

OPINION

For Dissertation on Yael Sne, PhD Candidate for Doctor of the New Bulgarian University concerning “Rational and Emotional Influences on the Degree of Success of Mediation”

From associate professor Georgi Pavlov Pavlov

A relevant and significant issue is considered in the review of the dissertation in the scientific field 05.02.24 Organization and Management (Mediation in Resolving Arguments and Conflicts)

The message is concluded in an appropriate to the task way in the development and fulfilling the existing methods and solutions for deciding issues in separate phases of the negotiation process (the process of mediation).

In the recent years, there has been a particular need to expand and develop the methodological, managerial and organizational aspects of a research in this application area. All this raises the importance of the scientific issues considered by the author and the interest in its applications and scientific tasks.

The thesis is presented as a complete, independent study and is structured in an introduction, three chapters (respectively broken down into paragraphs), conclusions and recommendations. Its purpose and main tasks are correct and well defined in the introduction, and then further developed and clarified at the end of the first chapter. Each chapter is a separate part of the work and ends with a conclusion, which treats the results obtained. The relationship between the chapters is provided by the logic of the exhibition and allows obtaining a complete picture of the research.

The volume of work is 124 pages, which is sufficient enough to clarify the scope of the topic. Annex 9 pages are carried out interviews. In the bibliography includes 80 sources - monographs, textbooks, articles, reports, communications and legal documents. On the topic of the thesis published a monograph and 3 reports.

Overall performance is characterized by consistency and specificity of the studies and conclusions. The exhibition was built by an analysis of the problems to the synthesis of models that are a step in the right direction allowing formalizing of the process of mediation.

The proposed job interviews are examined by fundamental theoretical studies.

I believe that the thesis is successfully resolved. Studies are carried out in nature, have an universal significance and a wide-ranged application and can successfully be used in other areas of management and business. The paperwork is a result of a long acquired experience and hard work of the author in the specific field of mediation.

The overall idea of the work reviewed in the results allows to make conclusions about its quality as the paper:

- is a recent and important research;
- has achieved scientific contributions in the applied research of the role of rational and emotional influences on the Degree of Success of mediation.

I think that in terms of volume and content, performance and offerings, the dissertation meets the requirements of the New Bulgarian University for assignment of educational and scientific degree “Doctor of the New Bulgarian University”. At scientific field 05.02.24 Organization and Management (Mediation in Resolving Arguments and Conflicts)

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