



## Subject card

Subject name and code	NEGOTIATIONS, PG_00037870						
Field of study	Management						
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		
Mode of study	Full-time studies	Mode of delivery			at the university		
Year of study	2	Language of instruction			English		
Semester of study	3	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 Katarzyna Stankiewicz				
	Teachers		dr Katarzyna Stankiewicz				
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						
Negotiations 2022/2023 - Moodle ID: 23875 <a href="https://enauczanie.pg.edu.pl/moodle/course/view.php?id=23875">https://enauczanie.pg.edu.pl/moodle/course/view.php?id=23875</a>							
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 to prepare students to participate in various types of negotiations and to use win-win negotiations strategy						
Learning outcomes	Course outcome	Subject outcome			Method of verification		
	[K7_U13] analyses and evaluates social phenomena taking place in organizations and can create task-oriented teams based on the principles of group work	analyses the negotiations situation, chooses the members to team negotiations, reacts for the negotiations situations changes			[SU1] Assessment of task fulfilment [SU2] Assessment of ability to analyse information [SU3] Assessment of ability to use knowledge gained from the subject		
	[K7_W06] has an in-depth knowledge of the different types of social relationships and patterns within the organisation, its stakeholders and its environment	knows the negotiations styles. knows the elements of negotiations preparation, knows negotiations techniques and rules of internal and external companies' negotiation			[SW3] Assessment of knowledge contained in written work and projects [SW2] Assessment of knowledge contained in presentation		
	[K7_U07] proposes solutions to social, legal and ethical problems arising as a consequence of economic decisions taken	proposes alternative conflict resolutions, prepare before negotiations meetings, use the win-win negotiations rules			[SU1] Assessment of task fulfilment [SU3] Assessment of ability to use knowledge gained from the subject		
	[K7_K04] acts in accordance with the principles of building relations and managing processes and projects, organizing them for the benefit of the company and anticipating the consequences of decisions made	chooses the objective negotiations style, collaborates to built long-term business relationship			[SK4] Assessment of communication skills, including language correctness [SK1] Assessment of group work skills		

Subject contents	<ul style="list-style-type: none"> <li>• Definitions and nature of the negotiations;</li> <li>• Negotiation styles,</li> <li>• Negotiation as a form of interpersonal communication;</li> <li>• Emotions and perception in negotiations</li> <li>• Conflict analysis - alternative dispute resolution,</li> <li>• Preparation of the negotiations: the objectives, concessions and strategies,</li> <li>• Sources of bargaining power - BATNA; time, place</li> <li>• Negotiation tactics</li> <li>• Team negotiations - how to build the effective negotiation team</li> <li>• Negotiations in the organization and project negotiations</li> <li>• Elevator Speech - how to present your project</li> <li>• Negotiations in pandemic times - changes and challenges</li> <li>• Online negotiations - challenges and advantages</li> <li>• Principles of effective negotiation.</li> </ul>		
Prerequisites and co-requisites			
Assessment methods and criteria	Subject passing criteria	Passing threshold	Percentage of the final grade
	test or presentation of research project concerning negotiations	60.0%	70.0%
	participation in practical exercises, pitching session	85.0%	30.0%
Recommended reading	Basic literature	<p>Spangle M, Isenhardt M.W, Negotiation: communication for diverse settings, Sae Publications, 2003,UK</p> <p>Fisher R., Ury W., Getting to yes: negotiating agreement without giving in, Penguin Books, 2000</p> <p>Cialdini R., Influence: The Psychology of Persuasion</p>	
	Supplementary literature	<p><a href="#">David S. Hames</a>, Negotiation: Closing Deals, Settling Disputes, and Making Team Decisions: Closing Deals, Settling Disputes, and Making Team Decisions, SAGE, 2011 (<a href="https://books.google.pl/books?id=5d_FudyDtxQC&amp;pg=PA10&amp;dq=negotiation+preparation&amp;hl=pl&amp;sa=X">https://books.google.pl/books?id=5d_FudyDtxQC&amp;pg=PA10&amp;dq=negotiation+preparation&amp;hl=pl&amp;sa=X</a>)</p> <p>Jean-Claude Isunier, Intercultural Business Negotiations. <b>Deal-Making or Relationship Building</b></p> <p>Routledge, 8 paź 2018 (<a href="https://books.google.pl/books?id=HVlxDwAAQBAJ&amp;pg=PT365&amp;dq=intercultural+negotiations&amp;hl=pl&amp;sa=X">https://books.google.pl/books?id=HVlxDwAAQBAJ&amp;pg=PT365&amp;dq=intercultural+negotiations&amp;hl=pl&amp;sa=X</a>)</p> <p><a href="#">Bill Scott</a>, <a href="#">Bertil Billing</a>, Negotiation skills in Engineering and Construction, Thomas Telford, 1990 (<a href="https://books.google.pl/books?id=NWyLG_9WVj4C&amp;dq=negotiations+in+project&amp;hl=pl&amp;source=gbs_n">https://books.google.pl/books?id=NWyLG_9WVj4C&amp;dq=negotiations+in+project&amp;hl=pl&amp;source=gbs_n</a>)</p>	
	eResources addresses		
Example issues/ example questions/ tasks being completed	What are the influence techniques you can use in the described negotiation situation?		
Work placement	Not applicable		