

UČNI NAČRT PREDMETA / COURSE SYLLABUS

Predmet: Odnosi z odločevalci
Course title: Relations with Decision-makers

Študijski program in stopnja Study programme and level	Študijska smer Study field	Letnik Academic year	Semester Semester
Socialni menedžment (VS) / Social management (BA)	Program nima smeri / Program has a single course	Drugi / Second	Četrty / Fourth
Prva stopnja / First level		Tretji / Third	Šesti / Sixth

Vrsta predmeta / Course type: Izbirni / Elective

Univerzitetna koda predmeta / University course code: OO / RD

Predavanja Lectures	Seminar Seminar	Vaje Tutorial	Klinične vaje work	Druge oblike študija	Samost. delo Individ. work	ECTS
20	0	40	0	0	120	6

Nosilec predmeta / Lecturer: izr. prof. dr. Andrej Kovačič / Assoc. Prof. Andrej Kovačič, Ph.D.

Jeziki / Languages:
Predavanja / Lectures: Slovenski / Slovenian, Angleški / English
Vaje / Tutorial: Slovenski / Slovenian, Angleški / English

Pogoji za vključitev v delo oz. za opravljanje študijskih obveznosti:

Ni posebnih pogojev.

Prerequisites:

No special prerequisites.

Vsebina:

- Kako uporabiti kulturne posebnosti partnerjev kot instrument uspešnih pogajanj in lobiranja
- Pogajalske tehnike lobistov
- Priprava pogajalske strategije
- Tipologija pogajalskih scenarijev
- Pogajalska psihologija
- Prvine pogajalskega procesa
- Poznavanje različnih virov moči odločevalcev

Content (Syllabus outline):

- How to use the cultural specifics of partners as an instrument for successful negotiations and lobbying
- Negotiation techniques of lobbyists
- The preparation of negotiation strategy
- The typology of negotiation scenarios
- Negotiation psychology
- Elements of the negotiation
- Understanding decision makers' sources of powers

Temeljni literatura in viri / Readings:

Cohen, Steven (2002): *Negotiating Skills for Managers*. New York: McGraw Hill.

Elgström, Ole in Christer Jönsson (2005): *European Union negotiations: processes, networks and institutions*. London; New York: Routledge.

Fink Hafner, Danica (2007): *Lobiranje in njegova regulacija*. Ljubljana: Fakulteta za družbene vede.

Horgie, O. (2010): *Skilled Interpersonal Communication: Research, Theory and Practice*. Routledge.

Klüver, Heike (2013): *Lobbying in the European Union: interest groups, lobbying coalitions, and policy change*. Oxford: Oxford University Press.

Kovačič, A. (2014): *Action your negotiation skills. Pro-active Communication Techniques: učno gradivo*.

O'Connor, Joseph, Lages, Andrea (2007): *How coaching works*. A & C Black Publishers Ltd.

Wetherbe, James C., Wetherbe, M. Bond (2005): *Veščine sporazumevanja*. Orbis, Ljubljana.

Cilji in kompetence:

Pridobitev splošnih kompetenc:

- poznavanje in razumevanje kulturnih in družbenih procesov in sposobnost njihove kompleksne analize;
- zmožnost za prepoznavanje in izkoriščanje priložnosti, ki se ponujajo v delovnem in družbenem okolju (ki se izkazujejo kot podjetniški duh in aktivno državljanstvo);
- sposobnost mreženja na področju socialnih dejavnosti;
- sposobnost oblikovanja izvirnih idej, konceptov in rešitev določenih problemov;
- razvoj komunikacijskih sposobnosti in spretnosti za komuniciranje z različnimi okolji.

Pridobitev predmetno-specifičnih kompetenc:

- fleksibilnost in prilagodljivost, tj. sposobnost delovanja v večkulturnem okolju;
- komuniciranje s strokovnjaki iz različnih področij gospodarskega in družbenega življenja ter z različnimi interesnimi skupinami;

Objectives and competences:

Acquisition of general competences:

- the knowledge and understanding of cultural and social processes and the ability for their complex analysis;
- the ability to identify and take advantage of the opportunities offered in the work and social environment (manifesting as entrepreneurial spirit and active citizenship);
- the ability to network in the field of social activities;
- the ability to formulate original ideas, concepts and solutions of certain problems;
- the development of communication skills and skills for communication with different environments.

Acquisition of course-specific competences:

- flexibility and adaptability, i.e. the ability to work in a multicultural environment;
- communication with experts in various fields of economic and social life and with different stakeholders;
- understanding of relationships between individuals, organizations and the social

- razumevanje odnosov med posamezniki, organizacijami in družbenim okoljem, zmožnost za kompleksno sistemsko gledanje in delovanje;
- občutljivost za odnose med ljudmi pri delu, fleksibilnost in sposobnost za skupinsko delo, samoiniciativnost, prevzemanje odgovornosti, sposobnost kritičnega razmišljanja in oblikovanja lastnega mnenja.

environment, ability to complex systematic understanding and functioning;

- sensitivity to relationships between people at work, flexibility and ability to work together, on their own initiative, taking responsibility, being able to think critically and form their own opinions.

