



Seeking Effective Methods in Teaching/Learning Negotiation Language?

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Abstract

The changed educational paradigm from subject-centered into student-centered has changed the role of a student, a teacher and the teaching/learning methods. Do old methods still work? How to choose a method and make the education process more efficient and future-oriented? Has all theories already been created and all methods exploited? A method as an educational tool allows a student to adjust to the teaching material, to socialize in a group, to know and assess oneself, to think critically and creatively. The article is based on the case study of the module The language of negotiation at Kaunas University of Technology (Lithuania) and outlines the didactic situation teaching the negotiation language in English. It is a small episode in a complex dynamic negotiation teaching process which analyses four teaching/learning methods: a discussion, problem-solving, video clips and oral academic presentations. The methods have been chosen according to the negotiation strategies which require certain skills and competences. They reveal the possibilities and shortcomings in the process of teaching/learning special English and negotiation. A specific dual purpose (English+negotiation) of the module requires the reconsideration of every method from the point of the student-centered paradigm, evaluating the diversification of the level of every student's knowledge in English as a second language (A2-C1) and the negotiation theory. The effective methods should help to reevaluate the students' character features in the teaching/learning process and promote the holistic approach towards the development of a personality. The search for such methods outlines the teacher's role as an active and creative mediator. He/she has to clear up students' expectations and predetermine the possibilities to reach them. Every teacher can have his/her set of methods that can make the education process more efficient. The analysis of the four teaching/learning methods (a discussion, problem-solving, video clips and oral academic presentations) in the article is based on the scientific literature analysis, students' open-ended questionnaire and an interview.