

Subject card

Subject name and code	The art of presentation and public speaking - seminar, PG_00133317						
Field of study							
Date of commencement of studies	October 2025		Academic year of realisation of subject		2025/2026		
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	1		Language of instruction		Polish		
Semester of study	1		ECTS credits		2.0		
Learning profile	practical		Assessment form				
Conducting unit	Faculty of Law and Administration -> Rector						
Name and surname of lecturer (lecturers)	Subject supervisor		mgr Wojciech Jankowski				
	Teachers		dr Karol Gregorczuk				
Lesson types	Lesson type	Lecture	Tutorial	Laboratory	Project	Seminar	SUM
	Number of study hours	30.0	0.0	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		0.0		20.0	50
Subject objectives	The purpose of the lecture is to provide students with basic knowledge of rhetoric, public speaking, eristics, basics of negotiation along with elements of communication theory, psychology and sociology. After all, fluent and persuasive speech, as well as the expression of ideas in writing, are essential elements of legal education. In addition to lectures that are theoretical in nature, students participate in arranged debates or trials, which take place in specially specially prepared for this purpose courtroomsTranslated with DeepL.com (free version)						

Learning outcomes	Course outcome	Subject outcome	Method of verification
	[ADMINL3_KR03] The student is ready to responsibly perform duties in public administration, including positions requiring a bachelor's degree, as well as in other entities in roles related to administration.	Student demonstrates professional attitude during public speeches, maintains ethical communication standards and takes responsibility for the quality and reliability of information conveyed.	[SK1] oral statement/conversation/discussion [SK3] text preparation/written work [SK4] test/exam - oral or written [SK5] implementation of a problem task [SK7] entries and opinions in the internship diary
	[ADMINL3_UK04] The student is able to prepare an independent written report and an oral presentation on basic issues related to administration and administrative activities.	Student constructs logical presentation structure using visual aids, masters body language techniques and voice modulation, and delivers effective speeches while maintaining contact with the audience.	[SU1] oral statement/conversation/discussion [SU3] text preparation/written work [SU4] test/exam - oral or written [SU6] demonstration of practical skills
	[ADMINL3_UK03] The student is able to communicate on issues related to legal and organizational problems in professional work and is capable of conveying clear messages to both specialists and non-specialists in administration.	Student adapts language and presentation style to different target groups, uses techniques for simplifying complex legal content and applies methods for building trust and managing difficult questions during speeches.	[SU1] oral statement/conversation/discussion [SU2] presentation/project/paper/report [SU4] test/exam - oral or written [SU5] implementation of a problem task
	[ADMINL3_WG01] At an advanced level, the student is able to define the sciences of administration and politics, as well as law, and knows the concepts and terminology appropriate to them.	Student defines basic concepts in the field of rhetoric and public communication, distinguishes presentation styles in different professional contexts and identifies the specificity of language used in administrative presentations.	[SW4] test/exam - oral or written [SW1] oral statement/conversation/discussion [SW2] presentation/project/paper/report [SW3] text preparation/written work
Subject contents	1. The gist of rhetoric and legal rhetoric. Genesis of the discipline and the name. Basic concepts and principles of classical rhetoric (persuasion, audience, topos, purpose and functions of rhetoric, etc.). The problem of ethical limits of persuasion. Rhetoric and other forms of communication and persuasion. Rhetoric and related and associated disciplines (semiotics, logic, eristics, communication theory, information theory, sociology, psychology). Living speech versus rhetorical writing. Methodology of teaching and improving rhetorical skills. Usefulness of rhetoric and communication theory in the legal profession. 2. divisions of classical rhetoric. Basic principles of rhetorical invention, composition and elocution. Basic principles of speech delivery. Improvised speech. Speech directed to a non-specialized audience. 3 Psychological issues in rhetoric. Non-verbal communication. 4. specifics of legal rhetoric. Typical legal audiences and rhetorical situations. The problem of multiplicity of audiences in legal persuasion. Normative limitations of legal persuasion (legal norms, codes of professional ethics, moral and moral norms). Typical legal topos and arguments. Justification of assertions, judgments and norms in the work of a lawyer. Questioning skills as part of legal knowledge. 5. eristics. 6. Rhetorical-topical concepts of law. Ch. Perelman's new rhetoric. The concept of law as a conversation. The theory of discourse by J. Habermas and R. Alexago. Hermeneutics. legal. Argumentative concepts of legal interpretation. Proceduralism of law. 7 The role of the lawyer in negotiations. Negotiation strategies and tactics. Phases of negotiation. Negotiation competencies of lawyers. 8. simulation of a parliamentary debate or a court hearing.		
Prerequisites and co-requisites			
Assessment methods and criteria	Subject passing criteria	Passing threshold	Percentage of the final grade
	test	51.0%	100.0%
Recommended reading	Basic literature	Leksykon retoryki prawniczej. 100 podstawowych pojęć, (red.) P. Rybiński, K. Zeidler, Wyd. C.H. Beck, Warszawa 2018. J. Jabłońska-Bonca, K. Zeidler, Prawnik a sztuka retoryki i negocjacji, Wyd. LexisNexis, Warszawa 2023 A. Schopenhauer, Erystyka czyli sztuka prowadzenia sporów, tłum. B. Konorski, L. Konorska, Warszawa.	
	Supplementary literature	M. Korolko, Retoryka i erystyka dla prawników, Wyd. Prawnicze PWN, Warszawa 2001. M. Korolko, Sztuka retoryki. Przewodnik encyklopedyczny, Wyd. PWN, Warszawa 1998.	
	eResources addresses		

Example issues/ example questions/ tasks being completed	• What is legal rhetoric and what are its basic concepts and principles? • What are the basic principles of invention, composition, and elocution in classical rhetoric? • What are the psychological aspects of rhetoric and what is the role of non-verbal communication? • What are the typical legal audiences and what issues arise from the diversity of audiences in legal persuasion? • What is eristics and what is its significance in rhetoric? • What are rhetorical-topical concepts of law, such as Ch. Perelman's new rhetoric? • What is the role of a lawyer in negotiations and what are the basic negotiation strategies? • What are the main phases of a parliamentary debate or court trial and how should one prepare for them?
Work placement	Not applicable

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