



Subject card

Subject name and code	, PG_00061690						
Field of study	Management, Management						
Date of commencement of studies	February 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 (on-line)		Mode of delivery		blended-learning		
Year of study	1		Language of instruction		Polish		
Semester of study	2		ECTS credits		2.0		
Learning profile	general academic profile		Assessment form		assessment		
Conducting unit	Careers Office -> Vice-Rector for Development and Quality						
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: 12.0						
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		0.0		0.0	16
Subject objectives	The aim of the course is to prepare students to participate in various types of business negotiations and to use win-win strategy.						
Learning outcomes	Course outcome		Subject outcome		Method of verification		
	[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		
	[K7_U07] proposes solutions to social, legal and ethical problems arising as a consequence of economic decisions taken		Students optimise the negotiation style, uses negotiations techniques, applies rules of effective interpersonal communication in negotiations		[SU3] Assessment of ability to use knowledge gained from the subject [SU1] Assessment of task fulfilment		
	[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		[SU3] Assessment of ability to use knowledge gained from the subject [SU1] Assessment of task fulfilment		
	[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		[SK1] Assessment of group work skills [SK5] Assessment of ability to solve problems that arise in practice		
Subject contents	Definitions and nature of the negotiations: negotiations 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		
			80.0%		30.0%		
			60.0%		70.0%		
Recommended reading	Basic literature		Cialdini R.: Influence, HarperCollins , 2021				

	Supplementary literature	Lax A.D.: 3-D Negotiation: Powerful Tools to Change the Game in Your Most Important Deals, Harvard Business Review Press 2006
	eResources addresses	Adresy na platformie eNauczenie: NEGOCJACJE, PG_00061690 - Moodle ID: 33256 https://enauczenie.pg.edu.pl/moodle/course/view.php?id=33256
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	