



**INTERNATIONAL BALKAN UNIVERSITY**

**COURSES SUMMARY**

**CATALOG**

**SPRING SEMESTER**

**FACULTY OF HUMANITIES  
AND SOCIAL SCIENCES**

**Skopje, 2017**

**PSYCHOLOGY****FIRST YEAR****SECOND SEMESTER****ENG 102 – English Language II; Weekly hours: 2+1, ECTS: 5**

The purpose of this course is to enrich student vocabulary, to practice spoken language, to learn the various linguistic / grammatical structures, to overcome the various models of academic writing skills in written English. The curriculum includes the following themes: Introduction, Adventures of Ideas by A.N. Whitehead; Non-auditory Effects of Noise (writing comparison and differences), The Past Life of Earth; The Raising of the 'Vasa' (reading, discussion, writing), Patients and Doctors; The Pegasus Book of Inventors (reading, discussion, writing-problem solving), Exploring the Sea-floor by TF Gaskell; On Telling the Truth (reading, discussion, writing), (writing essays for the application study program)

**EDU 101 – Introduction to Education; Weekly hours: 2+1, ECTS: 5**

This course aims to make the students familiar with the basic concepts of education development, as well as its characteristics and social functions. Particular attention will be paid to the comparison of educational systems and the perspectives which they provide. The curriculum for this subject consists of the following contents: Introduction to education; Research of education; Characteristics of education; Modern history of the educational process; Educational politics; Comparative educational systems; Globalization of education; Social theories of education; Social researches about education; Social factors in the educational process: gender, ethnicity; Organization of lectures; The future of education.

**PR 103 – Interpersonal Communication; Weekly hours: 2+1, ECTS: 5**

This course provides the students with the theoretical and practical knowledge required to understand the interpersonal communication in different social contexts and situations. It familiarizes students with the key concepts, elements and dynamics as with the new theories and models of interpersonal communication through which they can understand their communication capacity and their impression management within the interpersonal, group and public real life situations. It also introduces them with the computer mediated communication. This course contains the following topics: Introduction to Interpersonal Communication; Perception, Self and Identity; Impression management; Verbal vs. Nonverbal Communication; Understanding Interpersonal Relationships; Managing Interpersonal Relationships; Groups, Roles and Identity; Managing communication in groups; Public communication; Computer mediated Communication: Key concepts and processes; Computer mediated Communication: Online Identity, Online Environments and Social interaction.

**EDU 102 – Developmental Psychology; Weekly hours: 2+1, ECTS: 5**

This course aims to introduce students to the basic concepts of individual development from zero to adolescences, examining different influences and pointing on developmental aspect of various psychological process and states, as well specificity of the research within it. The course contains the following topics: Introduction: Biological and Genetic Influences, Family and Parent Influences, Intrauterine growth and development, Reflexes – first examination, Development of Motor Abilities, Development of Cognitive Abilities, Development of Emotion, Overview of development from newborn to adolescent, School and Schooling, Peer Relations and Peer Influence, The Self, Research and Ethics in Developmental Psychology.

**POL 103 – Peace and Conflict; Weekly hours: 2+1, ECTS: 5**

The approach of this course will be interdisciplinary. Conflict triggers such as economic and cultural competition as well as fear and insecurity will be examined. Types of ethnic violence--war, riots, and genocide--and the mechanisms and processes implicated in such violence will be explored. Finally, we will discuss dilemmas of democratic transitions with respect to ethnic conflict and will consider various means of conflict management. This course contains the following topics: Introduction, ; Conflict versus cooperation; The human dimension of conflicts, Facts, figures, and stories of conflicts; What causes ethnic conflicts?; Who fights in ethnic conflicts and how?; Managing and settling ethnic conflicts; Post-conflict reconstruction; The future of ethnic conflict, Possibilities and probabilities; Case study of conflict: Bosnia conflicts and Dayton agreement ;

Negotiation and international conflict; The study of negotiation; Negotiation and the conflict cycle; Mediation; Trends in mediation.

