



Subject card

Subject name and code	Negotiations, PG_00038005						
Field of study	Management, Management						
Date of commencement of studies	October 2023		Academic year of realisation of subject		2023/2024		
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 Beata Krawczyk-Brylka				
	Teachers		dr Beata Krawczyk-Brylka				
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 aim of the course is to prepare students to participate in various types of business negotiations and to use win-win negotiations strategy						
Learning outcomes	Course outcome		Subject outcome		Method of verification		
	[K7_K02] interacts by taking on roles in the group that are conducive to maximising the effects of teamwork, including social relations		Student collaborate in teams, assigned roles in the team and creates team relationship		[SK5] Assessment of ability to solve problems that arise in practice [SK1] Assessment of group work skills		
	[K7_U13] analyses and evaluates social phenomena taking place in organizations and can create task-oriented teams based on the principles of group work		Student knows the specificity of internal negotiations, applies the alternative methods of conflict resolutions		[SU1] Assessment of task fulfilment [SU3] Assessment of ability to use knowledge gained from the subject		
	[K7_U07] proposes solutions to social, legal and ethical problems arising as a consequence of economic decisions taken		Students optymalise the negotiation style, uses negotiations techniques, applies rules of effective interpersonal communication in negotiations		[SU1] Assessment of task fulfilment [SU3] Assessment of ability to use knowledge gained from the subject		
	[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 negotiating process, identifies its elements, names negotiations styles, understands their implications in different kinds of negotiations		[SW3] Assessment of knowledge contained in written work and projects		
Subject contents	Definitions and nature of the negotiations; negotiation styles, negotiation as a form of interpersonal communication; specificity of trade, business, labour negotiations; conflict analysis - alternative dispute resolution, preparation of the negotiations: the objectives, concessions and strategies, tactics; sources of bargaining power - BATNA; mechanisms of manipulation in the negotiations; specifics of the negotiations within the organization; Principles of effective negotiation.						
Prerequisites and co-requisites							
Assessment methods and criteria	Subject passing criteria		Passing threshold		Percentage of the final grade		
	active participation in negotiation case-studies		80.0%		30.0%		
	final test		60.0%		70.0%		

Recommended reading	Basic literature	<p>Kamiński J.: Negocjowanie. Techniki rozwiązywania konfliktów. Poltext, Warszawa 2003</p> <p>Nęcki Z.: Negocjacje w biznesie. Wyd. Antykwa, Kraków 2001</p> <p>Cialdini R.: Wywieranie wpływu na ludzi, GWP, Gdańsk 2009</p>
	Supplementary literature	Lax A.D.: Negocjacje w trzech wymiarach. Jak wygrać najważniejsze gry negocjacyjne, MT Biznes Sp z o.o., Warszawa 2007
	eResources addresses	<p>Adresy na platformie eNauczanie:</p> <p>Negocjacje (niestacjonarne 2023/24) - Moodle ID: 23877</p> <p>https://enauczanie.pg.edu.pl/moodle/course/view.php?id=23877</p>
Example issues/ example questions/ tasks being completed	<p>The most popular communication mistakes in negotiations</p> <p>What negotiations techniques can be used in the described situations?</p>	
Work placement	Not applicable	