



Subject card

Subject name and code	Communication and negotiations, PG_00045328						
Field of study	Data Engineering						
Date of commencement of studies	October 2025		Academic year of realisation of subject		2025/2026		
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_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		
	[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		

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%
	case-study and team presentation	60.0%	30.0%
	Essay	60.0%	30.0%
Recommended reading	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:	
Example issues/ example questions/ tasks being completed	With your team conduct the questionnaire concerning the typical communication mistakes and present the results during the next classes. Describe and assess the example (real and current) of tam conflict resolution.		
Work placement	Not applicable		

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