**MK 102 - Macedonian Language II; Weekly hours: 2+1; ECTS: 5**

The goal of this course is to enrich vocabulary, practicing spoken language, learning the various linguistic, grammatical structures, overcoming the various models of academic writing skills in written forms in Macedonian Language. The curriculum includes the following themes in Macedonian: Adjectives; At the market, Personal pronouns. Family, Future tense; At a hotel, Stories – Past Tenses, The Past Definite Imperfective Tense – Imperfect, The Modal Verbs in the Imperfect, Causal Clauses, Negative Quantifying and Universal Quantifying Pronouns and Adverbs, The Adverb МНОГУ

**TUR 102 - Turkish Language II; Weekly hours: 2+1; ECTS: 5**

The aim of this course is to introduce the students to elementary Turkish language skills. The course begins with the Turkish alphabet and studies basic Turkish by reading and writing of easy and simple sentences. Locations, prepositions, agglutination, vowel harmony, Time Passes by: Simple past tense, from past to now; past perfect tense, Memories: Present Tense; linkings, with, 'ile, "Where shall we dine? Where shall we go? What shall we do? "What shall we eat?", Negative Imperatives; Subjunctive Mood: Comparatives: Adjectives / Adverbs; Superlative Adj / Adv.;; "Dear Officer / Sir/ Madam"; Present tense; ", Request for Help: "Diminutives; Dative, Locative suffix; ablative forms ., Negative Verb: Interrogative Particle.

## SECOND YEAR

### FOURTH SEMESTER

**PSY 205 – Personality Psychology; Weekly hours: 2+2, ECTS: 6**

The aim of this course is to introduce students with the broad concept of personality , its dynamics, content, structure, life goals and development through the life cycle. This course contains following topics: introduction to personality psychology, genetics and personality, evolution and personality, personality types and personality traits, personality goals, personality and cognition, personality development, personality assessment.

**PSY 204 – Social Psychology; Weekly hours: 2+1, ECTS: 5**

This course aims to deepen students' knowledge about individual change during the process of social interactions, sharpened by culture and social structures from the social context they are living in. The course contains the following topics: introduction to social psychology, self, social cognition, attribution, attitudes, attitude change, social influences, group dynamics, intergroup relations with special points on stereotyping, prejudices, discrimination, attraction and close relationships, aggression, prosocial behavior, selected topics from applied social psychology: law, health and business.

**EDU 202 – Educational Psychology; Weekly hours: 2+1, ECTS: 5**

This course aims to provide the students with introduction to educational psychology and learning research process during life time. It emphasizes the application of psychological concepts, theoretical principles, as well as the findings from the researches of planning and implementation of the effective teaching strategies in the classroom. The course contains the following topics: Cognitive learning, Emotions and emotional intelligence, The students and their behavior; Reading and writing; Learning styles; The family as a factor in the educational process; The inclusive education, Multi-disciplinary cooperation; Career development; Educational-psychological evaluation.

**PSY 206 – Emotion and Motivation; Weekly hours: 2+1, ECTS: 5**

This course aims to deepen student's knowledge about emotional and motivational process as well factors that influence their appearance, modification and change. The course contains the following topics: introduction, emotions as dimensions of emotional experience, dynamics of emotional experience and emotional maturity, theories of emotion, emotional influence on cognitive process, motivation - basic concepts about motive and motivation, hierarchy of motives, motives and its satisfaction, mechanisms of defense, disorders.

**PSY 207 – Psychological Assessment; Weekly hours: 2+0, ECTS: 4**

This course aims to develop a high level of practitioner competence by providing relevant practical, as well as some theoretical framework. The course contains the following topics: introduction, clinical assessment and the context, interview and assessment, behavioral assessment, Wechsler IQ Scale, MMPI, semiprojective tests, Rorschach's Inkblot, TAT, Scoring and Neuropsychological Assessment, planning, monitoring, following, psychological report.

