

גישות חברתיות פסיכולוגיות למשא ומתן ולהליכי ישוב סכסוכים

27700

פרופ' רחל בן ארי

שנת לימודים: תש"פ סמסטר: א', יום ו' 8:00-12:00 היקף שעות: 2 ש"ש

1. 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	01.11.2019	מבוא למו"מ
2	08.11.2019	אסטרטגיות לניהול מו"מ + הדרכה
3	15.11.2019	הכנה למו"מ
4	22.11.2019	מו"מ תחרותי
5	29.11.2019	מו"מ אינטגרטיבי
6	06.12.2019	תהליכים קוגניטיביים- אפיסטמולוגיה
7	13.12.2019	תהליכים קוגניטיביים – יוריסטיקות והטיות
8	20.12.2019	סוגי כוח במו"מ
9	27.12.2019	אופני השפעה במו"מ
10	03.01.2020	צדק חלוקתי ותהליכי במו"מ
11	10.01.2020	מאפייני אישיות במו"מ
12	17.01.2020	תקשורת במו"מ
13	24.01.2020	פרזנטציות

ג. חובות הקורס:

השתתפות פעילה וסדירה בקורס
מבחן -80%
הצגת מאמרים בסגנון Ted בכיתה-20%

ד. ביבליוגרפיה בסיסית:

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גישות למו"מ ודרכי פתרון אלטרנטיביות

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רגשות, תקשורת ותהליכי יחוס

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