

Subject card

Subject name and code	Agreement in Business, PG_00170188						
Field of study	International Economic Relations						
Date of commencement of studies	October 2025		Academic year of realisation of subject		2025/2026		
Education level	Master'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	2		ECTS credits		1.0		
Learning profile	academic		Assessment form				
Conducting unit	Division of Global Economy -> Department of Maritime Transport and Seaborne Trade -> Faculty of Economics -> Rector						
Name and surname of lecturer (lecturers)	Subject supervisor		dr Jacek Grodzicki				
	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		10.0		0.0	25
Subject objectives	To prepare the student for conflict situations. To lay the foundation for the use of knowledge in techniques and tools to facilitate agreement.						

Learning outcomes	Course outcome	Subject outcome	Method of verification
	[MSGMU2_W04] has an in-depth knowledge of different types and elements of economic structures and institutions, including institutions, organisations and economic entities; understands the causes, course, scale and consequences of changes occurring in them, as well as relations between them on a national, international and intercultural scale; knows the theories explaining relations among them	The student knows the scale of connections and dependencies of the world economy	[SW1] oral statement/conversation/discussion
	[MSGMU2_W03] knows and understands types of economic ties and the regularities governing them; understands the conditions and principles of the functioning of the market and the market mechanism in the national, international and global aspect	Able to assess the scale of opportunities in exploiting the potential of a partner	[SW2] presentation/project/paper/report
	[MSGMU2_U07] can plan and manage a commercial transaction on the international market, conduct effective negotiations, analyse and critically assess the course of the transaction	Understands what the conclusion of trade reansactions is about	[SU6] demonstration of practical skills
	[MSGMU2_K02] is ready to critically assess the level of acquired knowledge, skills and professional competence in the area of international economic relations	He/she is aware of the challenges of constantly expanding his knowledge	[SK1] oral statement/conversation/discussion
	[MSGMU2_K03] is ready to actively participate in groups, organisations and institutions conducting professional projects concerning the functioning of economic entities in the conditions of globalisation and the development of integration processes	Ability to work in groups and make compromises	[SK8] observation of student's independent or team work
	[MSGMU2_K06] is ready to independently identify, diagnose and responsibly resolve dilemmas and alternative solutions related to his/her profession and the development of professional achievements	Has the ability to verify information and prepare solution options	[SK1] oral statement/conversation/discussion
Subject contents	The nature of social communication - Barriers to communication - Stereotypes and prejudices - Intercultural communication; - Cross-cultural differences - Kluckhohn-Strodtbeck system of reference - Conflict resolution process - Elements of the process - Negotiator's expectations vs. company's expectations. - Negotiation; - Types of negotiation - Ways of building a negotiating team - Decision making		
Prerequisites and co-requisites	No requirements		
Assessment methods and criteria	Subject passing criteria	Passing threshold	Percentage of the final grade
	workshop	60.0%	100.0%
Recommended reading	Basic literature	Murphy J., Russill R., Steele P., Jak odniesc sukces w negocjacjach, Wolters Kluwer, 2013 R. Fisher, B.Patton, W. Ury, Dochodzac do TAK, PWE, Warszawa 2016	
	Supplementary literature	Grodzicki J., Klusek-Wojciszke B., Analysis of the organizational climate assessment on the example of employees of the textile industry , InfoGlob 2018	

	eResources addresses	Adresy na platformie eNauczenie:
Example issues/ example questions/ tasks being completed		
Work placement	Not applicable	

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