



Subject card

Subject name and code	Negotiations, PG_00038005						
Field of study	Management, Management						
Date of commencement of studies	October 2022		Academic year of realisation of subject		2022/2023		
Education level	second-cycle studies		Subject group		Optional subject group Humanistic-social subject group		
Mode of study	Part-time studies		Mode of delivery		at the university		
Year of study	1		Language of instruction		Polish		
Semester of study	1		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	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 purpose of the course is to prepare the student to participate in various types of negotiations by familiarizing him with the principles of win-win negotiation and participating in problem tasks in this area.						
Learning outcomes	Course outcome		Subject outcome		Method of verification		
	[K7_U13] analyses and evaluates social phenomena taking place in organizations and can create task-oriented teams based on the principles of group work		A student Uses the principles of effective verbal and non-verbal communication in negotiations, develops all elements of preparation for the negotiation process, is able to select tactics for action in different negotiation situations and against different types of interlocutors.		[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		The student defines the negotiation process, identifies its elements, distinguishes between negotiation styles, understands the specifics of different types of negotiation, and understands the mechanisms of manipulation in negotiation.		[SW1] Assessment of factual knowledge [SW3] Assessment of knowledge contained in written work and projects		
	[K7_U07] proposes solutions to social, legal and ethical problems arising as a consequence of economic decisions taken		Student Has knowledge of the peculiarities of labor negotiations, knows techniques of conflict resolution in organizations and teams		[SU1] Assessment of task fulfilment		
	[K7_K02] interacts by taking on roles in the group that are conducive to maximising the effects of teamwork, including social relations		student selects and applies the optimal style of negotiation, uses negotiation techniques and applies the principles of effective communication in negotiations, prefers alternative methods of resolving business conflicts in the organization		[SK4] Assessment of communication skills, including language correctness [SK1] Assessment of group work skills		

Subject contents	Definitions and essence of negotiations; Styles of negotiation; Negotiation as a form of interpersonal communication; Importance of non-verbal communication for the success of negotiations; Specificity of commercial, business, labor negotiations; Analysis of conflict situations - alternative methods of conflict resolution; Preparation of negotiations: defining objectives, concessions and strategies, tactics; Sources of negotiating power - BATNA; Mechanisms of manipulation in negotiations; Specificity of negotiations within the organization; Difficult negotiating situations; Negotiation through the media; Principles of effective negotiation.		
Prerequisites and co-requisites			
Assessment methods and criteria	Subject passing criteria	Passing threshold	Percentage of the final grade
	credit-colloquium	60.0%	60.0%
	tasks during classes Alternatywy: tasks during the class tasks during the classes	85.0%	40.0%
Recommended reading	Basic literature	Fisher, R., Ury, W., Patton, B. getting to Yes. Negotiating an agreement without giving in Cialdini R. Influence. The psychology of Persuasion.	
	Supplementary literature	Voss, CH., Raz, T. Never split the difference 2017	
	eResources addresses	Adresy na platformie eNauczanie: Negocjacje niestacjonarne 2022 - Moodle ID: 26433 https://enauczanie.pg.edu.pl/moodle/course/view.php?id=26433	
	Example issues/ example questions/ tasks being completed	What persuasion and influence techniques has been used in the situation presented?	
Work placement	Not applicable		