



Subject card

Subject name and code	Communication and negotiations, PG_00045328						
Field of study	Data Engineering						
Date of commencement of studies	October 2023	Academic year of realisation of subject				2023/2024	
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_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			[SU4] Assessment of ability to use methods and tools [SU5] Assessment of ability to present the results of task		
	[K6_K04] takes responsibility for jointly performed tasks.	student uses the principles of effective communication and negotiation during team tasks			[SK4] Assessment of communication skills, including language correctness [SK1] Assessment of group work skills		
	[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			[SU1] Assessment of task fulfilment [SU2] Assessment of ability to analyse information		
	[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			[SK4] Assessment of communication skills, including language correctness [SK1] Assessment of group work skills		
	[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			[SW2] Assessment of knowledge contained in presentation [SW3] Assessment of knowledge contained in written work and projects		

Subject contents	<ul style="list-style-type: none"> <li>• Introduction interpersonal communication process</li> <li>• Verbal and non-verbal communication</li> <li>• Interpersonal communication styles</li> <li>• Teamwork characteristic, making decisions in a team</li> <li>• Communication as a part of the team climate</li> <li>• Team roles and communication styles</li> <li>• Barriers in team communication</li> <li>• Communication in diverse teams, in virtual teams</li> <li>• Presentation as a form of communication, team presentation rules</li> <li>• Conflicts and ADR in teams</li> <li>• Negotiation process, types and styles</li> <li>• Negotiations preparation, techniques and assessment</li> </ul>														
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>Cialdini, R. (2006), Influence: The Psychology of Persuasion, Revised Edition Harper</p> <p>Fisher, R., Ury, W.L. (2011) <a href="#">Getting to Yes: Negotiating Agreement Without Giving In</a>. Penguin Books.</p> <p>Kahneman, D.(2013) Thinking, fast and slow. Farrar, Straus and Giroux</p> <p>Voss, Ch. (2016) Never Split the Difference: Negotiating As If Your Life Depended On It. Harper Business.</p>													
	Supplementary literature	<p>Malhotra, D., <a href="#">Bazerman</a>, M. (2008), Negotiation Genius: How to Overcome Obstacles and Achieve Brilliant Results at the Bargaining Table and Beyond. Bantam; NO-VALUE edition</p>													
	eResources addresses	<p>Adresy na platformie eNauczenie:</p> <p>Communication and Negotiations 23/24 - Moodle ID: 38009  <a href="https://enauczenie.pg.edu.pl/moodle/course/view.php?id=38009">https://enauczenie.pg.edu.pl/moodle/course/view.php?id=38009</a></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														

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