


KAPITAŁ LUDZKI
 NARODOWA STRATEGIA SPÓJNOŚCI

 Projekt współfinansowany przez
 Unię Europejską w ramach
 Europejskiego Funduszu
 Społecznego

UNIA EUROPEJSKA
 EUROPEJSKI
 FUNDUSZ SPOŁECZNY


Course title		ECTS code	
Basics of Rhetoric - lecture		10.4.1314	
Name of unit administrating study			
null			
Studies			
faculty	field of study	type	first tier studies (BA)
Faculty of Law and Administration	Criminology and Criminal Justice	form	full-time
		specialty	all
		specialization	all
Teaching staff			
dr Magdalena Glanc-Żabiłowicz; dr hab. Artur Szutta, profesor uczelni; mgr Wojciech Jankowski; dr Karol Gregorczyk; prof. dr hab. Kamil Zeidler			
Forms of classes, the realization and number of hours		ECTS credits	
Forms of classes		1	
Lecture		15 h lectures	
The realization of activities		10 h own work (including preparation for classes and to pass the course)	
classroom instruction, online classes		Total: 1 ECTS	
Number of hours			
Lecture: 15 hours			
The academic cycle			
2023/2024 summer semester			
Type of course		Language of instruction	
obligatory		English	
Teaching methods		Form and method of assessment and basic criteria for evaluation or examination requirements	
<ul style="list-style-type: none"> - multimedia-based lecture - problem-focused lecture - seminar lecture 		Final evaluation	
		Graded credit	
		Assessment methods	
		<ul style="list-style-type: none"> - written exam with open questions - written exam (long written answer/problem solving) - oral exam 	
		The basic criteria for evaluation	
		very good – 91 % and more good plus – 91 – 90 % good – 71 – 80 % satisfactory plus – 61 – 70 % satisfactory – 51 – 60 % unsatisfactory – 50 % and less - where the percentage determines the percentage of knowledge in a given field	
Method of verifying required learning outcomes			
Required courses and introductory requirements			
A. Formal requirements			
none			
B. Prerequisites			
none			
Aims of education			

Introduction to the basic concepts of rhetoric, argumentation and negotiation

Course contents

- I. What is the good argument about
 1. Recognizing arguments and their standardization
 2. Test of true premises and proper form
 3. The importance of the correct language in formulating arguments (clarity and unambiguity of expression)
 4. Types of arguments
 - 4.1. Propositional arguments
 - 4.2. Categorical arguments
 - 4.3. Arguments from analogy
 - 4.4. Statistical arguments
 - 4.5. Causal arguments
 - 4.6. Moral arguments
- II. Rhetorical competences
 1. Rhetoric - history and present day
 3. Classic rhetoric sections
 4. Theories of argumentation
 5. The role of the addressee of the speech
 6. Basic types of rhetorical statements
 7. Principles of interpersonal and textual rhetoric
 8. Conditions for the implementation of rhetoric principles
 9. The role of preparation
 10. The order of demands, theses and arguments
 11. Rhetorical message and rhetorical statement
 12. Argument sensu stricto
 13. Types of arguments
 14. Tactics of ordering arguments
 15. Style of expression
 - 16.1. Introduction (exordium)
 - 16.2. Story (narratio) and argumentation (argumentatio)
 - 16.3. Termination (peroratio)
- III. Eristic argumentation
 2. Eristics arguments
 - 2.1. Argumentum ad baculum
 - 2.2. Argumentum ad crumenam
 - 2.3. Argumentum ad hominem
 - 2.4. Argumentum ad personam sensu stricto
 - 2.5. Argumentum ad ignorantiam
 - 2.6. Argumentum ad vanitatem
 - 2.7. Argumentum ad misericordiam
 - 2.8. Argumentum ad populum
 - 2.9. Argumentum ad verecundiam and argument from authority
 - 2.10. Argumentum ad auditorem
 3. Other types of eristic manipulations
- IV. Communication skills
 1. Introduction
 2. Learning about communicating - history and modernity
 3. Communication codes
 4. Models of social communication
 - 4.1. Harold Lasswell's model
 - 4.2. Model of Claude Shannon and Warren Weaver
 - 4.3. Wilbur Schramma models
 - 4.4. Model of the transmission function of Roman Jakobson (with modifications)
 - 4.5. Model of reliable conversational co-operation - Paul H. Grice's conversational maxims
 - 4.6. The model of Richard E. Petty and John T. Cacioppo
 5. Verbal and non-verbal communication
 6. The rules of directness, verbal and written in court procedures
 7. Deep and surface structure of verbal expression
 9. Perception filters and sensory systems and communication effectiveness
 10. Establishing a contact

11. Elements of the communication situation
- V. Negotiation skills
1. History of negotiations
 3. art of negotiation
 5. Negotiation models
 - 5.1. Lionel Bellenger
 - 5.3. Williama Ury'ego and Rogera Fishera
 - 5.2. Thomas Gordon
 - 5.4. Gavina Kennedy'ego
 - 5.5. Dominique'a Chalvina
 6. negotiation strategies
 - 6.1. loss/win strategy
 - 6.2. win/win strategy
 - 6.3. loss/loss strategy.
 7. negotiation preparation
 10. Practical problems
- VI. Negotiation Tactics

Bibliography of literature

- A. Literatura wymagana do ostatecznego zaliczenia zajęć (zdania egzaminu):
- G.W. Rainbolt, Sandra L. Dwyer, Critical Thinking. The Art of Argument, Wadsworth 2012.
- B. Literatura uzupełniająca
- T. Howell, G. Kemp, Critical Thinking. A Concise Guide, Routledge 2010.
 - J. Butterworth, G. Thwaites, Thinking Skills. Critical Thinking and Problem Solving, Cambridge 2013.

The learning outcomes (for the field of study and specialization)

KNOWLEDGE

Crim_WG01

He has elementary knowledge about the nature of legal sciences and related to penal sciences, their place in the system of sciences and mutual relations.

SKILLS

Crim_UW01

He is able to observe and properly interpret universal for various societies phenomena appearing in the area of etiology and phenomenology of crime, analyzes their connections with various areas of criminology.

SOCIAL COMPETENCE

Crim_KK01

Is aware of the level of their knowledge and skills, and also understands the need for lifelong learning.

Knowledge

Student knows how to use different arguments, how to tell apart good arguments from bad ones, and knows the criteria of argumentation language. Student knows the basics of classical and modern rhetoric. Student understands different types and forms of negotiations.

Skills

Student can identify arguments, premises and conclusions, evaluate formal and material correctness of arguments, form arguments by himself. Student is able to notice and protect against unfair tactics of argumentation and manipulation. Student can design rhetorical statement.

Social competence

Student realizes the importance of cooperation in the communication process and the role of debate in the social life of the modern democratic state.

Contact

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