



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 -> 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_K02] makes competent and ethical decisions to create and maintain economic, social and environmental values	makes competent and ethical decisions in negotiations, ensuring that the public interest is taken care of			[SK5] Assessment of ability to solve problems that arise in practice		
	[K6_U02] prepares and presents convincingly professional presentations of the results of undertaken activities, with their advanced interpretation	negotiates effectively with diverse audiences by presenting convincing arguments and their in-depth interpretation			[SU4] Assessment of ability to use methods and tools		
	[K6_U03] demonstrates professional and effective teamwork, both as a leader and as a team member	analyzes business situations in terms of the possibility of using negotiation or mediation, correctly conducting the preparation process and implementing, independently and in a team, the principles of effective negotiation and mediation			[SU3] Assessment of ability to use knowledge gained from the subject		

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	<table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="width: 33%;">Subject passing criteria</th> <th style="width: 33%;">Passing threshold</th> <th style="width: 33%;">Percentage of the final grade</th> </tr> </thead> <tbody> <tr> <td>Activity during classes</td> <td>80.0%</td> <td>40.0%</td> </tr> <tr> <td>Essay</td> <td>60.0%</td> <td>30.0%</td> </tr> <tr> <td>case-study and team presentation</td> <td>60.0%</td> <td>30.0%</td> </tr> </tbody> </table>			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%
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	<table border="1" style="width: 100%; border-collapse: collapse;"> <tbody> <tr> <td style="width: 33%;">Basic literature</td> <td colspan="2" data-bbox="802 730 1493 1120"> Cialdini, R. (2006), Influence: The Psychology of Persuasion, Revised Edition Harper Fisher, R., Ury, W.L. (2011) Getting to Yes: Negotiating Agreement Without Giving In. Penguin Books. Kahneman, D.(2013) Thinking, fast and slow. Farrar, Straus and Giroux Voss, Ch. (2016) Never Split the Difference: Negotiating As If Your Life Depended On It. Harper Business. </td> </tr> <tr> <td>Supplementary literature</td> <td colspan="2" data-bbox="802 1126 1493 1200"> 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 </td> </tr> <tr> <td>eResources addresses</td> <td colspan="2" data-bbox="802 1207 1493 1319"> Adresy na platformie eNauczanie: Communication and Negotiations - 8ee - 671 24/25 - Moodle ID: 45624 https://enauczanie.pg.edu.pl/moodle/course/view.php?id=45624 </td> </tr> </tbody> </table>			Basic literature	Cialdini, R. (2006), Influence: The Psychology of Persuasion, Revised Edition Harper Fisher, R., Ury, W.L. (2011) Getting to Yes: Negotiating Agreement Without Giving In . Penguin Books. Kahneman, D.(2013) Thinking, fast and slow. Farrar, Straus and Giroux Voss, Ch. (2016) Never Split the Difference: Negotiating As If Your Life Depended On It. Harper Business.		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 eNauczanie: Communication and Negotiations - 8ee - 671 24/25 - Moodle ID: 45624 https://enauczanie.pg.edu.pl/moodle/course/view.php?id=45624				
Basic literature	Cialdini, R. (2006), Influence: The Psychology of Persuasion, Revised Edition Harper Fisher, R., Ury, W.L. (2011) Getting to Yes: Negotiating Agreement Without Giving In . Penguin Books. Kahneman, D.(2013) Thinking, fast and slow. Farrar, Straus and Giroux Voss, Ch. (2016) Never Split the Difference: Negotiating As If Your Life Depended On It. Harper Business.														
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 eNauczanie: Communication and Negotiations - 8ee - 671 24/25 - Moodle ID: 45624 https://enauczanie.pg.edu.pl/moodle/course/view.php?id=45624														
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														

Document generated electronically. Does not require a seal or signature.