



## Subject card

Subject name and code	NEGOTIATIONS AND INTERNAL COMMUNICATION, PG_00066388						
Field of study	Economic Analytics						
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	Part-time studies (on-line)		Mode of delivery		at the university		
Year of study	2		Language of instruction		Polish		
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						
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	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		3.0		31.0	50
Subject objectives	Solves problems by negotiating, providing convincing arguments and paying attention to the preservation of social and environmental values						
Learning outcomes	Course outcome		Subject outcome		Method of verification		
	[K7_U05] Collaborates with others in team projects, effectively fulfilling both leadership and team member roles to achieve established goals		negotiates effectively by performing various roles in the negotiation team, presenting convincing arguments and their in-depth interpretation		[SU3] Assessment of ability to use knowledge gained from the subject		
	[K7_K02] Makes competent and ethical decisions, safeguarding the public interest and maintaining economic, social, and environmental values		makes competent and ethical decisions in negotiations, ensuring care for the public interest		[SK5] Assessment of ability to solve problems that arise in practice		
Subject contents	Negotiations and communication introduction Principles of effective interpersonal communication Communication styles Communication in the project team and in the organization Presentation rules Aspects of communication in negotiations Individual negotiation styles and strategies Negotiation stages Preparation for negotiation talks Techniques of argumentation and influencing Intercultural negotiations Online communication and negotiation Solving the conflict Simulations of negotiation situations						
Prerequisites and co-requisites							
Assessment methods and criteria	Subject passing criteria		Passing threshold		Percentage of the final grade		
	Test		60.0%		100.0%		
Recommended reading	Basic literature		Cialdini R.: Wywieranie wpływu na ludzi, GWP, Gdańsk 2009				
	Supplementary literature		Lax A.D.: Negocjacje w trzech wymiarach. Jak wygrać najważniejsze gry negocjacyjne, MT Biznes Sp z o.o., Warszawa 2007				
	eResources addresses		Adresy na platformie eNauczanie:				

Example issues/ example questions/ tasks being completed	What influence techniques can be used in a specific negotiation situation?
Work placement	Not applicable

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