**PCG 212 - Multicultural Education; Weekly hours: 2+1; ECTS: 5**

The course aims to present the dynamics of education within multicultural societies. Multicultural issues are considered as an interdisciplinary process for reforming education in multicultural schools such as the impact of diversity, race, culture, ethnicity, gender exceptions within the major cultural groups. A key aim is to emphasize the importance and effects of education. During the semester the following topics will be taught: Multicultural Schools and multicultural education, culture, race, ethnic groups, the problem of prejudice, contemporary immigration, and cultural awareness.

**THIRD YEAR****SIXTH SEMESTER****EDU 303 – Educational Methodology; Weekly hours: 2+1, ECTS: 6**

This course aims to provide the students with knowledge about educational methodology, especially in regard to counseling and guidance. During this, the students will learn about the strengths and weaknesses of the separate methods which are used in education. The course contains the following topics: Introduction; Theoretical basis of teaching methods; Practical application of the theoretical knowledge; Comparison of the separate teaching methods; Educational Techniques; Development of new teaching methods.

**PSY 307 – Forensic Psychology; Weekly hours: 2+1, ECTS: 6**

The goal of this course is to familiarize students with the nature of interaction among psychology and the legal system, particularly the importance of individual approach to testimony, examining and resolving cases in the area. The curriculum includes the following themes: Introduction to Forensic Psychology, Police Psychology questioning, testimony, interviews and memories about children's traumatic events, profiling, criminal personalities, psychology and court / trial modes of correction, jail, rehab, jury and scientific view of the overall interaction of psychology and the legal and legislative system.

**RMSS 307– Research Methodology for Social Sciences; Weekly hours: 2+1, ECTS: 5**

To provide students with relevant knowledge about the basic characteristics of the research process, methodology and instruments available in scientific research and in the realization of the research and preparation of scientific papers. In addition students will learn the relevant aspects of each stage in the process of research and gain practical knowledge on reporting and the preparation of research projects. The course intention is to introduce students with the scientific method and methods for collecting data and information used in scientific research. The students will learn about the process of scientific research and the stages of this process, such as choosing the title, address critically the existing literature, designing a strategy of research, quantitative and qualitative methods of research, collection and analysis of data, and academic writing of the scientific research report.

**PSY 304 – Psychopathology; Weekly hours: 2+0, ECTS: 4**

The goal of this course is to review the pathology in adult age under certain psychological conditions and processes, organized as separate entities with basic Psychopharmacology information for each. The course includes the following topics: Introduction, psychopathology of certain psychological states and processes with Psychopharmacology, anxiety disorders, addictions, mood disturbances, food addictions, psychotic disorders - schizophrenia and maniac and depressive, and somatoform and dissociative disorders, dementia and disorders in elderly, personality disorders with Psychopharmacology.

**PSY 305 – Organizational Psychology; Weekly hours: 2+1, ECTS: 5**

The goal of this course is to introduce students with the basic concepts and theories from the area of organizational psychology, due to better understanding of the employees behavior in the organization; and the influence of the cognitive and affective processes on behavior in the organizational setting. The course includes the following topics: Introduction to organizational psychology, research methods and statistics, likeability and socialization, organization productive behavior, job satisfaction and commitment, counterproductive organizational behavior, workplace stress and health of employees, theories of motivation, leadership and processes of influence, group behavior and dynamics, team efficiency.

**FOURTH YEAR****EIGHTH SEMESTER****PSY 404 – Psychological Testing; Weekly hours: 2+1, ECTS: 6**

The goal of this course is to introduce t students with the nature, the positive aspects and limitations in the psychological testing and psychometrics, as well the basic types of tests and their metrical characteristics and they ways how we determine metric characteristics. This course contains following topics: Introduction and basic assumptions of psychometrics, tests and testing, types of tests and their psychometric characteristics, standardized tests, reliability and generalization, validation and standardization, item analysis, personality assessment methods and tests, testing and evaluation in education; in clinical the setting, neuropsychological testing, intelligence testing of individuals with disabilities.

