

<b>Identification</b>	<b>Subject</b>	<b>MMGT 800 Principles of Mediation - 6 ECTS</b>	
	<b>Department</b>	MBA	
	<b>Program</b>	Graduate	
	<b>Term</b>	Fall, 2023	
	<b>Instructor</b>	Prof.Farhad Mehdiyev; farhad.mehtiyev@khazar.org	
	<b>Classroom/hours</b>	Saturday, 16:20	
<b>Prerequisites</b>	None		
<b>Language</b>	Engl/Az		
<b>Compulsory/Elective</b>	Compulsory		
<b>Textbooks and course materials</b>	<div><div>1. Fisher, R., Ury, W.L; &amp; Patton, B. (2012). Getting to yes: Negotiating agreement without giving in (3rd ed.). New York: Penguin. ISBN 9780143118756.</div><div>2. <a href="http://arbme.org/az">http://arbme.org/az</a></div><div>3. Baruch Bush, R.A. &amp; Folger, J.P. (2004). The promise of mediation: The transformative approach to conflict. New York: Wiley. ISBN 0787974838.</div><div>4. •Ury, W. (1993). Getting past no: Negotiating your way from confrontation to cooperation. New York: Bantam. ISBN 0553371312</div><div>5. Ruslan Mirzayev, Basics of Mediation, Publications of Academy of Justice, Baku 2022.</div></div>		
<b>Course Description</b>	Principles of Mediaton explains the basics of alternative dispute resolutions, main differences between different ADR methods and focuses on mediation. The advantages of mediation, the structure of mediation, the main tools in mediation process, the role of a mediator and keys for successful mediation settlement are being taught during this course		
<b>Course objectives</b>	This postgraduate level course aims to familiarize students with the fundamentals of mediation and conflict resolution. The broad aim of this module is to develop and enhance a critical and self-reflective knowledge of theory and method in the field of Mediation.		
<b>Learning outcomes</b>	<div>The intended learning outcomes are that on successful completion of this module the student will be able:</div> <div><div>• Students will acquire the analytical skills necessary to do mediation in Azerbaijan, and tactics to deal with someone who has a different values and outlook.</div><div>• At the end of the course all procedure of mediation process such as where to meet, how to start the sessions, how to move from inventing options to making commitments.</div><div>• Power and the role of negotiation during mediation process.</div></div>		
<b>Teaching methods</b>		<b>Points</b>	
	<b>Case analysis</b>	x	
	<b>Lecture</b>	x	
	<b>Others</b>	x	

Evaluation Criteria	Methods	Date/deadlines	Percentage (%)
	Midterm Exam		30
	Case studies (mediation cases)		10
	Class attendance		5
	Class activity		5
	Essay		10
	Final Exam		40
	Total		100
Policy	<p><b>Attendance:</b> Students exceeding the 25% absence limit will not be allowed to participate at final exam.</p> <p><b>Activity</b> shall mean active participation i.e. asking and answering the question, contribute with insights and feedback, and demonstrate willingness and dedication to be part of an overall class discussion</p> <p><b>Essay - Coherence:</b> The extent to which each statement follows from previous statements</p> <p><b>Argument:</b> The extent to which there is a convincing line of argument running throughout the work.</p> <p><b>Evidence:</b> The extent to which claims are supported by relevant and appropriate published research evidence and/or theoretical argument</p> <p><b>Grammar, spelling and general presentation.</b></p> <p>Work which is late without permission will be penalized by 3 marks per day. If plagiarism is detected in one essay, other essays by the student concerned will be examined very carefully for evidence of the same offence.</p> <p><b>Case Study - Information:</b> detailed, accurate, relevant; key points highlighted.</p> <p><b>Structure:</b> rigorously argued, logical, easy to follow.</p> <p><b>Analysis and Interpretation:</b> extensive evidence of independent thought and critical analysis.</p> <p><b>Use of relevant and accurate Evidence:</b> key points supported with highly relevant and accurate evidence, critically evaluated.</p> <p><b>Presentation Skills:</b> clear, lively, imaginative; good use of visual aids (where appropriate);</p> <p>Work which is late without permission will be penalized by 3 marks per day.</p>		
Tentative Schedule			
Week	Date/Day	Topics	Textbook/Assignments
1		Goals and objectives of the course. Introduction to Mediation.	Fisher, Ury and Patton, 2012 Ch 1., p.1
2		How to start to get to know the parties and making the contract	<a href="http://arbme.org/az">http://arbme.org/az</a>
3		The problem. How to handle the problem.	Fisher, Ury and Patton, 2012 Ch 1., p. 3
4		Dealing with different parties	Fisher, Ury and Patton, 2012 Ch 2., p.15
5		How to separate people from the problem	Fisher, Ury and Patton, 2012 Ch 2., p.18
6		Finding the hidden agenda	Fisher, Ury and Patton, 2012 Ch 2., p.40

7		Inventing different options; win-win situation	Fisher, Ury and Patton, 2012 Ch 2., p.81
8		What if there is no positive result?	Fisher, Ury and Patton, 2012 Ch 3., p.97
9		<b>MID-TERM EXAM</b>	
10		Analyzing the case studies	Prosando case <a href="https://www.youtube.com/watch?v=w5vqEZ4ov_U&amp;ab_channel=brothification">https://www.youtube.com/watch?v=w5vqEZ4ov_U&amp;ab_channel=brothification</a>
11		What to do when realising dirty tricks among parties	Fisher, Ury and Patton, 2012 Ch 3., p.129
12		How to conclude the sessions	Fisher, Ury and Patton, 2012 Ch 4., p.145
13		Ethical consideration during the mediation sessions	<a href="http://arbme.org/az">http://arbme.org/az</a>
14		10 questions to ask about getting yes	Fisher, Ury and Patton, 2012 Ch 5., p.149
15		Mediation simulation, role game	Ali and Zarifa Case
		<b>Final Exam</b>	