



Subject card

Subject name and code	Communication and negotiations, PG_00045328						
Field of study	Data Engineering						
Date of commencement of studies	October 2021	Academic year of realisation of subject			2021/2022		
Education level	first-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	1	Language of instruction			English		
Semester of study	2	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						
	Adresy na platformie eNauczanie: Communication and Negotiations 21/22 - Moodle ID: 9659 https://enauczanie.pg.edu.pl/moodle/course/view.php?id=9659						
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 for effective communication in the process of team work and for participation in negotiations with internal and external clients of the project.						

Learning outcomes	Course outcome	Subject outcome	Method of verification
	[K6_K04] takes responsibility for jointly performed tasks.	student uses the principles of effective communication and negotiation during team tasks	[SK4] Assessment of communication skills, including language correctness [SK1] Assessment of group work skills
	[K6_U10] correctly uses legal norms as well as ethical and cognitive rules in solving specific socio-economic problems.	Student uses principles of interpersonal communication while team collaboration and principles of win/win negotiations in team decision-making process	[SU4] Assessment of ability to use methods and tools [SU5] Assessment of ability to present the results of task
	[K6_K02] is aware of the role of a technical university graduate in the society; reflects on ethical, scientific and social aspects of the performed work; understands the necessity of participation in social projects and complies with copyright law, taking into account economic, legal and technical aspects.	Student understands the importance of interpersonal communication and negotiation for team effectiveness, company and social environment	[SK4] Assessment of communication skills, including language correctness [SK1] Assessment of group work skills
	[K6_U14] can apply knowledge from the field of humanities or social sciences to solve problems.	The student selects and applies the optimal style of communication in negotiation	[SU1] Assessment of task fulfilment [SU2] Assessment of ability to analyse information
[K6_W11] has knowledge of the role of man in social structures and the impact of their decisions on economic situation of business entities	Student knows the rules of effective interpersonal communication and principles of negotiation in team decision-making process	[SW2] Assessment of knowledge contained in presentation [SW3] Assessment of knowledge contained in written work and projects	
Subject contents	<ul style="list-style-type: none"> • Introduction interpersonal communication process • Verbal and non-verbal communication • Interpersonal communication styles • Teamwork characteristic, making decisions in a team • Communication as a part of the team climate • Team roles and communication styles • Barriers in team communication • Communication in diverse teams, in virtual teams • Presentation as a form of communication, team presentation rules • Conflicts and ADR in teams • Negotiation process, types and styles • Negotiations preparation, techniques and assessment 		
Prerequisites and co-requisites			
Assessment methods and criteria	Subject passing criteria	Passing threshold	Percentage of the final grade
	Essay	60.0%	30.0%
	Activity during classes	80.0%	40.0%
	case-study and team presentation	60.0%	30.0%
Recommended reading	Basic literature	Cialdini R, The psychology of Persuasion 2021 Doliński D., Grzyb, T.: 100 effective Techniques of Social Influence, Routledge 2022 Fisher R., Ury, W. Getting to Yes. Agreement without giving in. Penguin Publishing Group. 2011 Voss C.: Never Split the Difference, Harper Bussines 2017	
	Supplementary literature	Kahneman, D. Thinking, Fast and slow. . Farrar, Atraus and Giroux, 2013	
	eResources addresses	Communication and Negotiations 21/22 - Moodle ID: 9659 https://enauzanie.pg.edu.pl/moodle/course/view.php?id=9659	

Example issues/ example questions/ tasks being completed	With your team conduct the questionnaire concerning the typical communication mistakes and present the results during the next classes. Describe and assess the example (real and current) of tam conflict resolution.
Work placement	Not applicable