**PSY 405 – Ethical, Legal and Professional Issues in Psychology & Counseling; Weekly hours: 2+0, ECTS: 4**

The goal of this course is to familiarize students with clinical, psychological counseling practice, through direct mentoring with real clients, using psychological tests and methodology in order to make the gained knowledge comes practical. The course contains the following topics: an introduction to psychological practice, interview after interview report, test procedures and test reports (depending on the area, and the need and capacity of the individual), counseling procedures with counseling reports , cultural perspectives, writing psychological findings and recommendations - integral form, linking the findings with contemporary psychological theories and counseling as an integral part of the process, in accordance with current legislation and in accordance with the ethical code.

**EDU 403 – Special Education; Weekly hours: 2+1, ECTS: 5**

This course aims the make students familiar with the specifics and the details for education of people with special needs. The students will become familiar with the chronological development of education for people with special needs, as well as the legal regulations for education of people with special needs and the institutions that implement the same. Contents: Introduction to education for people with special needs; Chronological development of education for people with special needs; The legal basis of education for people with special needs; Schools for people with special needs; Teaching programs for people with special programs; Counseling and guidance of people with special needs; Public politics and challenges for education of people with special needs; The role of the civil society in the education and promotion of the status of people with special needs; The role of governmental institutions in education and promotion of the status of people with special needs.

**PSY 407 – Psychotherapy and Supervision; Weekly hours: 2+1, ECTS: 5**

The goal of this course is to introduce students with the nature and interaction in psychotherapeutic and supervisory process from the perspective of the therapist / supervisor, to indicate the importance of the setting in which it takes place (psychotherapy supervision) , with special emphasis on interaction methods which can be used, as students could gain with practical and experiential knowledge. The course includes the following topics: dynamic change in psychotherapeutic process supervision impact on change and dynamics of the relationship in the therapeutic relationship, psychotherapeutic modalities , supervisory styles , supervision of the treatment process in the development period, the supervision process accordance to diagnostic entities, " peer " supervision , Intervision , supervision as a process of learning , supervision and emotional conditions in the therapist 's personality and cognitive styles of supervisors and supervisee , supervision as a process of continuous professional development , ethical aspects of psychotherapy and supervision.

**PCG 405 – Computer Aided Education; Weekly hours: 2+0, ECTS: 4**

This course aims to enable the students to become familiar with the role, functions and application of computers in education. This course will strive to unite the theoretical knowledge with the best practices in the use of computers in education. Introduction to education mediated by computers; Basic elements of computers; Functions of computers; The application of computers in the educational process; Application of computers for illustration of the teaching contents; Application of computers in interactive teaching; Comparison of the use of computers in different countries; The benefit from the use of computers in the educational process; The future of computer application in the educational process.

**POLITICAL SCIENCES****FIRST YEAR****SECOND SEMESTER****ENG 102 - English Language II; Weekly hours: 2+1, ECTS: 5**

The purpose of this course is to enrich student vocabulary, to practice spoken language, to learn the various linguistic / grammatical structures, to overcome the various models of academic writing skills in written English. The curriculum includes the following themes: Introduction, Adventures of Ideas by A.N. Whitehead; Non-auditory Effects of Noise (writing comparison and differences), The Past Life of Earth; The Raising of the 'Vasa' (reading, discussion, writing), Patients and Doctors; The Pegasus Book of Inventors (reading, discussion, writing-problem solving), Exploring the Sea-floor by TF Gaskell; On Telling the Truth (reading, discussion, writing), (writing essays for the application study program).

**POL 101 - Introduction to Law; Weekly hours: 2+1, ECTS: 5**

The main objective of the course is to give a general understanding about the general principles and the basics of law. Introduction: Society and order; Social order; Characteristics of legal rules ;Application of legal rules; Interpretation of legal rules; Sources of law ;Legal system of the world ;Branches of law ;The fundamental concept of public law ; Constitutional Law ; Administrative and criminal law ; Law of procedure and public international law ; Private law and civil law ; Commercial law and private international law.

**POL 102 - Introduction to Politics; Weekly hours: 2+1, ECTS: 5**

The course objective is to give a general understanding about the general principles about political thoughts and their relationship to political practice. Introduction: Concepts and theories in politics: Human nature, the individual and society; Politics, government and the state; Sovereignty, the nations and supra-nationalism; Power, authority and legitimacy; Law, order and justice; Rights, obligations and citizenship; Democracy, representation and the public interest; Freedom, toleration and liberation; Equality, social justice and welfare; Property, planning and the market; Reaction, reform and revolution.

