

Subject card

Subject name and code	Negotiations and Interpersonal Communication, PG_00119607						
Field of study	Economics						
Date of commencement of studies	October 2024	Academic year of realisation of subject			2025/2026		
Education level	Master's studies	Subject group			Obligatory subject group in the field of study Specialty subject group		
Mode of study	full-time studies	Mode of delivery			at the university		
Year of study	2	Language of instruction			Polish		
Semester of study	4	ECTS credits			4.0		
Learning profile	academic	Assessment form			credit		
Conducting unit							
Name and surname of lecturer (lecturers)	Subject supervisor		dr Joanna Litwin				
	Teachers		dr Joanna Litwin				
Lesson types	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		0.0		0.0	30
Subject objectives	The aim of the class is to impart knowledge and acquire skills on how and why to conduct effective negotiations and effective interpersonal communication.						
Learning outcomes	Course outcome		Subject outcome			Method of verification	
	[EKONMU2_W11] knows the detailed principles of establishing and developing forms of individual entrepreneurship, using the knowledge of economics, finance and management sciences		Knows and understands in depth the principles of negotiation and how to shape the planes of communication with internal and external actors.			[SW4] test/exam - oral or written [SW5] implementation of a problem task	
	[EKONMU2_U06] can practically apply various forms and range of acquired knowledge in economics, finance and management, supplementing it with an independent critical analysis of its efficiency and usefulness		Is able to find an adequate strategy to act in a negotiation situation. Is able to communicate with the environment in such a way as to increase the likelihood of a successful agreement. Is aware of the need to differentiate his/her attitudes, behaviour and actions according to his/her role in the negotiation and interpersonal communication processes.			[SU1] oral statement/conversation/discussion [SU5] implementation of a problem task [SU8] observation of student's independent or team work	

Subject contents	<p>Negotiation - introduction (definitions, objectives, principles of conduct).</p> <p>Stages and elements of the negotiation process.</p> <p>Roles of members of the negotiation team.</p> <p>Negotiation tactics and orientations.</p> <p>Features of an effective negotiator.</p> <p>Negotiation in different cultures.</p> <p>Verbal communication - types, features, elements of the process, model of communication, barriers, principles of communication.</p> <p>Non-verbal communication - features, forms, types, principles.</p> <p>The role of communication in motivation - the role of the manager, interpersonal relationships.</p>											
Prerequisites and co-requisites												
Assessment methods and criteria	<table border="1"> <thead> <tr> <th data-bbox="456 577 794 607">Subject passing criteria</th> <th data-bbox="799 577 1137 607">Passing threshold</th> <th data-bbox="1142 577 1469 607">Percentage of the final grade</th> </tr> </thead> <tbody> <tr> <td data-bbox="456 613 794 642">Colloquium (descriptive questions)</td> <td data-bbox="799 613 1137 642">50.0%</td> <td data-bbox="1142 613 1469 642">50.0%</td> </tr> <tr> <td data-bbox="456 649 794 748">implementation of tasks in student groups during classes (content quality, compliance with the state of the art, timeliness)</td> <td data-bbox="799 649 1137 748">100.0%</td> <td data-bbox="1142 649 1469 748">50.0%</td> </tr> </tbody> </table>			Subject passing criteria	Passing threshold	Percentage of the final grade	Colloquium (descriptive questions)	50.0%	50.0%	implementation of tasks in student groups during classes (content quality, compliance with the state of the art, timeliness)	100.0%	50.0%
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Recommended reading	Basic literature	<ol style="list-style-type: none"> 1. Fisher R., W. Ury, B. Patton, Getting to Yes: Negotiating An Agreement Without Giving In, Random House UK Ltd 2018. 2. Ury W, Getting Past No, Bantam Doubleday Dell Publishing 2003. 3. Voss Ch., Raz T., Never Split the Difference: Negotiating As If Your Life Depended On It, Harper Collins Publising 2016. 										
	Supplementary literature	<ol style="list-style-type: none"> 1. Castle T., The Art of Negotiation: How to get what you want (every time), I_AM Self-Publishing 2018. 2. Carnegie D., How to Win Friends and Influence People, Gallery Books 1998. 										
	eResources addresses											
Example issues/ example questions/ tasks being completed	<p>Examples of tasks carried out in class:</p> <ol style="list-style-type: none"> 1. Identify, formulate and prioritise objectives for negotiation for the indicated negotiation situation. 2. Identify members of the negotiating team. 3. Prepare alternatives to a negotiated agreement - BATNA. 4. Formulate and present ways of responding to a negotiating partner's arguments according to the principles of feedback formulation. 											
Work placement	Not applicable											

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