



Subject card

Subject name and code	Negotiation Skills for Engineers , PG_00067000						
Field of study	Smart Renewable Energy Engineering						
Date of commencement of studies	October 2025		Academic year of realisation of subject		2026/2027		
Education level	second-cycle studies		Subject group		Optional subject group Humanistic-social subject group		
Mode of study	Full-time studies		Mode of delivery		at the university		
Year of study	2		Language of instruction		English		
Semester of study	3		ECTS credits		1.0		
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						
Lesson types and methods of instruction	Lesson type	Lecture	Tutorial	Laboratory	Project	Seminar	SUM
	Number of study hours	0.0	15.0	0.0	0.0	0.0	15
	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	15		2.0		13.0	30
Subject objectives	Developing practical skills in recognizing and analyzing the needs and interests of the parties, developing negotiation strategies and conducting negotiations in a professional environment.						
Learning outcomes	Course outcome		Subject outcome		Method of verification		
	[K7_K03] has intercultural communication competencies, essential for international energy projects, and can collaborate effectively with individuals from various cultures and backgrounds, appreciating diversity		Student communicates effectively in intercultural situations, adapting the style of expression to the interlocutors and showing respect for diversity.		[SK5] Assessment of ability to solve problems that arise in practice		
	[K7_K05] complies with legal regulations and standards related to renewable energy, including wind power, ensuring that energy installations and projects operate in accordance with current legislation		Student Understands the importance of taking into account applicable standards and regulations when formulating a negotiation strategy.		[SK5] Assessment of ability to solve problems that arise in practice		
	[K7_U05] can produce concise, clear technical reports, documenting analytical findings and presenting them in report format		Student synthesises key findings from negotiations in concise written form, clearly presenting the parties' interests and agreed solutions.		[SU1] Assessment of task fulfilment		
	[K7_U03] collaborates effectively in multidisciplinary teams, can communicate with team members, and coordinate activities in energy-related projects		Student Works in an interdisciplinary team, planning and coordinating activities in the negotiation process.		[SU1] Assessment of task fulfilment		
Subject contents	1. Negotiations as Business Interactions 2. Sources and Dynamics of Conflict in Professional Situations 3. Elements and Process of Negotiation 4. Preparing for Negotiation: Analyzing the Goals, Needs, and Interests of Both Parties 5. Negotiation Techniques and Styles for Dealing with Manipulation and Pressure 6. Key Principles of Negotiation (Win-Win, BATNA, ZOPA) 7. Specificity of Communication in Negotiation						
Prerequisites and co-requisites							

Assessment methods and criteria	Subject passing criteria	Passing threshold	Percentage of the final grade
	Written assignment (case study)	80.0%	50.0%
	Activity during classes	80.0%	50.0%
Recommended reading	Basic literature	Fisher, R., Ury, W. L., & Patton, B. (2011). Getting to yes: Negotiating agreement without giving in. Penguin. Fisher, R., & Ury, W. (2014). Getting past no: Negotiating with difficult people. Random House.	
	Supplementary literature	Cialdini, R.m (2021). Influence, New and Expanded: The Psychology of Persuasion, Harper Business; Expanded edition Voss, Ch. (2016) Never Split the Difference: Negotiating as if Your Life Depended on It. Harper Business;	
	eResources addresses		
	Example issues/ example questions/ tasks being completed	Simulation of a negotiation with a difficult interlocutor Choosing a negotiation style	
Work placement	Not applicable		

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