Muslim/Arab Conflict and Negotiation Practices – Emotional Foundations and Practical Ramifications

A. Purposes and Objectives (Goals of/Specific Learning Outcomes):
The course aims to present a range of psychological theories dealing with emotions and the relationship between emotions and conflicts, and to examine in depth the source, location, and impact of emotions on conflict management in the Islamic and Arab cultures.

Learning Outcomes:

- Understanding the biological, physiological, hormonal, and neurological factors related to emotions and their connection to conflicts.
- Understanding the theories dealing with emotions and conflict.
- Understanding the emotional/relational components identified in the context of conflicts among different cultural groups.
- Ability to understand the role of shame, guilt, stigmas, deceits, motivations, revenge, and forgiveness in conflict resolution.
- Understanding the role of emotions in the concept of honor (and its harm) in individuals and groups in the Islamic/Arab culture.
- Understanding how emotions influence the stages of conflict resolution in the Islamic/Arab culture, and how the involved parties use emotions in the process.
- Understanding how emotions influence the hierarchy of needs in conflicts in the Islamic/Arab culture.

B. Course Content:

- Rational, Themes:
  Although we see ourselves as rational beings面对 challenges, we acknowledge that emotions have a central role in our lives and especially in conflicts. Without understanding the role of emotions in conflicts, we fall into confusion and misled.
  The course will use theoretical materials, historical analysis, psychological studies, and analysis of troubling and personal cases to illustrate the role of emotions in conflict and especially in conflicts in the Islamic/Arab culture.

The course will involve frontal teaching, discussion, and viewing and analyzing relevant video segments and personal interaction. Students will be encouraged to discuss, demonstrate, and experience.
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<td>האפשרויות הרונטיוניות</td>
<td>The sociology of emotions - basic theoretical - Jonathan H. Turner&lt;br&gt;The Psychology of Specific Emotions - Strongman</td>
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<td>قرות הבינלאומיות</td>
<td>Emotion_and_Conflict_November_ICCCR9_like_book - Eveline Linder</td>
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<td>תיאוריות, מיקום ומימוש – מבט מלמעלה</td>
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<td>Stage 7 - The Sulha Ceremony - Formalizing Forgiveness - Pely</td>
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<td>תיאוריות, מיקום ומימוש – מבט מלמעלה</td>
<td>Heirarchy of Needs - Maslow - A First Look at Communication Theory - Em Griffin</td>
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_requirements:

The students must be familiar with basic concepts of conflict resolution (mediation, arbitration), and be prepared to read materials in English.

\section{Tasks / Measure / Grading:

- Reading (as per the syllabus)
- Each lecture will begin with a short reading by a student; the reading will be about a real event related to the subject of study, including description, analysis, expression of opinion, and conclusions.
- Final project - submit either an empirical or theoretical research proposal at the end of the course.
- Attendance is mandatory in all lectures. A student who is absent from more than two lectures without a valid reason will not be able to submit the final project or receive a grade in the course.

\section{Final Grading:

- Article (20%)
- Class participation (15%)
- Final project - research proposal (65%)
Marjaana Gunkel, Christopher Schlaegel, Vas Taras, 2016, Cultural values, emotional intelligence, and conflict handling styles: A global study, Journal of World Business 51. 568–585.


Pely - Sulha Stages 1,2

Pely - Sulha Stages 3,4

Pely - Sulha Stages 5,6

Pely - Sulha Stage 7

Emotion, Biology and Culture - Levenson et al.

Biological Basis of Emotions - Geis

**Biological Basis of Behavior** Craig E. Geis, M.B.A., Management; M.S. Psychology

Column: The Long-Term Effects of Short-Term Emotions – Ariely

Basic emotions, relations among emotions and emotion-cognition relations - Izard

Bennett-Salmon-2009 (this is a cautionary tale about fMRI – (1 page, worth reading!))
Craig M. Bennett, Abigail A. Baird, Michael B. Miller, and George L. Wolford, 2009, *Neural correlates of interspecies perspective taking in the post-mortem Atlantic Salmon: An argument for multiple comparisons correction*

Towards understanding the role of emotions in conflict - a review and future directions - Nisha Nair

Emotions - A cross-cultural perspective on forms of life ME

1990 Cultural Similarities and Differences in Display Rules – Matsumoto

Getting to Si – Meyer (HBR)


Collective Emotions in Conflict Situations – Bar Tal


Rituals of reconciliation – Irani


Gellman – From Sulha to Salaam


Insult Aggression And The Southern Culture - Dov Cohen


Negotiations with Emotions – (HBR)

Sulha peacemaking and the politics of persuasion - sharon lang


Critique of Maslow HON

Additional Bibliography


regret, *Journal of Personality and Social Psychology, 91*, 124-142. (get this)


