

## **MEDIATION / NEGOTIATION / MANAGEMENT/DIPLOMACY (UN) CATALOG**

### **CERTIFICATE PROGRAM IN THE PSYCHODYNAMICS OF MEDIATION**

This is a two year program. The student will learn the various dimensions of peace and the events which disrupt the “tranquility of order” as Aquinas defined it. The students will understand the dynamics of groups as seen through social psychology. In order to handle problems of conflicts, one must be aware of our contemporary political systems and institutions, international relations as well as international law which provide a structure for relationships between and among nations. In this matrix, the student is better able to understand the origins of conflict, war, violence, terrorism) and the means of management. The student is thoroughly grounded in the techniques of conflict management, mediation, negotiation, reconciliation and healing through study, discussions, demonstrations and simulated exercises. Ethical dimensions are considered throughout.

*This Certificate program entails the same courses as the master’s degree program in Peace Studies / Conflict Management of Sofia / Ignatius Universities but requirements and fees are different. There is a \$300 fee per course; class attendance and take home exams comprise the requirements. See School of Diplomacy. Student is not required to take Research Methods nor Information Systems/ Internet Resources.*

### **CERTIFICATE PROGRAM IN THE PSYCHODYNAMICS OF NEGOTIATION**

This one year study builds upon the Mediation program but the emphasis is upon the practical application of tools and techniques in specific situations; managing conflict in conditions of war and violence ; negotiating solutions in interpersonal, group and ethnic conflict; and conflict arising from nationalism, racism, sexism and ageism. Further attention is given to leadership roles in these negotiations , the leader’s use of persuasion and handling social influence. Again, the practitioner is expected to have gained more expertise in facilitating the healing process.

*This Certificate program entails the same courses as the doctor’s degree program in Peace Studies / Conflict Management of Sofia / Ignatius Universities etc.(above).*

### **CERTIFICATE PROGRAM IN THE PSYCHODYNAMICS OF MANAGEMENT**

The student, in this two year program, is first made aware of the world he/she is to try to “manage” by courses in world economy and its influence upon the political scene and the individual lives of people; social psychology enables the student to see in greater depth the

basic operations which take place in all types of groups from the family to the nations; the world is not an easy place to live as pointed out in the study of violence and terrorism. To have order in organizational relationships, there is administrative law; between countries, there is international law. With this keen awareness of the current situation, the student is ready to learn the basics of management; this knowledge is extended to management in the public sphere and various organizations; the student understands better the behavior of the organization and strategic management especially as it pertains to human resources. To handle these challenges, skills need to be acquired in negotiation, mediation and bringing about organizational change. These skills are then extended to dealing with international relations with the concomitant realization of the need for diplomatic experience. During this excursion, the student grows in self-awareness and is ever mindful of the ethical dimension in dealing with individuals and governments. The practitioner, upon graduation from the program, should have grown in self assurance in being able to handle the tasks ahead.

*This Certificate program entails the same courses as the master's degree of Sofia /Ignatius Universities in Organizational Management / Diplomacy etc. (above).*

#### **CERTIFICATE PROGRAM IN THE PSYCHODYNAMICS OF DIPLOMACY**

This one year program in diplomacy is a further specialization of the certification program in the Psychodynamics of Management. The practitioner is given further training in international relations and conflict. The student learns further skills in the art and science of diplomacy; these skills are practiced through simulated exercises in international negotiations with nations and organizations. The ultimate goal of the practitioner of diplomacy is reconciliation, healing and peace.

*This Certificate program entails the same courses as the doctor's degree of Sofia / Ignatius Universities in Organizational Management / Diplomacy etc. (above).*