

היבטים עיוניים במשא ומתן

מס' קורס: 27771-01
פרופ' רחל בן ארי

שנת לימודים: תשע"ט סמסטר: א', יום שישי 8:00-12:00 היקף שעות: 4

א. מטרת הקורס:

הקורס יעסוק בהיבטים הפסיכולוגיים של תהליכי משא ומתן. מטרת הקורס הנה לשלב רכישת ידע תיאורטי עדכני בסוגיות המרכזיות בתחום, לצד התנסות הלכה למעשה, במסגרת של תרגילים, סימולציות וניתוח מקרים. תהליך הלמידה וההתנסות ילווה במשוב ורפלקציה.

ב. תוכן הקורס:

מספר פגישה	תאריך	נושא
1	19.10.18	מבוא למו"מ
2	26.10.18	אסטרטגיות לניהול מו"מ + הדרכה
3	02.11.18	הכנה למו"מ
4	9.11.18	מו"מ תחרותי
5	16.11.18	מו"מ אינטגרטיבי
6	23.11.18	תהליכים קוגניטיביים- אפיסטמולוגיה
7	30.11.18	תהליכים קוגניטיביים – יוריסטיקות והטיות
8	7.12.18	סוגי כוח במו"מ
9	14.12.18	אופני השפעה במו"מ
10	21.12.18	צדק חלוקתי ותהליכי במו"מ
11	28.12.18	מאפייני אישיות במו"מ
12	04.01.19	תקשורת במו"מ
13	11.01.19	פרזנטציות

ג. חובות הקורס:

השתתפות פעילה וסדירה בקורס
עבודה תיאורטית
הצגת מאמר בסגנון Ted בכיתה

מרכיבי הציון הסופי: 20% השתתפות פעילה בקורס
50% עבודה כתובה
30% הצגה בכיתה

ד. ביבליוגרפיה בסיסית:

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גישות למו"מ ודרכי פתרון אלטרנטיביות

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תהליכים קוגניטיביים

מוזס.ג. (2016) השפעת אמונותיו החבויות של הנושא ונותן על התנהגותו ועל התנהגות הצד השני במהלך המשא ומתן. עבודת דוקטורט, אוניברסיטת בר אילן, המחלקה לפסיכולוגיה.

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