



## AYDIN ADNAN MENDERES UNIVERSITY COURSE INFORMATION FORM

Course Title		Debate Techniques							
Course Code		ADY219		Couse Level		Short Cycle (Associate's Degree)			
ECTS Credit	3	Workload	75 (Hours)	Theory	3	Practice	0	Laboratory	0
Objectives of the Course		This course aims to enable the students to learn the principles of effective negotiation, strategies and tactics. In addition, the course of negotiation process aims to make students aware of ethical issues and other factors affecting the negotiation process.							
Course Content		Conflict, perception process, communication, distributive and integrative negotiation, ethical and individual differences, and cultural influences in negotiation process							
Work Placement		N/A							
Planned Learning Activities and Teaching Methods				Explanation (Presentation), Discussion, Individual Study					
Name of Lecturer(s)									

### Assessment Methods and Criteria

Method	Quantity	Percentage (%)
Midterm Examination	1	40
Final Examination	1	70

### Recommended or Required Reading

1	Instructor Lecture Notes
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Week	Weekly Detailed Course Contents	
1	Theoretical	Introduction to negotiation, definitions concepts
2	Theoretical	Conflict Management
3	Theoretical	Perception process, Cognition and Emotion
4	Theoretical	communication
5	Theoretical	Distributive bargaining strategies and tactics
6	Theoretical	Integrative negotiation strategies and tactics
7	Theoretical	Power, policy and negotiation
8	Intermediate Exam	Midterm
9	Theoretical	Ethics in the negotiation process
10	Theoretical	Individual differences: Gender
11	Theoretical	Individual differences: Personality traits
12	Theoretical	Culture and negotiation
13	Theoretical	Culture and negotiation
14	Theoretical	Human Resources and Negotiation
15	Final Exam	Final Exam

### Workload Calculation

Activity	Quantity	Preparation	Duration	Total Workload
Lecture - Theory	14	0	3	42
Midterm Examination	1	12	1	13
Final Examination	1	19	1	20
Total Workload (Hours)				75
[Total Workload (Hours) / 25*] = ECTS				3

\*25 hour workload is accepted as 1 ECTS

### Learning Outcomes

1	At the end of this course an average student can explain the process of negotiation, the differences between negotiation and negotiation. - Discuss the conflict, the phases of the conflict, and the methods of handling the conflict. - explain the significance of the communication process and communication. - identify the persuasion process. - define the importance of ethical principles in the negotiation process. - link the strategies and tactics with the objectives of the client in the negotiation process.
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2	cultural and individual differences to the negotiation process.
3	Discuss conflict, stages of conflict, methods of dealing with conflict.
4	Explain the importance of communication process and communication in negotiation
5	associate strategies and tactics with the client's objectives in the negotiation process.

**Programme Outcomes (Emergency and Disaster Management)**

1	Improving the ability to cope with life-threatening emergencies
2	The awareness of the necessity of lifelong learning and the ability to do so
3	To be able to use basic science (Mathematics, Chemistry, Physiology, Anatomy etc.) in the field of Emergency Aid and Disaster Management
4	Ability to analyze and interpret hazards and risks
5	Sensitivity to global and local disasters
6	Effective communication skills and foreign language knowledge
7	Skills and creativity in interdisciplinary teams
8	Providing physical and mental stability
9	To be able to organize, search and rescue search and rescue operations
10	To reach sufficient education level to understand the effects of disasters in universal and social dimensions
11	To recognize the cooperation between actors and their actors in Emergency Aid and Disaster Management
12	Emergency Aid and Disaster Management vocational, ethical and social responsibility awareness
13	Ability to assume an educational role in Emergency Aid and Disaster Management
14	To be able to use technology effectively in the field of Emergency Aid and Disaster Management
15	Emergency Aid, Search-Rescue and Disaster Management as a whole and manage emergency situations and responsibility awareness

**Contribution of Learning Outcomes to Programme Outcomes 1:Very Low, 2:Low, 3:Medium, 4:High, 5:Very High**

	L1	L2	L3	L4	L5
P1	1	1			
P2	2	2	2	2	2
P3	1	2	1	2	2
P4	1	2			
P5	2	2			
P6	5	5	5	5	5
P7	5	5	5	5	5
P8	1	1	1		
P9	4	4	3		2
P10	4	4	2	2	5
P11	2	2	2		2
P12	2	2	2		
P13	4	4	2		2
P14	1	1	1		1
P15	4	1	1		1

