

## SELECTIVE DISCIPLINE

for 2<sup>st</sup> year students of the Faculty of Dentistry

2020-2021 academic year

| Name of the discipline                                 | PSYCHOLOGY OF NEGOTIATION AND CONFLICT RESOLUTION   |
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| <b>Department</b>                                      | Psychology and philosophy   |
| <b>Teachers</b>  | PhD <b>Viktoria Osypenko</b><br>PhD, Associate Professor <b>Olesia Pavliuk</b>  |
| <b>Brief description the content of the discipline</b> | <p><b>The purpose of the discipline</b> – formation of students’ awareness and understanding of the essence of “conflict”, studying the different types of conflicts, identifying key features and patterns of manifestation of the conflict, understanding methods of prevention and constructive solution.</p> <p><b>Course objectives:</b></p> <ul style="list-style-type: none"> <li>– operate with the concepts of conflict psychology, be aware of the socio-psychological consequences of conflicts;</li> <li>– define your style of behavior in conflict situations;</li> <li>– effectively resolve and prevent interpersonal, group and intergroup conflicts;</li> <li>– prevent and resolve conflicts in the professional environment;</li> <li>– to create a favorable socio-psychological climate in the professional team;</li> <li>– to prevent and constructively resolve group conflicts and conflicts in the student environment;</li> <li>– resolve conflicts during business negotiations in creative way.</li> </ul> <p>After studying the course, the student should <b>know:</b></p> <ul style="list-style-type: none"> <li>– basic categories of conflict psychology;</li> <li>– the essence of conflict theories in psychology;</li> <li>– the nature and causes of conflicts;</li> <li>– typology of conflicts;</li> <li>– structure and dynamics of conflicts;</li> <li>– styles and strategies of behavior in conflicts;</li> <li>– conciliation, features and rules of mediation;</li> <li>– path correction conflict behavior;</li> <li>– methods of diagnosing of behavioral strategies in a conflict situation.</li> </ul> <p>After studying the course, the student should <b>be able to:</b></p> <ul style="list-style-type: none"> <li>– oriente in psychological literature, self-studing and analyzing scientific literature;</li> <li>– apply theoretical knowledge in the practical work, to possess methods of psychological research of interpersonal relations in group;</li> <li>– establishe effective interpersonal interaction.</li> <li>– to analyze the conflict situation and conflict;</li> <li>– determine the causes of the conflict;</li> <li>– provide ways to prevent and resolve conflicts;</li> </ul> |

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|  | <ul style="list-style-type: none"> <li>– use techniques for determining conflict of personality and its susceptibility to certain behaviors conflict;</li> <li>– use different technologies for resolving conflict situations;</li> <li>– mediate in resolving conflicts.</li> <li>– regulate communication in the professional system taking into account age and individual psychological features;</li> <li>– identify psychological barriers to constructive conflict resolution;</li> <li>– to exert psychological influence on the personality within the limits of professional communication;</li> <li>– to create a favorable socio-psychological climate in the professional team.</li> </ul>  |
| <p><b>Providing of general and professional competencies</b></p> | <p><b><u>General competencies:</u></b></p> <p>GC1. Ability to abstract thinking, analysis and synthesis.<br/> GC2. Knowing and understanding of the subject area and understanding of professional activity.<br/> GC 3 Ability to apply knowledge in practice.<br/> GC 4. Ability to communicate in the state language both orally and in writing; ability to communicate in a second language.<br/> GC5. Skills in the use of information and communication technologies.<br/> GC7. Ability to search, process and analyze information from various sources.<br/> GC8. Ability to adapt and act in a new situation.<br/> GC9. Ability to identify and solve problems.<br/> GC10. Ability to work in a team.<br/> GC11. Interpersonal skills.<br/> GC12. Ability to act on the basis of ethical considerations (motives).<br/> GC13. Safe activities skills.</p> <p><b><u>Professional competencies:</u></b></p> <p>PC1. Collection of medical information about the patient’s condition.<br/> PC2. Evaluation of laboratory and instrumental research results.<br/> PC3. Establishing a clinical diagnosis of dental disease.<br/> PC5. Planning and implementation of measures for the prevention of dental diseases.<br/> PC8. Determination of tactics of dental patient with somatic pathology.<br/> PC9. Performing medical and dental manipulations.<br/> PC11. Organization of medical and evacuation measures.<br/> PC12. Defining tactics and providing emergency medical care.<br/> PC14. Assessment of the impact of the environment on the health of the population (individual, family, population).</p> |