

## Psychology for Social Integration.

*Javier Fiz Pérez*

**Anno di corso:** 2018. Scienze della Formazione

**Periodo di svolgimento del corso:** Annuale.

**Settore scientifico disciplinare (SSD):** Ps/06

**C. F. U. attribuiti:** 6

**Durata del corso:** 48 ore

### **OBVIETTIVI FORMATIVI**

Psychology and communication have always been two areas closely interrelated. The man and the logos, the man and the exchange of communication, the various facets of human relationships. From this perspective, the course is divided into chapters in which the various faces of the communicative universe are explored in order to promote the art of mediation and negoziaton. Every chapter is enriched with some tools for analysis and application appendices. These theories have an specific application in the international context of Social Integration.

### **PROGRAMMA DI INSEGNAMENTO**

- Introduction to Psychology of communication
- Communication concept: Different models
- The various theories about Persuasion and effective communication.
- The Anatomy of conflict: The theory of mind and some tactics; cognitive biases.
- Negotiation skills: negotiation process and types of negotiation; negotiation behavior with a cross cultural approach.
- Active listening and diversity
- BATNA (Best Alternative to Negotiated Agreement) in an international context.
- Linguistics and neuroscience
- Planning a negotiation and mediation in an international context: Methodoloty
- From theory to practice to promote social integration.

**Modalità di svolgimento del corso:** lezioni frontali

**Modalità di svolgimento dell'esame:** orale

**Ricevimento:** lo stesso giorno delle lezioni, con previo appuntamento

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#### **TESTI CONSIGLIATI**

J. Fiz Perez, *Introduction to the art of communication*, NeP Edizioni, Roma, 2017