

Subject card

Subject name and code	Negotiations in International Business, PG_00172437						
Field of study	International Economic Relations						
Date of commencement of studies	October 2025		Academic year of realisation of subject		2027/2028		
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	3		Language of instruction		Polish		
Semester of study	6		ECTS credits		2.0		
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	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		5.0		30.0	50
Subject objectives	To familiarize the student with the elements of the international negotiation proces						
Learning outcomes	Course outcome		Subject outcome		Method of verification		
	[MSGL3_K01] is ready to recognise the importance of knowledge in the field of economics in the process of identifying and solving economic problems and to consult experts in case of difficulties in solving them independently		Able to make decisions		[SK2] presentation/project/paper/report		
	[MSGL3_K05] correctly identifies, diagnoses and solves dilemmas and various options of solutions related to the profession		Has knowledge of the decision-making proces		[SK1] oral statement/conversation/discussion		
	[MSGL3_U06] can identify selected risks related to international operations of enterprises and assess their consequences correctly		Able to analyze the information at hand		[SU8] observation of student's independent or team work		
	[MSGL3_U14] can interact and work in a team (including an international one), taking various roles within it		Is able to work in a group		[SU2] presentation/project/paper/report		
	[MSGL3_W07] knows and understands types of economic ties and regularities governing them, including the principles of functioning of the market and the market mechanism, both in the national and international aspect		Has knowledge of cultural differences The student discusses concerns during consultations with the instructor		[SW1] oral statement/conversation/discussion		
Subject contents	Body language;Ways of creating messagesTypes of negotiationWays of building a negotiating teamEtiquette in the process of international negotiationsInternational customs						

Prerequisites and co-requisites			
Assessment methods and criteria	Subject passing criteria	Passing threshold	Percentage of the final grade
		0.0%	100.0%
Recommended reading	Basic literature	M.Chmielecki., Techniki negocjacji i wywierania wpływu, OnePress, 2022	
	Supplementary literature	R. Fisher, B.Patton, W. Ury, Dochodząc do TAK, PWE, Warszawa 2016	
	eResources addresses		
Example issues/ example questions/ tasks being completed			
Work placement	Not applicable		

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