



Subject card

| | | | | | | | |
|---|--|--|--|-------------------------------------|--|------------|-----|
| Subject name and code | NEGOTIATIONS AND INTERNAL COMMUNICATION, PG_00060762 | | | | | | |
| Field of study | Economic Analytics | | | | | | |
| Date of commencement of studies | October 2023 | | Academic year of realisation of subject | | 2024/2025 | | |
| Education level | second-cycle studies | | Subject group | | Obligatory subject group 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 -> Faculty of Management and Economics | | | | | | |
| Name and surname of lecturer (lecturers) | Subject supervisor | | mgr Aleksandra Szewczyk | | | | |
| | Teachers | | mgr Aleksandra Szewczyk | | | | |
| 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 | | 5.0 | | 29.0 | 50 |
| Subject objectives | Solves problems by negotiating, providing convincing arguments and paying attention to the preservation of social and environmental values | | | | | | |
| Learning outcomes | Course outcome | | Subject outcome | | Method of verification | | |
| | [K7_K02] makes competent and ethical decisions, taking care of the public interest and maintaining economic, social and environmental values | | makes competent and ethical decisions in negotiations, ensuring care for the public interest | | [SK5] Assessment of ability to solve problems that arise in practice | | |
| | [K7_U04] prepares and presents convincing, professional presentations of analysis results, with their in-depth interpretation | | negotiates effectively with diverse audiences by presenting convincing arguments and their in-depth interpretation | | [SU5] Assessment of ability to present the results of task | | |
| Subject contents | Negotiations and communication introduction Principles of effective interpersonal communication Communication styles Communication in the project team and in the organization Presentation rules Aspects of communication in negotiations Individual negotiation styles and strategies Negotiation stages Preparation for negotiation talks Techniques of argumentation and influencing Intercultural negotiations Online communication and negotiation Solving the conflict Simulations of negotiation situations | | | | | | |
| Prerequisites and co-requisites | | | | | | | |
| Assessment methods and criteria | Subject passing criteria | | Passing threshold | | Percentage of the final grade | | |
| | Test | | 60.0% | | 100.0% | | |
| Recommended reading | Basic literature | | Cialdini R.: Wywieranie wpływu na ludzi, GWP, Gdańsk 2009 | | | | |
| | Supplementary literature | | Lax A.D.: Negocjacje w trzech wymiarach. Jak wygrać najważniejsze gry negocjacyjne, MT Biznes Sp z o.o., Warszawa 2007 | | | | |
| | eResources addresses | | Adresy na platformie eNauczanie: | | | | |

| | |
|--|--|
| Example issues/ example questions/ tasks being completed | What influence techniques can be used in a specific negotiation situation? |
| Work placement | Not applicable |

Document generated electronically. Does not require a seal or signature.