

Subject card

Subject name and code	Negotiations in Business, PG_00172707						
Field of study	Business and Environmental Technology						
Date of commencement of studies	October 2025		Academic year of realisation of subject			2026/2027	
Education level	Master's studies		Subject group				
Mode of study	full-time studies		Mode of delivery			at the university	
Year of study	2		Language of instruction			Polish	
Semester of study	4		ECTS credits			2.0	
Learning profile	academic		Assessment form			credit	
Conducting unit							
Name and surname of lecturer (lecturers)	Subject supervisor		dr Dominik Aziewicz				
	Teachers		dr Dominik Aziewicz				
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		13.0		22.0	50
Subject objectives	To familiarize students with various aspects of the negotiation process						

Learning outcomes	Course outcome	Subject outcome	Method of verification
	[BiTEMU2_W05] knows various types of economic and social bonds and relations created by economic sciences and about the regularities that govern them at an advanced level	understands the importance of interpersonal relationships in negotiation processes and knows how to build relationships in this area	[SW1] oral statement/ conversation/discussion [SW2] presentation/project/paper/ report
	[BiTEMU2_U02] uses in practice various forms and scope of acquired economic knowledge, complementing it with a critical analysis of effectiveness and usefulness	uses knowledge and negotiation skills in the school context and critically analyzes the effectiveness of various negotiation techniques	[SU2] presentation/project/paper/ report [SU5] implementation of a problem task
	[BiTEMU2_K01] understands the need for lifelong learning, verifies the state of his/her economic knowledge, understands the need to inspire and organize the learning process of others; has the ability to use a foreign language to a degree enabling communication, including for professional purposes (level B2+ or higher)	understands the need for lifelong learning to improve knowledge and negotiation skills, is able to indicate doubts during consultation with the instructor	[SK1] oral statement/conversation/ discussion
	[BiTEMU2_W06] has in-depth knowledge of views on selected types of economic entities, structures and institutions as well as selected categories of economic ties and their historical evolution	Has in-depth theoretical knowledge of negotiation. Able to apply this knowledge when working on a project assignment. Also, consults project assumptions and progress with the instructor during consultations and project blocks. Project blocks are included in the class schedule, and consultation dates and locations are published on the University of Gdańsk website.	[SW1] oral statement/ conversation/discussion [SW2] presentation/project/paper/ report
	[BiTEMU2_W09] predicts the effects of human interference in the natural environment and analyzes the impact of human activity on the quality of the environment on a local, regional and global scale at an advanced level	In negotiations, it takes into account the interests of the natural environment and complies with the principles of using the environment in a sustainable manner	[SW1] oral statement/ conversation/discussion [SW2] presentation/project/paper/ report
	[BiTEMU2_W03] has in-depth knowledge of economic processes, phenomena, entities, structures and institutions as well as the detailed principles of their functioning	has in-depth knowledge of negotiating partners specific to the green economy	[SW1] oral statement/ conversation/discussion [SW2] presentation/project/paper/ report
	[BiTEMU2_W01] provides an in-depth analysis of the relationship between economics and environmental technology, and their place within the social and natural sciences.	has knowledge in negotiating the green economy and technology as well as ecological business	[SW1] oral statement/ conversation/discussion [SW2] presentation/project/paper/ report
	[BiTEMU2_K05] Is aware of the importance of business ethics and corporate social responsibility in professional life and demonstrates a willingness to act with respect for others and the principles of professional loyalty and loyalty to the company, understood as reliable and responsible performance of duties.	When planning and conducting negotiations, he remembers business ethics and respect for negotiation partners	[SK1] oral statement/conversation/ discussion [SK2] presentation/project/paper/ report
	[BiTEMU2_U01] is able, based on economic sciences, to correctly observe, interpret, and explain economic phenomena and processes and the mutual relations between them, using specialized economic terminology	is able to conduct an analysis before negotiations and build a negotiating position and arguments supporting it	[SU2] presentation/project/paper/ report [SU5] implementation of a problem task

Subject contents	A. Topics of the lecture Conflict situations in negotiations Negotiation models Strategies and stages of negotiation Manipulation techniques in negotiations Determinants of effective negotiations B. Issues of an interactive lecture (type of workshops) Basic principles of effective negotiations Determining your own negotiating style Developing communication skills in the negotiation process Coping with stress in a negotiation situation The personality of the negotiator		
Prerequisites and co-requisites	None		
Assessment methods and criteria	Subject passing criteria	Passing threshold	Percentage of the final grade
	Presentation/project	51.0%	100.0%
Recommended reading	Basic literature	Lewicki R, Pomyśl zanim powiesz. Wszystko o strategiach negocjacyjnych, W-wa; 1998, Amber; Deutch M; Coleman P.T; Rozwiązywanie konfliktów, Kraków 2008, Wyd. Uniwersytetu Jagiellońskiego Penc J, Komunikacja i negocjowanie w organizacji, Warszawa 2010, Difin A.2. Fisher R; Ury W; Bruce W; Dochodząc do tak. Negocjacje bez poddawania się, Warszawa 2012 . Ury W; Odchodząc od NIE. Negocjowanie od konfrontacji do kooperacji, Warszawa 1995 Bruce B; Lewicki R; Anders D, Zasady negocjacji, Rebis, 2011	
	Supplementary literature	Karsznicki K; Sztuka dyplomacji w świecie wielokulturowym, Warszawa 2013, Difin Ertel D; Gordon M; Negocjacje fair play; MT Biznes Zimbardo F; Psychologia i życie, Warszawa 2002, PWN	
	eResources addresses		
Example issues/ example questions/ tasks being completed	Basic principles of effective negotiations Determining your own negotiating style Developing communication skills in the negotiation process Coping with stress in a negotiation situation The personality of the negotiator		
Work placement	Not applicable		

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