

**Subject card**

<b>Subject name and code</b>	Negotiations in International Business, PG_00199286						
<b>Field of study</b>	International Economic Relations						
<b>Date of commencement of studies</b>	October 2026	<b>Academic year of realisation of subject</b>			2028/2029		
<b>Education level</b>	Bachelor's studies	<b>Subject group</b>			Obligatory subject group in the field of study Optional subject group Subject group related to scientific research in the field of study		
<b>Mode of study</b>	full-time studies	<b>Mode of delivery</b>			at the university		
<b>Year of study</b>	3	<b>Language of instruction</b>			Polish		
<b>Semester of study</b>	6	<b>ECTS credits</b>			3.0		
<b>Learning profile</b>	academic	<b>Assessment form</b>			credit		
<b>Conducting unit</b>	Division of Global Economy -> Department of Maritime Transport and Seaborne Trade -> Faculty of Economics -> Rector						
<b>Name and surname of lecturer (lecturers)</b>	Subject supervisor		dr Jacek Grodzicki				
	Teachers						
<b>Lesson types</b>	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						
<b>Learning activity and number of study hours</b>	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
<b>Subject objectives</b>	To familiarize the student with the elements of the international negotiation process						
<b>Learning outcomes</b>	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		
<b>Subject contents</b>	The nature of social communication- Barriers to communication- Stereotypes and prejudices- Cross-cultural differences. The process of international negotiations						
<b>Prerequisites and co-requisites</b>							
<b>Assessment methods and criteria</b>	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	

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