course will be eligible for placement on the state mediation roster as a qualified neutral.


C. Outline of Major Content Areas:

See Course Description for major content areas.

D. Learning Outcomes (General)

1. Demonstrate ability to reflect on and self-evaluate negotiation and mediation skills through written exercises including websites and social media.
2. Demonstrate transference of knowledge from class to another medium (video, book, newspaper article) by preparing an oral or written analysis and response from a communication perspective.
3. Demonstrate understanding of four course readings by writing response and position papers on at least two.
4. Experience and develop negotiation and mediation skills through active participation in role plays.
5. Explore professions and obtain certification in Mediation.
6. Know how to recognize theoretical concepts and how they guide appropriate communication strategies in conflict resolution processes.
7. Propose projects for exploring content areas in negotiation or mediation that are not covered in class.
8. Use verbal and written communication skills in negotiation and mediation exercises. Design group and individual projects that demonstrate understanding of negotiation and mediation concepts and how to apply in practice.

E. Learning Outcomes (MN Transfer Curriculum)

This contains no goal areas.

G. Special Information

None