

Subject card

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|--|---|--|--------------------|-------------------------------------|---|------------|-----|
| Subject name and code | Negotiations in International Business, PG_00119411 | | | | | | |
| Field of study | International Economic Relations | | | | | | |
| Date of commencement of studies | October 2024 | Academic year of realisation of subject | | | 2026/2027 | | |
| Education level | undergraduate 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 | 3 | Language of instruction | | | Polish | | |
| Semester of study | 6 | ECTS credits | | | 2.0 | | |
| 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 | | | | | | |
| 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 | | 0.0 | | 0.0 | 15 |
| Subject objectives | To familiarize the student with the elements of the international negotiation proces | | | | | | |
| Learning outcomes | Course outcome | Subject outcome | | | Method of verification | | |
| | [MSG3_K05] correctly identifies, diagnoses and solves dilemmas and various options of solutions related to the profession | Has knowledge of the decision-making proces | | | [SK1] oral statement/conversation/discussion | | |
| | [MSG3_U06] can identify selected risks related to international operations of enterprises and assess their consequences correctly | Able to analyze the information at hand | | | [SU8] 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 | Is able to work in a group | | | [SU2] presentation/project/paper/report | | |
| | [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 | Has knowledge of cultural differences | | | [SW1] oral statement/conversation/discussion | | |
| | [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 | Able to make decisions | | | [SK2] presentation/project/paper/report | | |
| Subject contents | Body language; Ways of creating messages Types of negotiation Ways of building a negotiating team Etiquette in the process of international negotiations International customs | | | | | | |

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| 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 | M.Chmielecki., Techniki negocjacji i wywierania wpływu, OnePress, 2022 | |
| | Supplementary literature | R. Fisher, B.Patton, W. Ury, Dochodząc do TAK, PWE, Warszawa 2016 | |
| | eResources addresses | Adresy na platformie eNauczanie: | |
| Example issues/ example questions/ tasks being completed | | | |
| Work placement | Not applicable | | |

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