**COURSE OUTLINE OF RECORD**

**Number:** PEAC G225  
**TITLE:** Negotiation and Mediation

**ORIGINATOR:** Farzane Farazdaghi  
**EFF TERM:** Fall 2010  
**DATE OF OUTLINE/REVIEW:** 05-04-2017

**CROSS LISTED COURSE:** COMM G225  
**TOP NO:** 1506.00

**SEMESTER UNITS:** 3.0  
**HRS LEC:** 54.0  
**HRS LAB:** 0.0  
**HRS OTHER:** 0.0  
**CONTACT HRS TOTAL:** 54.0  
**STUDY NON-CONTACT HRS RECOMMENDED:** 108.0

**CATALOG DESCRIPTION:**

This course presents theories and skills to address and settle conflict situations by utilizing the negotiation and mediation processes. The student will learn how to assess conflict situations and determine the appropriateness of negotiation and mediation. Students will learn theories and skills through lecture, role playing, dialogue and in-class simulations. Students will also examine different contexts for negotiation and mediation including family, school, community and business situations. Videos and student presentations of negotiation and conflict resolution topics complement the lectures, simulations and role playing. Advisory: Communication Studies G100

**JUSTIFICATION FOR COURSE:**

**PREREQUISITES:**

**COREQUISITES:**

**ADVISORIES:**

- COMM G100: Interpersonal Communication

**ASSIGNED DISCIPLINES:**

- Speech communication

**MATERIAL FEE:** Yes [ ] No [X] Amount: $0.00

**CREDIT STATUS:** Noncredit [ ] Credit - Degree Applicable [ ] Credit - Not Degree Applicable [X]

**GRADING POLICY:** Pass/No Pass [X] Standard Letter [X] Not Graded [ ] Satisfactory Progress [ ]

**OPEN ENTRY/OPEN EXIT:** Yes [ ] No [X]

**TRANSFER STATUS:** CSU Transferable[X] UC/CSU Transferable[ ] Not Transferable[ ]

**BASIC SKILLS STATUS:** Yes [ ] No [X]  
**LEVELS BELOW TRANSFER:** Not Applicable

**CALIFORNIA CLASSIFICATION CODES:** Y - Not Applicable

**NON CREDIT COURSE CATEGORY:** Y - Not applicable, Credit Course

**OCCUPATIONAL (SAM) CODE:** E

**REPEATABLE ACCORDING TO STATE GUIDELINES:** No [X] Yes [ ] NUMBER REPEATS:

**REQUIRED FOR DEGREE OR CERTIFICATE:** No [ ] Yes [X]

Associate of Arts: Liberal Arts: Emphasis in Social and Behavioral Sciences(Associate in Arts)  
Communication Studies(Associate in Arts for Transfer)  
Communication Studies(Associate in Arts for Transfer)  
Communication Studies(Associate in Arts)

**GE AND TRANSFER REQUIREMENTS MET:**

CSU GE Area D: Social, Political, and Economic Institutions

D7 - Interdisciplinary Social and Behavioral Science
COURSE LEVEL STUDENT LEARNING OUTCOME(S) Supported by this course:

1. analyze a conflict orally to determine the appropriateness of mediation.
2. discuss strategies for dealing with specific ethical issues encountered in a conflict situation.
3. describe communication situations using discipline-specific terms.
4. identify ways in which the mediation process is similar to and distinct from other conflict resolution processes.
5. analyze the underlying issues of the dispute.
6. apply the concepts in the texts, lectures, discussions, mass media, and other materials to real world challenges.
7. demonstrate mediation and mediator skills.
8. identify the relationship between the communication process and the mediation process.

COURSE OBJECTIVES:

1. analyze a conflict to determine whether or not mediation is appropriate.
2. identify ways in which the mediation process is similar to and distinct from other conflict resolution processes.
3. analyze the underlying issues of the dispute.
4. recognize and resolve ethical issues that pertain to mediation.
5. apply the concepts in the texts, lectures, discussions, mass media, and other materials to real world challenges.
6. develop mediation and mediator skills.
7. recognize the relationship between the communication process and the mediation process.

COURSE CONTENT:

LECTURE CONTENT:

Major Study Units:
A. The nature of conflict
B. Conflict goals and management
C. Perspectives on negotiation
D. Definition of mediation
E. Different types of mediation
F. Listening skills
G. Interpersonal communication skills
H. Goals of mediation
I. Mediation skills
J. Other methods of dispute resolution
K. Contexts for the mediation process
   1. Family
   2. Business
   3. School
   4. Community
L. Relevant laws and policies
M. Mediation career information
N. International mediation
O. Mediation ethics
P. Stages of the mediation process
METHODS OF INSTRUCTION:

A. Lecture:

INSTRUCTIONAL TECHNIQUES:

METHODS OF STUDENT EVALUATION:

Midterm Exam
Final Exam
Written Assignments
Essay Examinations
Report
Projects (ind/group)
Oral Presentations

Demonstration of Critical Thinking:

The analysis of conflict situations and the choices for appropriate conflict resolution requires critical thinking. Students will be required to demonstrate these critical thinking skills in class discussions, in role-plays and in written assignments.

Required Writing, Problem Solving, Skills Demonstration:


TEXTS, READINGS, AND RESOURCES:

TextBooks:

LIBRARY:

Adequate library resources include: Non-Print Materials

Comments:

Attachments:

Attached Files