



## Subject card

Subject name and code	BUSINESS NEGOTIATIONS AND MEDIATIONS, PG_00058476						
Field of study	Economics						
Date of commencement of studies	October 2022	Academic year of realisation of subject			2024/2025		
Education level	first-cycle studies	Subject group			Obligatory subject group in the field of study 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	6	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		10.0		25.0	50
Subject objectives	Resolves conflicts with the use of business negotiations and mediation while paying attention to the economic aspects of the negotiation process						
Learning outcomes	Course outcome		Subject outcome		Method of verification		
	[K6_K03] demonstrates the ability to think critically and analytically and integrates knowledge from many disciplines, acting in an entrepreneurial manner		uses the principles of negotiation and mediation processes, being aware of their consequences in the process of making decisions and resolving conflicts		[SK2] Assessment of progress of work		
	[K6_U03] demonstrates professional and effective teamwork, both as a leader and a member of the team		analyzes business situations in terms of the possibility of using negotiation or mediation, correctly carrying out the preparation process and implementing, individually and within a team, the principles of effective negotiation and mediation		[SU3] Assessment of ability to use knowledge gained from the subject		
Subject contents	Negotiations and mediations - introduction Negotiation styles Rules for the use of negotiation and mediation in an organization / project team The process of preparing negotiations and mediation Negotiation techniques Negotiations and mediations as methods of conflict resolution Types and principles of business mediation Assessment of negotiation processes and their results Economic aspects of business negotiations Negotiating - good practices						
Prerequisites and co-requisites							
Assessment methods and criteria	Subject passing criteria		Passing threshold		Percentage of the final grade		
	Final project		60.0%		70.0%		
	Class activities		50.0%		30.0%		

Recommended reading	Basic literature	Cialdini, R. (2022). Wywieranie wpływu na ludzi. Gdańsk: Gdańskie Wydawnictwo Psychologiczne. Fisher, R., Ury W., Patton B., (2016). Dochodząc do tak. Warszawa: Polskie Wydawnictwo Ekonomiczne. Niemczyk, A., Kędzierski, M. (2014). O negocjacjach i negocjatorach. Poradnik praktyka. Gliwice: Wydawnictwo Helion.
	Supplementary literature	Camp J. (2005). Zaczynj od nie. Wydawnictwo Moderator
	eResources addresses	
Example issues/ example questions/ tasks being completed	Develop good negotiation practices based on literature analysis and an interview	
Work placement	Not applicable	