University of Gdańsk

Subject card

Subject name and code	Negotiations in International Business, PG_00199286		
Field of study	International Economic Relations		
Date of commencement of studies	October 2026	Academic year of realisation of subject	2028/2029
Education level	Bachelor's studies	Subject group	Obligatory subject group in the field of study Optional subject group Subject group related to scientific research 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	3.0
Learning profile	academic	Assessment form	credit
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	15.0	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	4.0	41.0	75

Subject objectives

To familiarize the student with the elements of the international negotiation process

Learning outcomes

Course outcome	Subject outcome	Method of verification
[MSGL3_W07] has knowledge and understanding of the 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	Able to analyze the information at hand	[SW1] oral statement/ conversation/discussion
[MSGL3_U06] can identify selected risks related to international operations of enterprises and assess their consequences correctly	Has knowledge of cultural differences The student discusses concerns during consultations with the instructor	[SU1] oral statement/conversation/ discussion
[MSGL3_K05] correctly identifies, diagnoses and solves dilemmas and various options of solutions related to the profession	Able to make decisions	[SK8] observation of student's independent or team work

<table>
<tr><td>Subject contents</td><td>The nature of social communication- Barriers to communication- Stereotypes and prejudices- Cross-cultural differences. The process of international negotiations</td></tr>
<tr><td>Prerequisites and co-requisites</td><td></td></tr>
<tr><td>Assessment methods and criteria</td><td>
<table>
<tr><th>Subject passing criteria</th><th>Passing threshold</th><th>Percentage of the final grade</th></tr>
<tr><td>active participation in class</td><td>51.0%</td><td>100.0%</td></tr>
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</td></tr>
<tr><td rowspan="3">Recommended reading</td><td>Basic literature</td><td>M.Chmielecki., Techniki negocjacji i wywierania wpływu, OnePress, 2022</td></tr>
<tr><td>Supplementary literature</td><td>R. Fisher, B.Patton, W. Ury, Dochodząc do TAK, PWE, Warszawa 2016</td></tr>
<tr><td>eResources addresses</td><td></td></tr>
<tr><td>Example issues/ example questions/ tasks being completed</td><td></td></tr>
<tr><td>Work placement</td><td>Not applicable</td></tr>
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