

Subject card

Subject name and code	Business negotiations in technology sector, PG_00080817						
Field of study	Chemical Business						
Date of commencement of studies	October 2024	Academic year of realisation of subject			2027/2028		
Education level	Bachelor's studies	Subject group			Optional subject group		
Mode of study	full-time studies	Mode of delivery			at the university		
Year of study	4	Language of instruction			Polish		
Semester of study	7	ECTS credits			2.0		
Learning profile	academic	Assessment form			credit		
Conducting unit	Faculty of Economics -> Rector						
Name and surname of lecturer (lecturers)	Subject supervisor		dr Dominik Aziewicz				
	Teachers						
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		5.0		15.0	50
Subject objectives	The aim of the course is to provide basic theoretical knowledge in the field of negotiations and negotiation ethics as well as to acquire the skills to apply negotiation techniques in the conditions of technology companies.						

Learning outcomes	Course outcome	Subject outcome	Method of verification
	[BCHINŻ_W12] Has basic knowledge of man as an entity creating economic structures in the chemical business and has elementary knowledge of the principles and motives of human action in these structures.	The student has knowledge of man as an entity creating economic structures such as markets and enterprises and has knowledge of the principles and motivations of human action in the process of business negotiations.	[SW1] oral statement/ conversation/discussion [SW2] presentation/project/paper/ report [SW5] implementation of a problem task
	[BCHINŻ_U12] Is able to participate in the analyses and evaluation of alternative solutions to economic problems and choose methods and instruments to rationally resolve them.	The student is able to participate in the analysis and evaluation of alternative solutions in the process of business negotiations in the context of technology companies. He is also able to select the appropriate methods for conducting such negotiations.	[SU1] oral statement/conversation/ discussion [SU2] presentation/project/paper/ report [SU8] observation of student's independent or team work
	[BCHINŻ_U11] Uses the acquired economic knowledge in undertaking independent business activities and resolving dilemmas of professional work.	The student uses the acquired economic knowledge in independent business negotiations in the context of technology companies.	[SU1] oral statement/conversation/ discussion [SU2] presentation/project/paper/ report [SU8] observation of student's independent or team work
	[BCHINŻ_U09] Using the acquired knowledge, skills and various sources of scientific information independently prepares written papers and oral presentations.	The student uses acquired knowledge, skills and various sources of scientific information in preparation for participation in the business negotiation process in the context of technology companies.	[SU1] oral statement/conversation/ discussion [SU2] presentation/project/paper/ report [SU8] observation of student's independent or team work
	[BCHINŻ_W01] Describes the relationship between the economy and the functioning of the chemical industry.	The student understands the business relationships that operate in the chemical industry and is able to use them in the business negotiation process.	[SW1] oral statement/ conversation/discussion [SW2] presentation/project/paper/ report [SW5] implementation of a problem task
	[BCHINŻ_K02] Works individually demonstrating initiative and independence in actions, and effectively cooperates in a team, performing various roles in it.	The student learns to show initiative and independence in the process of conducting business negotiations and cooperates effectively in the team conducting the negotiations.	[SK1] oral statement/conversation/ discussion [SK2] presentation/project/paper/ report [SK5] implementation of a problem task [SK8] observation of student's independent or team work
	[BCHINŻ_K03] Independently sets or implements a set action plan specifying priorities for its implementation; critically assesses its progress.	The student establishes and implements plan for conducting business negotiations in the context of technology companies. He also identifies priorities for implementing this plan.	[SK1] oral statement/conversation/ discussion [SK2] presentation/project/paper/ report [SK5] implementation of a problem task [SK8] observation of student's independent or team work
Subject contents	<p>1. Specifics of negotiations in technology enterprises</p> <p>Introduction</p> <p>1.1. Possible subjects of negotiations in enterprises. Specifics of negotiations in the technology business</p> <p>1.2. Package negotiations</p> <p>1.3. Scope of freedom of choice</p> <p>1.4. Areas of concessions. Dilemmas of the area of concessions</p> <p>1.5. Principles of negotiation</p> <p>1.6. Structure of negotiation</p> <p>1.7. Selected negotiation techniques- Exercise in mastering knowledge</p> <p>2. Elementary negotiation skills. Interactive lecture</p> <p>Introduction</p> <p>2.1. Ability to listen and understand the partner</p> <p>2.2. Planning and preparation</p> <p>2.3. Assessment of opportunities and possibilities</p> <p>2.4. Trading in concessions</p> <p>2.5. Creating a WIN-WIN environment</p> <p>2.6. Workshop - acquiring elementary negotiation skills- Exercise in mastering knowledge</p> <p>3. Negotiations in forced conditions or in conflict situations. Interactive lecture</p> <p>Introduction</p> <p>3.1. Difficult and conflict situations in enterprises</p> <p>3.2. Ways to change a conflict situation into a negotiation one</p> <p>3.3. Group workshop negotiating structural changes (employment restructuring) in an enterprise</p> <p>3.4. Workshop in groups - negotiating for a position in a merger of companies- Exercise in mastering knowledge</p> <p>4. Negotiation workshop - negotiations of the capital structure of a new company</p> <p>5. Negotiation workshop - negotiations with a venture capital company</p> <p>6. Negotiation workshop - negotiations in conditions of IP threat</p> <p>7. Negotiation workshop - merger or admission negotiations</p> <p>8. Negotiation workshop - negotiations with departing employees</p> <p>9. Negotiation workshop - negotiations with a production partner</p> <p>10. Negotiation workshop - negotiations of a distribution agreement</p> <p>11. Negotiation workshop - commercial negotiations in (prices and terms of supply of technological products)</p> <p>12. Negotiation workshop - negotiations of a credit agreement to finance a technological business</p> <p>In each workshop, the instructor and students will construct decision-making situations, test solutions, analyze results, and build generalizations. The classes will be in the form of managerial workshops and will involve participants in making decisions with a high level of responsibility.</p>		

Prerequisites and co-requisites	none		
Assessment methods and criteria	Subject passing criteria	Passing threshold	Percentage of the final grade
		0.0%	60.0%
		0.0%	40.0%
Recommended reading	Basic literature	<p>1. Przedsiębiorczość technologiczna XXI wieku, praca zbiorowa pod red. P. Kulawczuka i M. Bąka, IBnDiPP, Warszawa 20102. Zarządzanie działalnością operacyjną. Analiza przypadków: praca zbiorowa R. Johnson i inni, WN PWN, Warszawa 20023.Z. Nęcki: Negocjacje w biznesie, Wyd. PSB, Warszawa 1995 , wyd. IV i kolejne wydania lub inna dowolna pozycja w zakresie negocjacji biznesowych4. Poradnik eksportera dla MSP. Specyfika negocjacji w eksporcie, r. 10.2., Negocjowanie kontraktu r. 10.4, Praca zbiorowa: M. Bak, P. Kulawczuk, M. Szczepaniec, I. Mitroczyk, http://www.parp.gov.pl/ Materials: negotiation studies provided by the lecturer</p>	
	Supplementary literature	none	
	eResources addresses		
Example issues/ example questions/ tasks being completed			
Work placement	Not applicable		

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