**POL 103 - Peace and Conflict; Weekly hours: 2+1, ECTS: 5**

The approach of this course will be interdisciplinary. Conflict triggers such as economic and cultural competition as well as fear and insecurity will be examined. Types of ethnic violence--war, riots, and genocide--and the mechanisms and processes implicated in such violence will be explored. Finally, we will discuss dilemmas of democratic transitions with respect to ethnic conflict and will consider various means of conflict management. Introduction, ; Conflict versus cooperation; The human dimension of conflicts, Facts, figures, and stories of conflicts; What causes ethnic conflicts?; Who fights in ethnic conflicts and how?; Managing and settling ethnic conflicts; Post-conflict reconstruction; The future of ethnic conflict, Possibilities and probabilities; Case study of conflict: Bosnia conflicts and Dayton agreement ; Negotiation and international conflict; The study of negotiation; Negotiation and the conflict cycle; Mediation; Trends in mediation

**POL 104 -Political Philosophy Weekly hours: 2+1, ECTS: 5**

Students in political philosophy investigate how various political quandaries have been intellectually and morally grappled with over time and creatively work through such quandaries themselves. The faculties expose students to the major figures and texts in the 2500 year old tradition of political thought, the moral and epistemological foundations and methods of political theory,

the ideological features of politics, current controversies in political thought, and enduring topics of concern such as the nature of equality, liberty, justice and power. Justice and Legal Administration; Aristoteles – Political Ideas and Social Resources; Classical Naturalists – Çiçero and Thomas Aquinas ; Realists – Augustinus and Machiavelli Thomas Aquinas; Hobbes - Unlimited State Power; Locke – Legal Governance and Determinate State Power; Rousseau – Domination of Public Will; David Hume - A Treatise of Human Nature; Adam Smith – Self Interest, Moral, Market and State; Immanuel Kant – From Categorical Order to Political Justice; G.W.F. Hegel – Individual and Society

**TUR 102 - Turkish Language II; Weekly hours: 2+1; ECTS: 5**

The aim of this course is to introduce the students to elementary Turkish language skills. The course begins with the Turkish alphabet and studies basic Turkish by reading and writing of easy and simple sentences. Locations, prepositions, agglutination, vowel harmony, Time Passes by: Simple past tense, from past to now; past perfect tense, Memories: Present Tense; linkings, with, 'ile, "Where shall we dine? Where shall we go? What shall we do? "What shall we eat?", Negative Imperatives; Subjunctive Mood: Comparatives: Adjectives / Adverbs; Superlative Adj / Adv.;; "Dear Officer / Sir/ Madam"; Present tense; ", Request for Help: "Diminutives; Dative, Locative suffix; ablative forms ., Negative Verb: Interrogative Particle.

**MK 102 - Macedonian Language II; Weekly hours: 2+1; ECTS: 5**

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**SECOND YEAR****FOURTH SEMESTER****POL 203 - Constitutional Law; Weekly hours: 2+1, ECTS: 6**

This course offers opportunity to learn, about the specific powers of Congress, the Executive Branch, and the Judiciary, and will cover equal protection of the laws, freedom of speech. Students are expected to know the constitutional law canon, by which I mean: What individual rights does/should the Constitution protect? What are the fundamental (unresolved) constitutional interpretative issues? How does one go about constructing a good constitutional interpretive argument that an individual has constitutional right ?Introduction to constitutional law; The citizen and the constitution; Separation of Powers ; The citizen and the legislature, Congressional power, Congress and the States The Source and Scope of Congressional Power; Judiciary, Judicial Power; The citizen and judicial control of the abuse of power; Modes of Constitutional Interpretation.; The citizen and the executive, Government power to undertake certain executive actions.; The citizen and the State the Source and Scope of Presidential Power. Appointment and Removal Power. Presidential Power over Foreign Policy Executive Authority in the Conduct of Foreign Affairs; The constitution of the Republic of Turkey;

