

Subject card

Subject name and code	Negotiations - wykład, PG_00168247						
Field of study	Taxes and Tax Consultancy						
Date of commencement of studies	October 2025		Academic year of realisation of subject		2025/2026		
Education level	Bachelor's studies		Subject group		Optional subject group Humanistic-social subject group		
Mode of study	full-time studies		Mode of delivery		at the university		
Year of study	1		Language of instruction		Polish		
Semester of study	2		ECTS credits		3.0		
Learning profile	academic		Assessment form		credit		
Conducting unit	Department of Organisational Behaviour -> Faculty of Management -> Rector						
Name and surname of lecturer (lecturers)	Subject supervisor		dr Joanna Litwin				
	Teachers						
Lesson types	Lesson type	Lecture	Tutorial	Laboratory	Project	Seminar	SUM
	Number of study hours	20.0	0.0	0.0	0.0	0.0	20
	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	20		0.0		55.0	75
Subject objectives	The purpose of the class is to show the ways and principles of effective negotiation and to provide knowledge on effective interpersonal communication in thenegotiation process.						
Learning outcomes	Course outcome		Subject outcome		Method of verification		
	[PiDPL3_WK04] understands the fundamental dilemmas of contemporary civilization, particularly those related to public finance		The student understands and identifies problems relating to the current negotiation situation and, on this basis, makes a rational decision about the action to be taken to increase the likelihood of success in the negotiation.		[SW4] test/exam - oral or written [SW2] presentation/project/paper/ report		
	[PiDPL3_WG01] has elementary knowledge of the basics of jurisprudence, public finance, and private law		The student has elementary knowledge of the negotiation process, including distinguishing and characterising the most important stages of the process, knowing the roles and tasks of individual members of the negotiation team, and characterising negotiation styles.		[SW4] test/exam - oral or written [SW2] presentation/project/paper/ report		
Subject contents	1. Negotiations - introduction (definitions, goals, principles of conducting). 2. Stages of negotiation - actions, principles, mistakes. 3. Negotiation styles and orientations. 4. Negotiator - characteristics of an effective negotiator. 5. Manipulation in negotiations. 6. Werbal and non-verbal communication in negotiations. - Types, features, barriers, principles of communication. 5 7. Preparation for negotiations - implementation of the project						
Prerequisites and co-requisites							

Assessment methods and criteria	Subject passing criteria	Passing threshold	Percentage of the final grade
	written colloquium	51.0%	50.0%
	team project - completion of work in student groups (quality content, compliance with state of the art, timeliness)	51.0%	50.0%
Recommended reading	Basic literature	1. R. Fisher, W. Ury, B. Patton, Getting to Yes: Negotiating An Agreement Without Giving In, Random House UK Ltd 2018. 2. W. Ury, Getting Past No, Bantam Doubleday Dell Publishing 2003. 3. Ch. Voss, T. Raz, Never Split the Difference: Negotiating As If Your Life Depended On It, Harper Collins Publising 2016.	
	Supplementary literature	1. D. Malhotra, Negotiating the Impossible: How to Break Deadlocks and Resolve Ugly Conflicts (without Money or Muscle), Berrett-Koehler Publishers; 1st edition, 2016. 2. Castle T., The Art of Negotiation: How to get what you want (every time), I_AM Self-Publishing 2018.	
	eResources addresses		
Example issues/ example questions/ tasks being completed	Prepare project: Preparation for negotiation (in the indicated situation) according to the scheme and rules set by the instructor, for example: 1. Identify, formulate and prioritise objectives for negotiation for the indicated negotiation situation. 2. Identify members of the negotiating team. 3. Prepare alternatives to a negotiated agreement - BATNA		
Work placement	Not applicable		

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