



Subject card

Subject name and code	NEGOCIATIONS , PG_00072165						
Field of study	Engineering Management						
Date of commencement of studies	October 2023	Academic year of realisation of subject				2026/2027	
Education level	first-cycle studies	Subject group				Optional 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	4	Language of instruction				Polish	
Semester of study	7	ECTS credits				3.0	
Learning profile	general academic profile	Assessment form				assessment	
Conducting unit	Department of Human Capital -> Faculty of Management and Economics -> Faculties of Gdańsk University of Technology						
Name and surname of lecturer (lecturers)	Subject supervisor	dr Beata Krawczyk-Bryłka					
	Teachers						
Lesson types	Lesson type	Lecture	Tutorial	Laboratory	Project	Seminar	SUM
	Number of study hours	30.0	15.0	0.0	0.0	0.0	45
	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	45		5.0		25.0	75
Subject objectives	to prepare students for the practical conduct and evaluation of negotiations in engineering and organizational contexts based on knowledge of negotiation processes and interpersonal communication, while developing attitudes related to responsibility, collaboration, and ethical decision-making in a professional environment.						
Learning outcomes	Course outcome	Subject outcome			Method of verification		
	[K6_K03] demonstrates the ability to think critically and analytically and integrates knowledge from many disciplines in order to make effective decisions	is prepared to critically analyze negotiation situations, integrate knowledge from communication, management, and organizational behavior, and make informed negotiation decisions based on the assessment of available information and the interests of involved parties.			[SK1] Assessment of group work skills [SK4] Assessment of communication skills, including language correctness [SK5] Assessment of ability to solve problems that arise in practice		
	[K6_W04] demonstrates creative and entrepreneurial activity in formulating and implementing innovative ideas	knows and understands the negotiation process and principles of interpersonal communication in the context of an entrepreneurial approach to formulating and implementing negotiation solutions in engineering and organizational environments.			[SW3] Assessment of knowledge contained in written work and projects		

Subject contents	Course content – lecture											
	<ol style="list-style-type: none"> <li>1. Characteristics of the negotiation process</li> <li>2. Negotiation styles</li> <li>3. Interpersonal communication as the foundation of negotiation</li> <li>4. Elements of strategic negotiation preparation</li> <li>5. Negotiation tactics</li> <li>6. Team negotiations</li> <li>7. Negotiation as a method of conflict resolution</li> <li>8. Internal negotiations within a project, within an organization</li> <li>9. Managerial negotiations</li> <li>10. Negotiations in entrepreneurship</li> <li>11. Difficult negotiation situations</li> <li>12. Criteria for evaluating the negotiation process</li> <li>13. Ethics in negotiations</li> </ol>											
Prerequisites and co-requisites	Course content – exercises											
	<ol style="list-style-type: none"> <li>1. Communication in the negotiation process</li> <li>2. Analysis of negotiation and communication styles</li> <li>3. Principles of negotiation in practice</li> <li>4. Internal negotiations within an organization</li> <li>5. Preparation for negotiations in practice</li> <li>6. Negotiations in engineering practice</li> <li>7. Evaluation of negotiation outcomes</li> <li>8. Using negotiation to resolve conflicts</li> </ol>											
Assessment methods and criteria	<table border="1"> <thead> <tr> <th>Subject passing criteria</th> <th>Passing threshold</th> <th>Percentage of the final grade</th> </tr> </thead> <tbody> <tr> <td>tasks and exercises during the classes</td> <td>60.0%</td> <td>40.0%</td> </tr> <tr> <td>final case-study</td> <td>60.0%</td> <td>60.0%</td> </tr> </tbody> </table>			Subject passing criteria	Passing threshold	Percentage of the final grade	tasks and exercises during the classes	60.0%	40.0%	final case-study	60.0%	60.0%
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	tasks and exercises during the classes	60.0%	40.0%									
final case-study	60.0%	60.0%										
Recommended reading	Basic literature											
	<p>Ury W.P.B., Fisher R., "Dochodząc do Tak. Negocjowanie bez poddawania się"</p> <p>Cialdini R. "Wywieranie wpływu na ludzi"</p> <p>Nęcki Z. "Negocjacje w biznesie"</p> <p>Gmerek P.: "Negocjacje bez tajemnic: Poradnik dla początkujących i profesjonalistów"</p>											
	Supplementary literature											
	<p>Lax A.D., Sebenius J.K.: "Negocjacje w trzech wymiarach. Jak wygrać najważniejsze gry negocjacyjne"</p> <p>Penc J.: "Komunikacja i negocjowanie w organizacji"</p> <p>Hocker J.L., Wilmot W.W., :Konflikty między ludźmi"</p>											
eResources addresses												
Example issues/ example questions/ tasks being completed	<p>Analyze the negotiation situation and identify which styles are represented by the participants.</p> <p>Indicate all elements of strategic preparation for negotiations that the parties should carry out in the described negotiation process.</p>											
Practical activities within the subject	Not applicable											

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