



Subject card

Subject name and code	NEGOTIATIONS, PG_00063826						
Field of study	Management						
Date of commencement of studies	October 2024		Academic year of realisation of subject		2025/2026		
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 -> Wydziały Politechniki Gdańskiej						
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		4.0		16.0	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 2018
	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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