GDAŃSK UNIVERSITY OF TECHNOLOGY

Subject card

Subject name and code	Business negociations and mediations, PG_00037847		
Field of study	Economics		
Date of commencement of studies	October 2021	Academic year of realisation of subject	2023/2024
Education level	first-cycle studies	Subject group	Optional 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	3	Language of instruction	Polish
Semester of study	5	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	15.0	0.0	0.0	0.0	15

E-learning hours included: 0.0

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	15	5.0	30.0	50

Subject objectives

The main aim is to develop students's knowledge and skills concerning business negotiations and mediations as Alternative Conflict Resolutions and paying attention to ecomics aspects of negotiation process.

Learning outcomes

Course outcome	Subject outcome	Method of verification
[K6_W05] has a basic knowledge of the human being as an entity creating economic and public organisations and of the results of economic decisions affecting the decisions taken by them	Student has basic knowledge of negotiation and mediation processes, knows the principles and consequences of using negotiation and mediation in the decision-making and conflict resolution process.	[SW3] Assessment of knowledge contained in written work and projects
[K6_U10] can analyse specific problems and select methods and instruments to solve them in a rational way	He can analyze business situations in terms of the possibility of using negotiation or mediation, is able to carry out the process of preparation for negotiations and implement the principles of effective negotiations and mediation.	[SU2] Assessment of ability to analyse information [SU1] Assessment of task fulfilment [SU3] Assessment of ability to use knowledge gained from the subject
[K6_U14] can work independently and in a team	The student is able to apply the rules of negotiation and mediation independently and in a team, uses his personal predispositions by participating in the negotiation or mediation process.	[SU4] Assessment of ability to use methods and tools [SU1] Assessment of task fulfilment

Subject contents

Definition of negotiation and mediationNegotiation stylesNegotiation and mediation rulesl in the organization / project teamThe process of preparing negotiations and mediationNegotiation techniquesNegotiations and mediations as methods of conflict resolutionTypes and principles of business mediationAssessment of the effectiveness of negotiation processesEconomic aspects of business negotiations

<table>
<tr><td>Prerequisites and co-requisites</td><td colspan="3"></td></tr>
<tr><td>Assessment methods and criteria</td><td colspan="3"><table>
<tr><th>Subject passing criteria</th><th>Passing threshold</th><th>Percentage of the final grade</th></tr>
<tr><td>Final test</td><td>60.0%</td><td>70.0%</td></tr>
<tr><td>Elaboration and presentation of a given topic</td><td>60.0%</td><td>30.0%</td></tr>
</table></td></tr>
<tr><td rowspan="3">Recommended reading</td><td>Basic literature</td><td colspan="2">Wilmot W.W., Hocker J.L., Konflikty między ludźmi, PWN 2011

Kamiński J., Negocjowanie. Techniki rozwiązywania konfliktów, Poltext 2002

Fisher R., Ury W., Patton B., Dochodząc do Tak. Negocjowanie bez poddawania się, PWE 2016</td></tr>
<tr><td>Supplementary literature</td><td colspan="2">Kandefer-Winter K., Nadskkuła O. Komunikacja w zarządzaniu projektami, CeDeWu, Warszawa 2016

Cialdini R., Wywieranie wpływu na ludzi, GWP, Gdańsk 2016

Tracy B. Negocjowanie, MT Business 2014</td></tr>
<tr><td>eResources addresses</td><td colspan="2">Adresy na platformie eNauczanie:</td></tr>
<tr><td>Example issues/ example questions/ tasks being completed</td><td colspan="3">What are the advantages of using mediation in the conflict resolution process?How to prepare negotiations to make them as effective as possible?What are the economic aspects of business negotiations?</td></tr>
<tr><td>Work placement</td><td colspan="3">Not applicable</td></tr>
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