



## Subject card

Subject name and code	NEGOTIATIONS, PG_00037870						
Field of study	Management						
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		
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						
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_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		[SK1] Assessment of group work skills [SK4] Assessment of communication skills, including language correctness		
	[K7_U07] proposes solutions to social, legal and ethical problems arising as a consequence of economic decisions taken		proposes alterative conflict resolutions, prepare before negotiations meetings, use the win-win negotiations rules		[SU3] Assessment of ability to use knowledge gained from the subject [SU1] Assessment of task fulfilment		
	[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		[SW2] Assessment of knowledge contained in presentation [SW3] Assessment of knowledge contained in written work and projects		
	[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, choses the members to team negotiations, reacts for the negotiations sytuations changes		[SU3] Assessment of ability to use knowledge gained from the subject [SU2] Assessment of ability to analyse information [SU1] Assessment of task fulfilment		

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	<table border="1"> <thead> <tr> <th data-bbox="453 633 790 667">Subject passing criteria</th> <th data-bbox="793 633 1139 667">Passing threshold</th> <th data-bbox="1142 633 1489 667">Percentage of the final grade</th> </tr> </thead> <tbody> <tr> <td data-bbox="453 669 790 723">participation in practical exercises, pitching session</td> <td data-bbox="793 669 1139 723">85.0%</td> <td data-bbox="1142 669 1489 723">30.0%</td> </tr> <tr> <td data-bbox="453 725 790 779">test or presentation of research project concerning negotiations</td> <td data-bbox="793 725 1139 779">60.0%</td> <td data-bbox="1142 725 1489 779">70.0%</td> </tr> </tbody> </table>	Subject passing criteria	Passing threshold	Percentage of the final grade	participation in practical exercises, pitching session	85.0%	30.0%	test or presentation of research project concerning negotiations	60.0%	70.0%		
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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											