



## Subject card

Subject name and code	NEGOTIATIONS AND INTERNAL COMMUNICATION, PG_00037230						
Field of study	Economic Analytics						
Date of commencement of studies	October 2022	Academic year of realisation of subject			2023/2024		
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	Part-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						
	Teachers						
Lesson types and methods of instruction	Lesson type	Lecture	Tutorial	Laboratory	Project	Seminar	SUM
	Number of study hours	0.0	16.0	0.0	0.0	0.0	16
	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	16	2.0		32.0	50	
Subject objectives	The aim of the course is to prepare students to participate in various types of negotiations. Students get acquainted with negotiation principles and take part in problem tasks with particular emphasis on internal negotiations within the organization.						
Learning outcomes	Course outcome	Subject outcome		Method of verification			
	[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_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_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.		[SW1] Assessment of factual knowledge [SW3] Assessment of knowledge contained in written work and projects			
	[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	Negotiations and communication - introduction. Distributive bargaining - principles. Distributive bargaining - techniques. Integrative bargaining - principles. Integrative bargaining - techniques. The characteristic of efficient negotiators. Aspects of communication in negotiations. Stages of negotiations. Preparation. Negotiation styles and strategies. Individual styles and strategies. Persuasion principles. Social influence. Negotiating with difficult partners - methods of coping. Negotiation scenarios simulation.						
Prerequisites and co-requisites							

Assessment methods and criteria	Subject passing criteria	Passing threshold	Percentage of the final grade
		Test	60.0%
Recommended reading	Basic literature	Cialdini R.: Wywieranie wpływu na ludzi, GWP, Gdańsk 2009	
		Camp J. Zaczynij od nie, Moderator, Wrocław 2004	
	Supplementary literature	Lax A.D.: Negocjacje w trzech wymiarach. Jak wygrać najważniejsze gry negocjacyjne, MT Biznes Sp z o.o., Warszawa 2007	
	eResources addresses		
Example issues/ example questions/ tasks being completed	What methods of influence can be used in the described situation?		
Work placement	Not applicable		