University of Gdańsk

Subject card

Subject name and code	Negotiations and Interpersonal Communication, PG_00199400		
Field of study	Economics		
Date of commencement of studies	October 2026	Academic year of realisation of subject	2027/2028
Education level	Master'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	2	Language of instruction	Polish
Semester of study	4	ECTS credits	4.0
Learning profile	academic	Assessment form	credit
Conducting unit			
Name and surname of lecturer (lecturers)	Subject supervisor	dr Joanna Litwin	
	Teachers		

Lesson types

Lesson type	Lecture	Tutorial	Laboratory	Project	Seminar	SUM
Number of study hours	0.0	30.0	0.0	30.0	0.0	60

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	60	0.0	40.0	100

Subject objectives

The aim of the class is to impart knowledge and acquire skills on how and why to conduct effective negotiations and effective interpersonal communication.

Learning outcomes

Course outcome	Subject outcome	Method of verification
[EKONMU2_U06] can practically apply various forms and range of acquired knowledge in economics, finance and management, supplementing it with an independent critical analysis of its efficiency and usefulness	Is able to find an adequate strategy to act in a negotiation situation. Is able to communicate with the environment in such a way as to increase the likelihood of a successful agreement. Is aware of the need to differentiate his/her attitudes, behaviour and actions according to his/her role in the negotiation and interpersonal communication processes.	[SU1] oral statement/conversation/ discussion [SU5] implementation of a problem task [SU8] observation of student's independent or team work
[EKONMU2_W11] knows the detailed principles of establishing and developing forms of individual entrepreneurship, using the knowledge of economics, finance and management sciences	Knows and understands in depth the principles of negotiation and how to shape the planes of communication with internal and external actors.	[SW4] test/exam - oral or written [SW5] implementation of a problem task

<table>
<tr><td>Subject contents</td><td>Negotiation - introduction (definitions, objectives, principles of conduct).

Stages and elements of the negotiation process.

Roles of members of the negotiation team.

Negotiation tactics and orientations.

Features of an effective negotiator.

Negotiation in different cultures.

Verbal communication - types, features, elements of the process, model of communication, barriers, principles of communication.

Non-verbal communication - features, forms, types, principles.

The role of communication in motivating employees and building interpersonal relationships.

Consultation by the student on negotiation and interpersonal communication issues during consultations with the lecturer.</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>implementation of tasks in student groups during classes (content quality, compliance with the state of the art, timeliness)</td><td>80.0%</td><td>50.0%</td></tr>
<tr><td>Colloquium (descriptive questions)</td><td>51.0%</td><td>50.0%</td></tr>
</table></td></tr>
<tr><td>Recommended reading</td><td><table>
<tr><td>Basic literature</td><td>1. Fisher R., W. Ury, B. Patton, Getting to Yes: Negotiating An Agreement Without Giving In, Random House UK Ltd 2018.
2. Ury W, Getting Past No, Bantam Doubleday Dell Publishing 2003.
3. Voss Ch., Raz T., Never Split the Difference: Negotiating As If Your Life Depended On It, Harper Collins Publising 2016.</td></tr>
<tr><td>Supplementary literature</td><td>1. Castle T., The Art of Negotiation: How to get what you want (every time), I_AM Self-Publishing 2018.
2. Carnegie D., How to Win Friends and Influence People, Gallery Books 1998.</td></tr>
<tr><td>eResources addresses</td><td></td></tr>
</table></td></tr>
<tr><td>Example issues/ example questions/ tasks being completed</td><td>Examples of tasks carried out in class:
1. Identify, formulate and prioritise objectives for negotiation for the indicated negotiation situation.
2. Identify members of the negotiating team.
3. Prepare alternatives to a negotiated agreement - BATNA.
4. Formulate and present ways of responding to a negotiating partner's arguments according to the principles of feedback formulation.</td></tr>
<tr><td>Work placement</td><td>Not applicable</td></tr>
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