

Subject card

Subject name and code	Negotiations/Interpersonal Communication, PG_00157127						
Field of study	Finance and Accounting						
Date of commencement of studies	October 2024		Academic year of realisation of subject		2025/2026		
Education level	postgraduate studies		Subject group		Obligatory subject group in the field of study		
Mode of study	part-time studies		Mode of delivery		at the university		
Year of study	2		Language of instruction		Polish		
Semester of study	3		ECTS credits		2.0		
Learning profile	academic		Assessment form				
Conducting unit	Katedra Marketingu -> Faculty of Management -> Rektor						
Name and surname of lecturer (lecturers)	Subject supervisor		dr hab. Anna Dziadkiewicz				
	Teachers						
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		11.0		24.0	50
Subject objectives	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
	[FiRMU2_W04] The student has expanded knowledge of views on economic and social structures and institutions, as well as types of social ties and their historical evolution.	The student has knowledge of various theories on communication structures and institutions related to negotiation and interpersonal communication and understands the evolution of communication methods in social and business contexts.	[SW4] test/exam - oral or written [SW2] presentation/project/paper/report
	[FiRMU2_K06] Creativity: - the student has the ability to think creatively, can go beyond the usual patterns, - can think and act in an entrepreneurial manner, - can flexibly adapt to the changing requirements of the environment.	The student is able to be creative in negotiations. He/she is able to think and act in an entrepreneurial manner, effectively adapting his/her approach to the changing conditions and dynamics of talks and negotiations, and flexibly responding to the needs and expectations of the other party, using interpersonal communication skills.	[SK5] implementation of a problem task [SK8] observation of student's independent or team work
	[FiRMU2_U06] The student creatively uses the acquired knowledge in various scopes and forms to solve problems in finance and accounting that arise in business practice. The student knows the limitations of the usefulness of the applied knowledge.	The student applies the acquired knowledge in a creative manner to solve problems arising in business practice. He/she knows the limitations and possibilities of applied knowledge in the context of building effective relations and achieving negotiation goals.	[SU5] implementation of a problem task
	[FiRMU2_K03] Communication: - the student can present his/her view/ issue in a way that others can understand, - courageously (but prudently) expresses his opinion, is not afraid to ask questions, - can participate culturally in the discussion, - can give constructive criticism, - can communicate on specialized topics in finance and accounting with a diverse audience.	The student is able to present his/her position in negotiations in an understandable and convincing manner. The student is able to express his/her opinion boldly, but with consideration, ask questions and participate actively and culturally in discussions. The student is able to formulate and give constructive criticism and communicate effectively on a variety of topics, adapting his/her message to different audiences.	[SK1] oral statement/conversation/discussion [SK8] observation of student's independent or team work
	[FiRMU2_W01] The student has an expanded knowledge of finance and accounting, their place in the system of social sciences and their relationship with other social sciences.	The student has knowledge of negotiation techniques and interpersonal communication, their place in the social science system and their relationship to other disciplines such as psychology, sociology or management.	[SW1] oral statement/conversation/discussion [SW2] presentation/project/paper/report
	[FiRMU2_W06] The student has in-depth knowledge of norms and rules (legal, organizational, moral and ethical) in finance and accounting. The student knows and understands the concepts and principles of industrial property protection and copyright law.	The student has knowledge of the rules in the field of negotiation. He/she knows and understands the concepts and principles related to ethics of communication, protection of personal data, professional secrecy and protection of intellectual property in the context of negotiations.	[SW1] oral statement/conversation/discussion [SW5] implementation of a problem task
	[FiRMU2_U07] The student knows how to independently propose solutions to specific problems in the field of finance and accounting based on accepted criteria and lead to decisions in this area.	The student is able to independently propose solutions to specific problems using knowledge of negotiation and interpersonal communication skills, based on assumed criteria, and to bring about solutions in this respect.	[SU1] oral statement/conversation/discussion [SU5] implementation of a problem task
Subject contents	1. Introduction to negotiation and interpersonal communication 2. The interpersonal communication process 3. Language as a barrier to social contact 4. Self-presentation - how to effectively and consciously build up one's own image 5. Basics of negotiation 6. Phases of negotiation and negotiation tactics: blocking, offensive and deceptive 7. Negotiation styles and their effectiveness 8. Dealing with conflicts in negotiation 9. Applying interpersonal communication in negotiations		
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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