**PSY 204 - Social Psychology; Weekly hours: 2+1, ECTS: 5**

This course aims to deepen students' knowledge about individual change during the process of social interactions, sharpened by culture and social structures from the social context they are living in. The course contains the following topics: introduction to social psychology, self, social cognition, attribution, attitudes, attitude change, social influences, group dynamics, intergroup relations with special points on stereotyping, prejudices, discrimination, attraction and close relationships, aggression, prosaical behavior, selected topics from applied social psychology: law, health and business

**POL 204 - Media and Politics; Weekly hours: 2+1, ECTS: 5**

The goal of this course is to help students better understand how all forms of media (print, broadcast, electronic, digital) help shape the public policy. In addition to topical lectures, the class format will consist of group discussions and student presentations. Introduction; Models of Media and Politics; Political Journalism ; News Making and News Analysis ; Political Public Relations; Media and Electoral Process; Public Opinion Polls; Politics and the New Media; Media and Ideological Framing; The Politics and Governance of Everyday Life; Politics and Propaganda; War in the Media Age; Revision Case study presentations; Movie Screening.

**IER 205 –Analyses of Foreign Policy ; Weekly hours: 2+1, ECTS: 5**

This course aims to give a basic background for making and implementation of foreign policy in theory and practice. The students will learn about the major concepts and theories of foreign policy analysis and multi-level analysis for foreign policy decision making through case studies. Introduction: What is Foreign Policy Analysis, The Individual Level Analysis I: Leaders and Rational Choices, Rationality, Deterrence, Game Theory and Irrationality, Cognition: A Different View of Rationality, Belief Sets, Images and Cognitive Structure, Moral Positions and Value Stands, The State Level Analysis: National Self Image, Culture and Institutions of Self Governance, Culture, Institutions and the Democratic Peace, Domestic Political Opposition, Partisan Politics and Intragovernmental Divisions, Public Opinion, Interest Groups and Media, System Level Analysis: Power, Position and Foreign Policy, The Elusive Concept of Power, Who Gets to be a Great Power, Great Powers, US and Russia Foreign Policies, Secondary and Small Powers, Japan, German, France and United Kingdom Foreign Policies, A Complex Multilevel Game: The Case of Middle Powers, Non-state Actors in Foreign Policy Making, EU Foreign Policy in Western Balkans, Macedonian Foreign Policy, Macedonia-EU Relations, Turkish Foreign Policy.

**PR 205 - Social Anthropology; Weekly hours: 2+1, ECTS: 4**

This course aims to explore the human societies, their universalities and specifics in the historical continuum. In this regard, the students will get a presentation with an analysis of the organization of social life of people in the archaic societies, their common, but also different elements with the organization of social life in the modern society. The curriculum is comprised of the following contents: Introduction to social anthropology; The natural order; Comparison Claude Levi-Strauss, Alfred Radcliffe Brown and Bronislaw Malinowski; Anthropological methodology; Myth and rituals; Religion and society; Systems of kinship and marriage; Exchange and market; Social organization of the tribe; On social structure; Political organization and the birth of nation; Patrimony and patriotism.

**MAN 212 - Entrepreneurship; Weekly hours: 2+1; ECTS: 5**

There has never been a more invigorating and opportunistic time to study entrepreneurship. Around the world, the current economic crisis is not just negatively affecting business, this crisis is also generating business opportunities for the creative and daring. This course aims to show how to take advantage with entrepreneurship and to introduce the students to the process of entrepreneurial success and shows them how to be effective every step of the way. Course contents are: Introduction to Entrepreneurship; Recognizing Opportunities and Generating Ideas; Feasibility Analysis; Writing a Business Plan; Industry and Competitor Analysis; Developing an Effective Business Model; Preparing the Proper Ethical and Legal Foundation; Assessing a New Venture's Financial Strength and Viability; Building a New Venture Team; Getting Financing or Funding; Unique Marketing Issues; The Importance of Intellectual Property; Preparing for and Evaluating the Challenges of Growth; Strategies for Firm Growth

