



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 2026	Academic year of realisation of subject			2027/2028		
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 -> 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		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_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		
	[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_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_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		
Subject contents	Course content – exercises 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
	Activity during classes	80.0%	50.0%
	Written assignment (case study)	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		
Practical activities within the subject	Not applicable		

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