



Subject card

Subject name and code	Communication and negotiations, PG_00045328						
Field of study	Data Engineering						
Date of commencement of studies	October 2022	Academic year of realisation of subject			2022/2023		
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						
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			[SK1] Assessment of group work skills [SK4] Assessment of communication skills, including language correctness		
	[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			[SU5] Assessment of ability to present the results of task [SU4] Assessment of ability to use methods and tools		
	[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			[SK1] Assessment of group work skills [SK4] Assessment of communication skills, including language correctness		
	[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			[SW3] Assessment of knowledge contained in written work and projects [SW2] Assessment of knowledge contained in presentation		
	[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			[SU2] Assessment of ability to analyse information [SU1] Assessment of task fulfilment		

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	<table border="1"> <thead> <tr> <th data-bbox="456 595 794 622">Subject passing criteria</th> <th data-bbox="799 595 1137 622">Passing threshold</th> <th data-bbox="1142 595 1485 622">Percentage of the final grade</th> </tr> </thead> <tbody> <tr> <td data-bbox="456 629 794 656">Essay</td> <td data-bbox="799 629 1137 656">60.0%</td> <td data-bbox="1142 629 1485 656">30.0%</td> </tr> <tr> <td data-bbox="456 663 794 689">case-study and team presentation</td> <td data-bbox="799 663 1137 689">60.0%</td> <td data-bbox="1142 663 1485 689">30.0%</td> </tr> <tr> <td data-bbox="456 696 794 723">Activity during classes</td> <td data-bbox="799 696 1137 723">80.0%</td> <td data-bbox="1142 696 1485 723">40.0%</td> </tr> </tbody> </table>			Subject passing criteria	Passing threshold	Percentage of the final grade	Essay	60.0%	30.0%	case-study and team presentation	60.0%	30.0%	Activity during classes	80.0%	40.0%
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Recommended reading	Basic literature	<p>Stewart John, Mosty zamiast murów. Podręcznik komunikacji interpersonalnej , PWN, 2008</p> <p>Nęcki Zbigniew, Komunikacja interpersonalna, Antykwa, 2000</p> <p>Mark L. Knapp, Judith A. Hall, Komunikacja niewerbalna w interakcjach międzyludzkich, Astrum, 2008</p> <p>Kamiński J., Negocjowanie. Techniki rozwiązywania konfliktów. Poltext, Warszawa 2003.</p> <p>Adams K., Galanes G.J., Komunikacja w grupach. PWN, Warszawa 2007</p>													
	Supplementary literature	<p>Nadskakuła O., Kandfer-Winter K., Komunikacja w zarządzaniu projektowym, CeDeWu, 2016</p> <p>Belbin M. Twoja rola w zespole, GWP, 2000</p>													
	eResources addresses	<p>Adresy na platformie eNauczanie:</p> <p>Communication and Negotiations 22/23 - Moodle ID: 29760 https://enauzanie.pg.edu.pl/moodle/course/view.php?id=29760</p>													
Example issues/ example questions/ tasks being completed	<p>With your team conduct the questionnaire concerning the typical communication mistakes and present the results during the next classes.</p> <p>Describe and assess the example (real and current) of tam conflict resolution.</p>														
Work placement	Not applicable														