**THIRD YEAR****SIXTH SEMESTER****POL 305 - Introduction to Turkish Politics; Weekly hours: 2+1, ECTS: 6**

This course aims to enable the students to understand and analyze better the diversities and vicissitudes of political life, institutions and political processes in Turkey. A significant aim of the course is to provide the comparative political theory background and analytical tools to assess Turkish political development within a comparative framework. Introduction, The Ottoman and Kemalist Political Legacies; Nationalism and Center-Periphery Paradigm; The Modernization Paradigm; Political Culture, Clientelism and Patronage; The Constitutional Framework and Executive-Legislative Relations The Constitutional Framework; Executive, Parliament and Bureaucracy; Political Parties and the Party System; Social Mobilization, Political Participation and Electoral Trends; Interest Groups and the Military; Democratization, Politics of EU membership process; Religiosity and the rising salience of pro-Islamist . Movements; Ethnicity and politics of Kurdish minority; Policy-making, Political Economic Interactions, Patronage; Review



**POL 306 - Political Parties and Interest Groups; Weekly hours: 2+1, ECTS: 6**

This course aims to assist the students in understanding the role of political parties and interest groups in American politics, to give to students practice in critical thinking about research on various issue on parties and interest groups. Introduction to Parties and Interest Groups; Why Parties?; Parties and Party Systems; Cleavages and Electoral Systems; History of American Parties; Parties in Elections; Mass Partisanship; Parties in Government; Parties as Organizations; Theories of Groups in Political Science; Organizing Interest Groups; PACS and Lobbying; Lobbying and Methodological Issues in Studying Lobbying and Its Effects; Interest Groups and the Lobbying of Institutions.

**RMSS 307 - Research Methods in Social Sciences; Weekly hours: 2+1, ECTS: 5**

To provide students with relevant knowledge about the basic characteristics of the research process, methodology and instruments available in scientific research and in the realization of the research and preparation of scientific papers. In addition students will learn the relevant aspects of each stage in the process of research and gain practical knowledge on reporting and the preparation of research projects. The course intention is to introduce students with the scientific method and methods for collecting data and information used in scientific research. The students will learn about the process of scientific research and the stages of this process, such as choosing the title, address critically the existing literature, designing a strategy of research, quantitative and qualitative methods of research, collection and analysis of data, and academic writing of the scientific research report.

**POL 313 - Democracy and Distribution; Weekly hours: 2+1, ECTS: 4**

This course aims to examine the relations between democracy and the distribution of income and wealth, principally but not exclusively in the United States. Particular attention will be paid to the ways in which different groups, classes, and coalitions affect, and are affected by, democratic distributive politics. Attention will be divided among theories of distribution, distributive instruments, and the implementation of policies affecting distribution. Introduction ; Facts about inequality in US and the world; Why has inequality increased?; Analytical Tools I; Analytical Tools II; Politics I; Politics II; Instruments of distribution I; Instruments of distribution II; Women and Distribution; Implementation I: Affirmative Action and Race; Implementation II: Education; Unions and Workplace Democracy.

**PR 313 – Mass Media; Weekly hours: 2+1, ECTS: 5**

The main goal of this course is to provide the students with a broad overview about the various theories, perspectives and historical development of mass media within a globalized society. This course will examine the media impact on the person itself and the society in a whole. The students will be familiarized with most important and influential traditional and new mass media such as newspaper, radio, television, internet and their derivatives such as advertising and public relations that are inseparable part of the media today. The course content will identify discuss and help students to and recognize different types of media and their development; recognize its influence on the everyday life, examine the mass media influence on communication and leisure time, and understand the specifics of the traditional and contemporary media, understand the media as a business and entertainment feature as well as define convergence and discuss its effects on media use. The course also covers the basics of the ethical issues in the media business and develops student skills for media evaluation and research.

