

Subject card

Subject name and code	Negotiations, PG_00156151						
Field of study	Sport Management						
Date of commencement of studies	October 2024		Academic year of realisation of subject		2026/2027		
Education level	Bachelor's 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	5		ECTS credits		2.0		
Learning profile	academic		Assessment form				
Conducting unit	Zakład Rozwoju i Restrukturyzacji Przedsiębiorstw -> Katedra Strategicznego Rozwoju -> Faculty of Management -> Rector						
Name and surname of lecturer (lecturers)	Subject supervisor		dr hab. Joanna Sadkowska				
	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		11.0		24.0	50
Subject objectives	The aim of the course is to provide students with the knowledge, techniques and tools of negotiation. Students, working in negotiation teams, will acquire a practical approach to conducting negotiations. Students will also acquire skills related to teamwork.						

Learning outcomes	Course outcome	Subject outcome	Method of verification
	[ZSSML3_K07] The student is aware of the need to adapt his behavior and conduct to their role in the team.	Is aware of the need to adapt his/her behaviour and conduct to his/her role in the team.	[SK1] oral statement/conversation/discussion [SK8] observation of student's independent or team work
	[ZSSML3_U05] The student can correctly select and apply methods and tools used in management and quality sciences.	Can correctly select and apply the methods and tools used in negotiation	[SU2] presentation/project/paper/report
	[ZSSML3_W04] The student has advanced knowledge of the enterprise's environment, its factors and changes occurring in this area, and the relationship, importance and impact of the environment and stakeholders on the operation of the enterprise and sports club. The student knows advanced methods of diagnosing macro- and micro-environment.	Has a structured knowledge of negotiation - its essence, its objectives, the way it is conducted	[SW4] test/exam - oral or written
	[ZSSML3_K06] The student is ready to work in, co-create or manage a group. The student is able to think and act in an entrepreneurial manner.	Is ready to work in, and contribute to, teams.	[SK1] oral statement/conversation/discussion [SK8] observation of student's independent or team work
	[ZSSML3_W05] The student knows the relationships that occur between organizations of the sports market (including forms of interaction between business entities in the market) and between the organization and the individual, in particular the employee and the customer.	Has a structured knowledge of negotiation and its relationship with other processes in the company	[SW4] test/exam - oral or written
Subject contents	1. The essence of negotiations 2 The principles of negotiation 3. stages of negotiation 4 Negotiation techniques 5 Negotiation strategies 6 Building negotiation power 7 Communication during negotiations		
Prerequisites and co-requisites	not applicable		
Assessment methods and criteria	Subject passing criteria	Passing threshold	Percentage of the final grade
	running negotiations	0.0%	20.0%
	written exam	51.0%	80.0%
Recommended reading	Basic literature	Kałucki K., Negocjacje, Difin, Warszawa 2022.	
	Supplementary literature	Haman J., Gut W., Handlowanie to gra. Od namawiania i zebrania do zaspokojenia potrzeb klienta, Onepress, Gliwice 2004. Blount J., Korzystna transakcja: Strategie i taktyki skutecznego negocjatora, Onepress, Gliwice 2020. <i>Sadkowska J., Do problems in project teams explain the influence of family involvement on project management activities? - A family-firm perspective</i> , in: Bilgin M., Danis H., Demir E., Can U. (eds.), <i>Consumer behaviour, organizational strategy and financial economics and Entrepreneurship</i> , Proceedings of the 21 st Eurasia Business and Economics Society Conference, Springer, Cham 2018, ss. 145-158.	
	eResources addresses	Adresy na platformie eNauczanie:	
Example issues/ example questions/ tasks being completed	1. The essence and objectives of negotiation 2 Negotiation strategies		
Work placement	Not applicable		

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