



Subject card

Subject name and code	Communication and negotiations, PG_00045328						
Field of study	Data Engineering						
Date of commencement of studies	October 2024	Academic year of realisation of subject			2024/2025		
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		
Subject contents	<ul style="list-style-type: none">• Introduction interpersonal communication process• Verbal and non-verbal communication• Interpersonal communication styles• Teamwork characteristic, making decisions in a team• Communication as a part of the team climate• Team roles and communication styles• Barriers in team communication• Communication in diverse teams, in virtual teams• Presentation as a form of communication, team presentation rules• Conflicts and ADR in teams• Negotiation process, types and styles• Negotiations preparation, techniques and assessment						
Prerequisites and co-requisites							
Assessment methods and criteria	Subject passing criteria		Passing threshold		Percentage of the final grade		
	Activity during classes		80.0%		40.0%		
	Essay		60.0%		30.0%		
	case-study and team presentation		60.0%		30.0%		

Recommended reading	Basic literature	<p>Cialdini, R. (2006), Influence: The Psychology of Persuasion, Revised Edition Harper</p> <p>Fisher, R., Ury, W.L. (2011) Getting to Yes: Negotiating Agreement Without Giving In. 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	Malhotra, D., Bazerman , M. (2008), Negotiation Genius: How to Overcome Obstacles and Achieve Brilliant Results at the Bargaining Table and Beyond. Bantam; NO-VALUE edition
	eResources addresses	Adresy na platformie eNauczenie:
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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