**FOURTH YEAR****EIGHTSEMESTER****POL 403 Diplomatic Negotiations Weekly hours: 2+1, ECTS: 6**

Course Objectives: This course aims to reviews the theory of practice of diplomacy and international negotiations. It covers general theoretical approaches and ideas applied by scholars and practitioners. it also explains how professional diplomats and political leaders go about the business of conducting foreign policy through diplomatic means. Introduction; The History of Diplomacy and Diplomatic Practice; Traditional Approaches to Diplomacy and Negotiation; Prenegotiations; Concepts and Propositions of Traditional Approaches Applied to History; ; The Art of Pre-Negotiation in Practice; Rational Explanations of Negotiations; Psychological Approaches to Negotiations: Personality, Setting, Audience, and Group Factors; Mediation Analysis

**HIST 403 – History of Civil Rights Movement; Weekly hours: 2+1, ECTS: 5**

This course aims to introduce the students with the practice and philosophy of nonviolence, legal, human rights, and public work frameworks for social change. The heart of the course is designed to develop connections between history and current political struggles around poverty, education, race and class, building on theory and critical thinking to create a historical context for current issues of civil rights. This course is a raw, emotional experience through the lenses of a vivid history that demonstrates that the past is inextricably linked to our current world. The course contains the following topics: The Montgomery bus boycott 1955, The Montgomery bus boycott 1955 "Mysoulis Rested", Little Rock Central High 1937, Little Rock Central High 1937 and the University of Mississippi 1962, Sit-ins and freedom rides, 1960-62. Sit-ins and freedom rides, 1960-62 "This was the answer", The Birmingham movement 1963, SNCC and Mississippi 1960-64, Selma, 1965, Selma, 1965 "We must go to Montgomery and see the king", Black Power and the March against fear 1966, The Eclipsing of Nonviolence 1963-68, Chronology of the civil rights.

**POL 404 International Organizations Weekly hours: 2+1, ECTS: 5**

Course Objectives: This course aims to question the global governance in the international system. The main focus of the course will be on how international institutions are used at various levels of governance in the international system, with varying degrees of success, to resolve international concerns, introduction to IO; global governance and history; evolution and the international system UN; the usual and unusual suspects; security UN security "new" security NATO; human security and human right amnesty. intr; evaluating compliance/cooperation/effectiveness "g8"; development and economic governance "OECD"; life, debt and international economics "WTO"; balancing economics, development and the environment "who"; regional organizations "au" end of an era/wrap up.

**IER 406 Contemporary Economic System Weekly hours: 2+1, ECTS: 4**

Different Aspects of Economic Systems' Analysis, Economic Principles and Indivisibilities in the Firm Intensive System, Uncertainties and Externalities in the Firm Intensive System, Collectivities and Income Distribution in the Firm Intensive System, Polity Functioning and National Accommodations in the Firm Intensive System, The State Intensive System, The State Intensive System: Economic Transitions, Economic Systems in the Developing World (Regional Differences), Economic Systems in East Asia and Pacific, Economic Systems in Middle East, North Africa, and Arab Gulf, Turkey's Economic System, A Social Accounting Approach, Social Accounting Approach applications to countries of Western and Eastern Europe. Learning Methods: The main component of the learning methods will consist by traditional instruction method "Teaching ex cathedra", Interactive teaching will be represented by a significant percentage, through clarification of certain matters which will be set by the students themselves. Within the teaching methods is included preparation of field project where students, through involvement in teams, will be in position to: explore, discuss, prepare and present a particular topic.

**MAN 406 – Negotiations Strategies and Tactics; Weekly hours: 2+1, ECTS: 4**

In this course students will learn the processes of negotiation as it is practiced in a variety of settings. They will develop an understanding of the principles, strategies, and tactics of effective negotiation, conflict resolution, and relationship management, and enhance your ability to assess the variables in negotiations, the impact of interpersonal styles, personality, and culture. The course treats negotiation, conflict resolution and relationship management as complex processes that require the successful practitioner to develop and use a unique blend of perceptual, persuasive, analytical, and interpersonal skills. Also special attention will be given to preparing for negotiations, distributive negotiations, integrative bargaining: creating value, multi-issue negotiations, multi-party negotiations.