



Subject card

Subject name and code	NEGOTIATIONS, PG_00061060						
Field of study	Management, Management						
Date of commencement of studies	February 2024	Academic year of realisation of subject			2024/2025		
Education level	second-cycle studies	Subject group			Optional subject group		
Mode of study	Part-time studies (on-line)	Mode of delivery			at the university		
Year of study	2	Language of instruction			Polish		
Semester of study	3	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		3.0		31.0	50
Subject objectives	Plans and implements the negotiation process by selecting the negotiation style appropriate to the situation						
Learning outcomes	Course outcome		Subject outcome		Method of verification		
	[K7_U04] prepares and presents convincing, professional presentations of the results of its activities, with their in-depth interpretation		presents a convincing plan for the implementation of the negotiation process and the use of techniques supporting effective negotiation, presenting an in-depth interpretation of its concept		[SU3] Assessment of ability to use knowledge gained from the subject		
	[K7_K03] makes competent and ethical decisions, taking care of the public interest and maintaining economic, social and environmental values		decides on the choice of negotiation style based on an in-depth analysis of the situation		[SK5] Assessment of ability to solve problems that arise in practice		
Subject contents	Definitions and essence of negotiations Basic elements and concepts in negotiations Preparation for negotiations Distribution negotiations - characteristics and assumptions Distribution negotiations techniques Integration negotiations - characteristics and assumptions Integration negotiations techniques Negotiation styles Analysis of conflict situations Conflict management Effectiveness in negotiations Negotiating competences Persuasion and argumentation Mechanisms of manipulation and influence in negotiations Difficult situations in negotiations						
Prerequisites and co-requisites							
Assessment methods and criteria	Subject passing criteria		Passing threshold		Percentage of the final grade		
	Test		60.0%		50.0%		
	Essay		60.0%		50.0%		
Recommended reading	Basic literature		Lewicki, R. J., Saunders, D. M., Baranowski, M., & Barry, B. (2012). Zasady negocjacji. Dom Wydawniczy Rebis Niemczyk, A., & Kędzierski, M. (2014). O negocjacjach i negocjatorach. Poradnik praktyka, Helion, Gliwice				

	Supplementary literature	Brożek, B., Stelmach, J. (2014). Negocjacje. Copernicus Center Press. Kraków Lax, D. A., & Sebenius, J. K. (2007). Negocjacje w trzech wymiarach: jak wygrać najważniejsze gry negocjacyjne. Wydawnictwo MT Biznes
	eResources addresses	Adresy na platformie eNauzanie: Negocjacje(PG_00061060) - Moodle ID: 45616 https://enauzanie.pg.edu.pl/moodle/course/view.php?id=45616
Example issues/ example questions/ tasks being completed	What influence techniques can be used in the given negotiation situation? Describe the negotiations you conducted, taking into account the essential elements of the negotiation process	
Work placement	Not applicable	

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