

Subject card

Subject name and code	International negotiations, PG_00150619						
Field of study	Diplomacy						
Date of commencement of studies	October 2025		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	2		Language of instruction		Polish		
Semester of study	3		ECTS credits		1.0		
Learning profile	academic		Assessment form		credit		
Conducting unit	Division of Public Policy and Administration -> Institute of Political Science -> Faculty of Social Sciences -> Rector						
Name and surname of lecturer (lecturers)	Subject supervisor		dr Barbara Kijewska				
	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		15.0	30
Subject objectives	The aim of the course is to present the essence of negotiations with a special emphasis on cultural conditions in negotiations. Students will have the opportunity to explore how cultural conditions affect negotiation styles, approaches, and strategies used by negotiators from different regions of the world.						

Learning outcomes	Course outcome	Subject outcome	Method of verification
	[DYPL3_W14] Has advanced knowledge of mass media and communication tools and their role in society, also in the context of their use in diplomacy.	.	[SW1] oral statement/ conversation/discussion
	[DYPL3_W11] Has advanced knowledge of the principles and relationships between management, organizing and other interactions between entrepreneurship and diplomacy, and has advanced knowledge of the threats and challenges facing diplomacy, including the principles of creating and developing forms of individual entrepreneurship.	.	[SW1] oral statement/ conversation/discussion
	[DYPL3_W10] Has advanced knowledge of the norms and rules (legal, organizational, ethical) that define social structures and institutions relevant to diplomacy.	.	[SW1] oral statement/ conversation/discussion
	[DYPL3_W05] Has advanced knowledge of the historical, economic, social, legal, ethical and cultural conditions of political life that construct social structures and institutions operating in diplomacy.	.	[SW2] presentation/project/paper/ report
	[DYPL3_W06] Knows the methods, techniques and tools for obtaining data specific to political science, which allow for the description of the entities and social relations studied.	.	[SW2] presentation/project/paper/ report
	[DYPL3_K06] Recognises the need to maintain an appropriate ethical attitude in professional work and public activities.	.	[SK8] observation of student's independent or team work
	[DYPL3_U07] Can use research methods and techniques to describe and analyse phenomena occurring in the sphere of diplomacy.	.	[SU2] presentation/project/paper/ report
	[DYPL3_K05] Is prepared to work in public organisations and institutions, including public administration bodies, political parties and other national and international organisations.	.	[SK1] oral statement/conversation/ discussion
	[DYPL3_K04] Is prepared to correctly identify and solve problems in professional work.	.	[SK5] implementation of a problem task
Subject contents	1. Interpersonal and Nonverbal Communication. 2. Defining Negotiations. 3. Negotiations and Cultural Differences. 4. Principles of Negotiation. 5. Negotiation Techniques. 6. Stages and Phases of Negotiation. 7. Negotiation Methods of Selected Societies.		
Prerequisites and co-requisites			
Assessment methods and criteria	Subject passing criteria	Passing threshold	Percentage of the final grade
		50.0%	60.0%
		50.0%	30.0%
		0.0%	10.0%
Recommended reading	Basic literature		
	Supplementary literature		
	eResources addresses		

Example issues/ example questions/ tasks being completed	.
Work placement	Not applicable

Document generated electronically. Does not require a seal or signature.