

Subject card

Subject name and code	Agreement in Business, PG_00101550						
Field of study	International Economic Relations						
Date of commencement of studies	October 2024	Academic year of realisation of subject			2024/2025		
Education level	postgraduate 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	1	Language of instruction			Polish		
Semester of study	2	ECTS credits			1.0		
Learning profile	academic	Assessment form					
Conducting unit	Zakład Gospodarki Globalnej -> Katedra Transportu i Handlu Morskiego -> Faculty of Economics						
Name and surname of lecturer (lecturers)	Subject supervisor		dr Jacek Grodzicki				
	Teachers		dr Jacek Grodzicki				
Lesson types	Lesson type	Lecture	Tutorial	Laboratory	Project	Seminar	SUM
	Number of study hours	15.0	0.0	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		0.0		0.0	15
Subject objectives	To prepare the student for conflict situations. To lay the foundation for the use of knowledge in techniques and tools to facilitate consensus.						

Learning outcomes	Course outcome	Subject outcome	Method of verification
	[MSGMU2_W03] knows and understands types of economic ties and the regularities governing them; understands the conditions and principles of the functioning of the market and the market mechanism in the national, international and global aspect	Is able to assess the scale of opportunities in using the potential of the partner	[SW2] presentation/project/paper/report
	[MSGMU2_K06] is ready to independently identify, diagnose and responsibly resolve dilemmas and alternative solutions related to his/her profession and the development of professional achievements	Has the ability to verify information and prepare options for solutions	[SK1] oral statement/conversation/discussion
	[MSGMU2_K03] is ready to actively participate in groups, organisations and institutions conducting professional projects concerning the functioning of economic entities in the conditions of globalisation and the development of integration processes	Ability to work in groups and make compromises.	[SK8] observation of student's independent or team work
	[MSGMU2_W04] has an in-depth knowledge of different types and elements of economic structures and institutions, including institutions, organisations and economic entities; understands the causes, course, scale and consequences of changes occurring in them, as well as relations between them on a national, international and intercultural scale; knows the theories explaining relations among them	The student knows the scale of connections and dependencies of the world economy	[SW1] oral statement/conversation/discussion
	[MSGMU2_U07] can plan and manage a commercial transaction on the international market, conduct effective negotiations, analyse and critically assess the course of the transaction	Understands what is involved in making trade reansactions	[SU6] demonstration of practical skills
	[MSGMU2_K02] is ready to critically assess the level of acquired knowledge, skills and professional competence in the area of international economic relations	Is aware of the challenges of constantly expanding his knowledge	[SK1] oral statement/conversation/discussion
Subject contents	The nature of social communication- Barriers to communication- Stereotypes and prejudicesIntercultural communication;- Cross-cultural differences- Kluckhohn-Strodbeck system of referenceConflict resolution process- Elements of the process- Negotiator's expectations vs. company's expectations.Negotiation;- Types of negotiation- Ways of building a negotiating team- decision making		
Prerequisites and co-requisites			
Assessment methods and criteria	Subject passing criteria	Passing threshold	Percentage of the final grade
		0.0%	100.0%
Recommended reading	Basic literature	Murphy J., Russill R., Steele P., Jak odniesc sukces w negocjacjach, Wolters Kluwer, 2013 R. Fisher, B.Patton, W. Ury, Dochodzac do TAK, PWE, Warszawa 2016	
	Supplementary literature	Grodzicki J., Klusek-Wojciszke B., Analysis of the organizational climate assessment on the example of employees of the textile industry , InfoGlob 2018	
	eResources addresses	Adresy na platformie eNauczanie:	
Example issues/ example questions/ tasks being completed			
Work placement	Not applicable		

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