Predvideni študijski rezultati:

Študent/študentka:

- pozna pojem pogajanja in cilje, instrumente, tipologijo, pravila in tehnike;
- pozna procese lobiranja;
- spozna multikulturno lobistično okolje ter pogajalske tehnike in metode lobistov;
- v povezavi z namišljenim ali konkretnim problemom zna določiti ključne točke za lobiranje in oblikovati lobistični načrt.

Intended learning outcomes:

Students:

- are familiar with the concept of negotiation and its objectives, instruments, typology, rules, and techniques;
- are familiar with the process of lobbying;
- learn about the multicultural environment of lobbying and negotiating techniques and methods of lobbyists;
- in conjunction with an imaginary or specific problem can define key points for lobbying and to create a lobbying plan.

Metode poučevanja in učenja:

- Predavanja z aktivno udeležbo študentov (razlaga, diskusija, vprašanja, primeri, reševanje problemov)
- Seminarske vaje (refleksija izkušenj, projektno delo, timsko delo, metode kritičnega mišljenja, diskusija, sporočanje povratne informacije, socialne igre)
- Uporaba spletne učilnice oziroma drugih sodobnih IKT orodij
- Eksperimentalne vaje, ki temeljijo na izkušenskem, sodelovalnem in problemskem učenju (samostojno učenje, diskusija, razlaga, opazovanje, timsko delo, študija primera, metode kritičnega branja in pisanja, igra vlog, sodelovalno učenje, portfolijo, evalvacija, samoocenjevanje)
- Individualne in skupinske konzultacije (diskusija, dodatna razlaga, obravnava specifičnih vprašanj)
- Oblikovanje portfolija in samostojen študij

Learning and teaching methods:

- Lectures with active participation of students (explanation, discussion, questions, examples, problem solving)
- Tutorial (reflection of experience, project work, team work, critical thinking, discussion, feedback, social games)
- Use of online classroom or other contemporary ICT tools
- Experiments based on experiential, collaborative and problem-based learning (self-directed learning, discussion, explanation, observation, teamwork, case study methods of critical reading and writing, role playing, cooperative learning, portfolio, evaluation, self-assessment)
- Individual and group consultations (discussion, further explanation, considering specific issues)

(motiviranje, usmerjanje, samoopazovanje, samouravnavanje, refleksija, samoocenjevanje)	<ul style="list-style-type: none"> • Creation of portfolio and individual study (motivation, guidance, self-observation, self-regulation, reflection, self-assessment)
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Načini ocenjevanja:	Delež (v %) / Weight (in %)	Assessment:
Načini: <ul style="list-style-type: none"> • Pisni/ustni izpiti • Seminarske vaje • Eksperimentalne vaje Ocenjevalna lestvica – skladno s Pravilnikom o preverjanju in ocenjevanju znanja.	50% 20% 30%	Types: <ul style="list-style-type: none"> • Written/oral exam • Seminar work • Experiment practice Grading is in accordance with the Faculty's evaluation Ordinance.

Reference nosilca / Lecturer's references:

KOVAČIČ, Andrej, PODGORNIK, Nevenka, PRISTOV, Zorica, RASPOR, Andrej. Mobbing in a non-profit organisation. *Organizacija: revija za management, informatiko in kadre*, ISSN 1318-5454, [Tiskana izd.], maj 2017, vol. 50, no. 2, str. 178-187, tabele. <http://organizacija.fov.uni-mb.si/index.php/organizacija/article/view/761>, doi: 10.1515/orga-2017-0012.

KOVAČIČ, Andrej, MAVRI, Barbara, REK, Mateja. Predšolski otroci in vpliv medijev. *Pedagoška obzorja: časopis za didaktiko in metodiko*, ISSN 0353-1392, 2016, letn. 31, [št.] 2, str. 20-35, graf. prikaz, tabele.

KOVAČIČ, Andrej, REK, Mateja. Online Exposure and Critical Thinking. V: MILEVA-BOSHKOSKA, Biljana (ur.). *Book of Abstracts, 7th International Conference on Information Technologies and Information Society, ITIS 2015*, Otočec, Slovenia, 4-6 November 2015. Novo mesto: Faculty of Information Studies, 2015, str. 12. <http://itis.fis.unm.si/wp-content/uploads/2017/12/ITIS-2015-Book-of-Abstracts.pdf>.

KOVAČIČ, Andrej. The action model for measuring influence in advertising. *Innovative issues and approaches in social sciences*, 2014, 7(3), str. 90-103.

KOVAČIČ, Andrej. *Metodologija merjenja učinkov oglaševanja na primeru 2D in 3D plakatnega oglaševanja*. 1. izd. Ljubljana: Vega, 2014.

KOVAČIČ, Andrej. How to measure the effects of advertising communication : a research methodology overview. *Research in social change*, 2012, 4(2), str. 85-113.

PODGORNIK, Nevenka, KOVAČIČ, Andrej. Conceptualization of mental constructs in clients attending reality orientation therapy. *Raziskave in razprave*, ISSN 1855-6280, 2014, vol. 7, no. 1, str. 3-30.

