



Subject card

Subject name and code	NEGOTIATIONS AND INTERNAL COMMUNICATION, PG_00037084						
Field of study	Economic Analytics						
Date of commencement of studies	October 2021	Academic year of realisation of subject			2022/2023		
Education level	second-cycle studies	Subject group			Obligatory subject group in the field of study Humanistic-social subject group Subject group related to scientific research in the field of study		
Mode of study	Full-time studies	Mode of delivery			at the university		
Year of study	2	Language of instruction			Polish		
Semester of study	4	ECTS credits			2.0		
Learning profile	general academic profile	Assessment form			assessment		
Conducting unit	Department of Entrepreneurship and Business Law -> Faculty of Management and Economics						
Name and surname of lecturer (lecturers)	Subject supervisor		dr Paweł Ziemiański				
	Teachers		dr Paweł Ziemiański				
Lesson types and methods of instruction	Lesson type	Lecture	Tutorial	Laboratory	Project	Seminar	SUM
	Number of study hours	0.0	30.0	0.0	0.0	0.0	30
	E-learning hours included: 0.0						
Negocjacje i komunikacja wewnętrzna 2022-23 - Moodle ID: 24149 https://enauzanie.pg.edu.pl/moodle/course/view.php?id=24149							
Learning activity and number of study hours	Learning activity	Participation in didactic classes included in study plan		Participation in consultation hours		Self-study	SUM
	Number of study hours	30		2.0		18.0	50
Subject objectives	The aim of the course is for the student to acquire knowledge and skills enabling effective communication and negotiation in professional situations, with particular emphasis on the situation inside the organization.						
Learning outcomes	Course outcome	Subject outcome			Method of verification		
	[K7_U13] can design and execute tasks entrusted to them, effectively cooperating in a team	Applies principles of effective communication in agreements.			[SU1] Assessment of task fulfilment		
	[K7_W09] has an in-depth knowledge of legal, ethical and organisational norms that condition the proper functioning of social and economic structures, taking into account their regularities	Understands the difference between interests and position in negotiations.			[SW1] Assessment of factual knowledge		
	[K7_U05] efficiently uses legal and ethical norms to solve specific tasks and problems in relation to selected socio-economic structures and social ties within them	Student selects and applies an optimal negotiation style.			[SU2] Assessment of ability to analyse information		
	[K7_W06] knows the role of a human being as a creator and participant of socio-economic structures on a macro and micro scale	Student defines the negotiating process, identifies its elements.			[SW3] Assessment of knowledge contained in written work and projects [SW1] Assessment of factual knowledge		
	[K7_W05] has a broadened knowledge of economic activities of a person operating in a global environment	Knows how individual differences affect interpersonal communication in organization.			[SW1] Assessment of factual knowledge		

Subject contents	<p>Negotiations and communication - introduction.</p> <p>Distributive bargaining - principles. Distributive bargaining - techniques. Integrative bargaining - principles. Integrative bargaining - techniques. The characteristic of efficient negotiators.</p> <p>Aspects of communication in negotiations.</p> <p>Stages of negotiations. Preparation.</p> <p>Negotiation styles and strategies.</p> <p>Individual styles and strategies.</p> <p>Persuasion principles. Social influence. Negotiating with difficult partners - methods of coping.</p> <p>Negotiation scenarios simulation.</p>											
Prerequisites and co-requisites												
Assessment methods and criteria	<table border="1"> <thead> <tr> <th data-bbox="456 815 794 837">Subject passing criteria</th> <th data-bbox="799 815 1137 837">Passing threshold</th> <th data-bbox="1142 815 1469 837">Percentage of the final grade</th> </tr> </thead> <tbody> <tr> <td data-bbox="456 844 794 889">Preparing a summary of a selected topic</td> <td data-bbox="799 844 1137 889">60.0%</td> <td data-bbox="1142 844 1469 889">30.0%</td> </tr> <tr> <td data-bbox="456 896 794 918">Test</td> <td data-bbox="799 896 1137 918">60.0%</td> <td data-bbox="1142 896 1469 918">70.0%</td> </tr> </tbody> </table>			Subject passing criteria	Passing threshold	Percentage of the final grade	Preparing a summary of a selected topic	60.0%	30.0%	Test	60.0%	70.0%
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Example issues/ example questions/ tasks being completed	<p>What methods of influence can be used in the described situation?</p> <p>Describe principles of effectively preparing to negotiate.</p>											
Work placement	Not applicable											