

**Subject card**

<b>Subject name and code</b>	Negotiations in International Business, PG_00119411						
<b>Field of study</b>	International Economic Relations						
<b>Date of commencement of studies</b>	October 2023	<b>Academic year of realisation of subject</b>			2025/2026		
<b>Education level</b>	Bachelor's studies	<b>Subject group</b>			Obligatory subject group in the field of study		
<b>Mode of study</b>	full-time studies	<b>Mode of delivery</b>			at the university		
<b>Year of study</b>	3	<b>Language of instruction</b>			Polish		
<b>Semester of study</b>	6	<b>ECTS credits</b>			2.0		
<b>Learning profile</b>	academic	<b>Assessment form</b>			credit		
<b>Conducting unit</b>	Division of Global Economy -> Department of Maritime Transport and Seaborne Trade -> Faculty of Economics -> Rector						
<b>Name and surname of lecturer (lecturers)</b>	<b>Subject supervisor</b>		dr Tomasz Gutowski				
	<b>Teachers</b>						
<b>Lesson types</b>	<b>Lesson type</b>	Lecture	Tutorial	Laboratory	Project	Seminar	SUM
	<b>Number of study hours</b>	0.0	15.0	0.0	0.0	0.0	15
	E-learning hours included: 0.0						
<b>Learning activity and number of study hours</b>	<b>Learning activity</b>	Participation in didactic classes included in study plan		Participation in consultation hours		Self-study	SUM
	<b>Number of study hours</b>	15		0.0		0.0	15
<b>Subject objectives</b>	To prepare the student for negotiation situations. To lay the foundation for the use of knowledge in negotiation techniques and tools.						
<b>Learning outcomes</b>	<b>Course outcome</b>		<b>Subject outcome</b>		<b>Method of verification</b>		
	[MSG3_U06] can identify selected risks related to international operations of enterprises and assess their consequences correctly		Understands what the conclusion of trade reansactions is about		[SU5] implementation of a problem task		
	[MSG3_K05] correctly identifies, diagnoses and solves dilemmas and various options of solutions related to the profession		Able to assess the scale of opportunities in exploiting the potential of a partner		[SK5] implementation of a problem task		
	[MSG3_K01] is ready to recognise the importance of knowledge in the field of economics in the process of identifying and solving economic problems and to consult experts in case of difficulties in solving them independently		Understands what the conclusion of trade reansactions is about		[SK8] observation of student's independent or team work		
	[MSG3_U14] can interact and work in a team (including an international one), taking various roles within it		Ability to work in groups and make compromises		[SU8] observation of student's independent or team work		
	[MSG3_W07] knows and understands types of economic ties and regularities governing them, including the principles of functioning of the market and the market mechanism, both in the national and international aspect		The student discusses concerns during consultations with the instructor		[SW1] oral statement/ conversation/discussion		

Subject contents	<p>Nature of social communication-</p> <p>Barriers to communication</p> <p>Stereotypes and prejudices</p> <p>Intercultural communication;</p> <p>The process of international negotiation-</p> <p>Elements of the process-</p> <p>Negotiator's expectations vs. company's expectations.</p> <p>Non-verbal messages- Body language;- Tone and strength of voice;- Ways of creating messages</p> <p>Negotiation;- Types of negotiation</p>								
Prerequisites and co-requisites									
Assessment methods and criteria	<table border="1"> <thead> <tr> <th data-bbox="451 936 798 981">Subject passing criteria</th> <th data-bbox="798 936 1141 981">Passing threshold</th> <th data-bbox="1141 936 1487 981">Percentage of the final grade</th> </tr> </thead> <tbody> <tr> <td data-bbox="451 981 798 1014">Case studies</td> <td data-bbox="798 981 1141 1014">60.0%</td> <td data-bbox="1141 981 1487 1014">100.0%</td> </tr> </tbody> </table>			Subject passing criteria	Passing threshold	Percentage of the final grade	Case studies	60.0%	100.0%
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Case studies	60.0%	100.0%							
Recommended reading	Basic literature	M.Chmielecki., Techniki negocjacji i wywierania wpływu, OnePress, 2022 R. Fisher, B.Patton, W. Ury, Dochodząc do TAK, PWE, Warszawa 2016							
	Supplementary literature	Grodzicki J., Relacje pracownicze w przekroju międzypokoleniowym, Pieniądze i Więź nr 2 (71), 2016  Ch.Voss, Never split the difference, Penguin Books 2017  Zasady negocjacji, red.nauk. R.Lewicki, Dom Wydawniczy Rebis, Poznań 2008							
	eResources addresses								
Example issues/ example questions/ tasks being completed									
Work placement	Not applicable								

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