



Subject card

Subject name and code	NEGOTIATIONS, PG_00061117						
Field of study	Management						
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	Full-time studies	Mode of delivery			at the university		
Year of study	2	Language of instruction			English		
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	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	3.0		17.0		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_K03] demonstrates the ability to identify ethical dilemmas and identify and evaluate alternative courses of action	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		
	[K7_U04] prepares and presents convincing, professional presentations of analysis results, 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			[SU5] Assessment of ability to present the results of task		
Subject contents	Definitions and essence of negotiations Negotiation styles Negotiations as a form of interpersonal communication Emotions and perception in negotiations Analysis of conflict situations - alternative methods of conflict resolution Preparation of negotiations: defining goals, concessions and strategies, tactics Sources of negotiating power - BATNA; time, place Negotiation tactics Team negotiations - how to build an effective negotiation team The specificity of negotiations within the organization and in the implementation of projects Elevator speech - how to present your project Negotiations in times of a pandemic - challenges, process changes Online negotiations - risks and benefits Principles of effective negotiations						
Prerequisites and co-requisites							
Assessment methods and criteria	Subject passing criteria	Passing threshold			Percentage of the final grade		
	Test or presentation of a research project on negotiations	60.0%			70.0%		
	Participation in practical tasks	85.0%			30.0%		

Recommended reading	Basic literature	Spangle M, Isenhardt M.W, Negotiation: communication for diverse settings, Sae Publications, 2003,UK Fisher R., Ury W., Getting to yes: negotiating agreement without giving in, Penguin Books, 2000 Cialdini R., Influence: The Psychology of Persuasion
	Supplementary literature	David S. Hames, Negotiation: Closing Deals, Settling Disputes, and Making Team Decisions: Closing Deals, Settling Disputes, and Making Team Decisions, SAGE, 2011 Jean-Claude Usunier, Intercultural Business Negotiations. Deal-Making or Relationship Building Routledge, 8 paź 201818
	eResources addresses	Adresy na platformie eNauczanie:
Example issues/ example questions/ tasks being completed	What influence techniques can be used in the given negotiation situation?	
Work placement	Not applicable	

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