

**Subject card**

<b>Subject name and code</b>	Negotiations / Interpersonal Communication, PG_00135750						
<b>Field of study</b>	Management						
<b>Date of commencement of studies</b>	October 2023	<b>Academic year of realisation of subject</b>			2024/2025		
<b>Education level</b>	postgraduate studies	<b>Subject group</b>			Obligatory subject group in the field of study		
<b>Mode of study</b>	part-time studies	<b>Mode of delivery</b>			at the university		
<b>Year of study</b>	2	<b>Language of instruction</b>			Polish		
<b>Semester of study</b>	4	<b>ECTS credits</b>			3.0		
<b>Learning profile</b>	academic	<b>Assessment form</b>					
<b>Conducting unit</b>	Katedra Marketingu -> Faculty of Management						
<b>Name and surname of lecturer (lecturers)</b>	<b>Subject supervisor</b>		dr hab. Anna Dziadkiewicz				
	<b>Teachers</b>						
<b>Lesson types</b>	<b>Lesson type</b>	Lecture	Tutorial	Laboratory	Project	Seminar	SUM
	<b>Number of study hours</b>	15.0	0.0	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>	The aim of the course is to equip students with theoretical knowledge and practical skills in negotiation and interpersonal communication, which are crucial in building effective professional and personal relationships. Students will learn a variety of negotiation techniques, communication styles and conflict management strategies, which will enable them to negotiate effectively in different social and business contexts. In addition, the subject aims to develop students' listening, empathy and assertiveness skills, which are fundamental to effective and ethical communication.						

Learning outcomes	Course outcome	Subject outcome	Method of verification
	[ZARZMU2_U02] The student can use the legal acts to regulate the formal and legal organization of the establishment and operation of enterprises in Poland in an in-depth way.	The student is able to apply negotiation techniques and communication strategies in a deeper way in the context of conflict solving and building interpersonal relations in professional and personal environment. The student is able to effectively conduct a dialogue, negotiate terms of cooperation and argue his/her position, taking into account the principles of ethics and various communication styles.	[SU5] implementation of a problem task
	[ZARZMU2_K01] The student is aware of the depreciation of knowledge over time and understands the need for lifelong learning and deepening of knowledge in both academic and non-academic modes. The student is able to inspire and organize the learning process of others.	The student understands that communication and negotiation skills require continuous improvement and updating to be effective in a changing social and professional environment. He/she is aware of the need to develop these competences throughout life, both within formal education and independently. He/she is also able to inspire and support others in developing their communication skills and organise their learning process, adapting methods and tools to the individual needs of the participants.	[SK1] oral statement/conversation/discussion [SK5] implementation of a problem task
	[ZARZMU2_U07] The student can search for detailed information to make rational and complex decisions of an operational and strategic nature in enterprises.	The student is able to search for and analyse detailed information needed to make rational decisions in the process of negotiation and effective interpersonal communication, both in operational and strategic contexts in enterprises.	[SU5] implementation of a problem task [SU8] observation of student's independent or team work
	[ZARZMU2_W03] The student has an extended knowledge of the organizational and legal forms of establishment and functioning of enterprises and the development of various forms of individual entrepreneurship in Poland, knows and understands advanced concepts, principles and legal norms and regulations governing the functioning of business entities.	The student has knowledge of negotiation techniques and interpersonal communication principles that are crucial in building and maintaining professional relationships. He/she knows and understands communication strategies as well as norms and ethical principles that regulate negotiation processes and influence the effectiveness of communication in professional and social environments.	[SW4] test/exam - oral or written
	[ZARZMU2_W07] The student has an expanded knowledge of the evolution of views on the role of the enterprise in society and the place of man in the organization, his role in social, economic and administrative activities.	Students understand the importance of effective communication in building social, economic and administrative relationships. They are able to analyse and evaluate different negotiation styles and their impact on shaping cooperation and conflict resolution in organisations.	[SW1] oral statement/conversation/discussion [SW5] implementation of a problem task
	[ZARZMU2_K04] The student knows the need to resolve dilemmas related to the profession's performance and fulfilling social obligations. He correctly identifies them.	Students will be aware of the need to solve communication and negotiation dilemmas in various social and professional contexts. They are able to identify them correctly and choose appropriate action strategies.	[SK1] oral statement/conversation/discussion [SK5] implementation of a problem task
Subject contents	<ol style="list-style-type: none"> <li>1. Introduction to negotiation and interpersonal communication</li> <li>2. The interpersonal communication process</li> <li>3. Language as a barrier to social contact</li> <li>4. Self-presentation - how to effectively and consciously build up one's own image</li> <li>5. Basics of negotiation</li> <li>6. Phases of negotiation and negotiation tactics: blocking, offensive and deceptive</li> <li>7. Negotiation styles and their effectiveness</li> <li>8. Dealing with conflicts in negotiation</li> <li>9. Applying interpersonal communication in negotiations</li> </ol>		

Prerequisites and co-requisites	Students should have a basic knowledge of communication processes and the ability to listen and express their thoughts clearly and understandably. Experience in teamwork is required, which includes the ability to collaborate, share tasks and resolve conflicts within a group. Students should have an understanding of basic business concepts, which will facilitate an understanding of the context of negotiation and communication in a business environment.		
Assessment methods and criteria	Subject passing criteria	Passing threshold	Percentage of the final grade
	final test	60.0%	60.0%
	class attendance	80.0%	40.0%
Recommended reading	Basic literature	Fisher, R., Patton, B., Patton, B. (2013), Dochodząc do TAK: negocjowanie bez poddawania się, Warszawa: Polskie Wydawnictwo Ekonomiczne.  Ury, W. (2014). Odchodząc od NIE: negocjowanie od konfrontacji do kooperacji, Warszawa: Polskie Wydawnictwo Ekonomiczne.	
	Supplementary literature	Materials prepared by the lecturer.	
	eResources addresses	Adresy na platformie eNauczanie:	
Example issues/ example questions/ tasks being completed			
Work placement	Not applicable		

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