



Subject card

| | | | | | | | |
|---|---|--|---|-------------------------------------|--|--|-----|
| Subject name and code | NEGOTIATIONS, PG_00068801 | | | | | | |
| Field of study | Management | | | | | | |
| Date of commencement of studies | October 2026 | Academic year of realisation of subject | | | | 2027/2028 | |
| Education level | second-cycle studies | Subject group | | | | Obligatory subject group in the field of study | |
| Mode of study | Full-time studies | Mode of delivery | | | | at the university | |
| Year of study | 2 | Language of instruction | | | | English | |
| Semester of study | 4 | ECTS credits | | | | 1.0 | |
| Learning profile | general academic profile | Assessment form | | | | assessment | |
| Conducting unit | Department of Entrepreneurship -> Faculty of Management and Economics -> Faculties of Gdańsk University of Technology | | | | | | |
| Name and surname of lecturer (lecturers) | Subject supervisor | dr Katarzyna Stankiewicz | | | | | |
| | Teachers | | | | | | |
| Lesson types | 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 | | 8.0 | 25 |
| Subject objectives | Plans and implements the negotiation process by selecting the negotiation style appropriate to the situation | | | | | | |
| Learning outcomes | Course outcome | | Subject outcome | | Method of verification | | |
| | [K7_U04] is able to prepare and convincingly present the results of specialized analyses, providing in-depth interpretation during debates and meetings with various audiences. | | presents a convincing plan for the implementation of the negotiation process and the use of techniques supporting effective negotiation, presenting an in-depth interpretation of its concept | | [SU5] Assessment of ability to present the results of task | | |
| | [K7_K03] responsibly fulfills professional roles, demonstrating the ability to identify ethical dilemmas and recognize and evaluate alternative courses of action. | | decides on the choice of negotiation style based on an in-depth analysis of the situation | | [SK5] Assessment of ability to solve problems that arise in practice | | |
| Subject contents | <p>Course content – exercises</p> <p>Definitions and essence of negotiations</p> <p>Negotiation styles</p> <p>Negotiations as a form of interpersonal communication</p> <p>Emotions and perception in negotiations</p> <p>Analysis of conflict situations - alternative methods of conflict resolution</p> <p>Preparation of negotiations: defining goals, concessions and strategies, tactics</p> <p>Sources of negotiating power - BATNA; time, place</p> <p>Negotiation tactics</p> <p>Team negotiations - how to build an effective negotiation team</p> <p>The specificity of negotiations within the organization and in the implementation of projects</p> <p>Elevator speech - how to present your project</p> <p>Negotiations in times of a pandemic - challenges, process changes</p> <p>Online negotiations - risks and benefits</p> <p>Principles of effective negotiations</p> | | | | | | |
| Prerequisites and co-requisites | | | | | | | |
| Assessment methods and criteria | Subject passing criteria | | Passing threshold | | Percentage of the final grade | | |
| | Test or presentation of a research project on negotiations | | 60.0% | | 70.0% | | |
| | Participation in practical tasks | | 85.0% | | 30.0% | | |

| | | |
|--|---|---|
| Recommended reading | Basic literature | Spangle M, Isenhardt M.W, Negotiation: communication for diverse settings, Sae Publications, 2003,UK Fisher R., Ury W., Getting to yes: negotiating agreement without giving in, Penguin Books, 2000 Cialdini R., Influence: The Psychology of Persuasion |
| | Supplementary literature | David S. Hames, Negotiation: Closing Deals, Settling Disputes, and Making Team Decisions: Closing Deals, Settling Disputes, and Making Team Decisions, SAGE, 2011 Jean-Claude Usunier, Intercultural Business Negotiations. Deal-Making or Relationship Building Routledge, 8 paź 201818 |
| | eResources addresses | |
| Example issues/ example questions/ tasks being completed | What influence techniques can be used in the given negotiation situation? | |
| Practical activities within the subject | Not applicable | |

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