University of Gdańsk

Subject card

Subject name and code	Agreement in Business, PG_00199476		
Field of study	International Economic Relations		
Date of commencement of studies	October 2026	Academic year of realisation of subject	2026/2027
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	1	Language of instruction	Polish
Semester of study	2	ECTS credits	1.0
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	dr Jacek Grodzicki	

Lesson types

Lesson type	Lecture	Tutorial	Laboratory	Project	Seminar	SUM
Number of study hours	15.0	0.0	0.0	5.0	0.0	20

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	20	0.0	5.0	25

Subject objectives

To prepare the student for conflict situations. To lay the foundation for the use of knowledge in techniques and tools to facilitate agreement.

Learning outcomes

Course outcome	Subject outcome	Method of verification
[MSGMU2_W03] knows and understands types of economic ties and the regularities governing them; understands the conditions and principles of the functioning of the market and the market mechanism in the national, international and global aspect	The student is able to assess the scale of opportunities in exploiting the potential of a partner. The student consults the project progress during consultations.	[SW2] presentation/project/paper/ report

Subject contents

The nature of social communication

- Barriers to communication
- Stereotypes and prejudices

Intercultural communication;
- Cross-cultural differences
- Kluckhohn-Strodtbeck system of reference

Conflict resolution process
- Elements of the process
- Negotiator's expectations vs. company's expectations.

Negotiation;
- Types of negotiation
- Ways of building a negotiating team
- Decision making

<table>
<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 the workshops, project</td><td>51.0%</td><td>100.0%</td></tr>
</table>
</td></tr>
<tr><td rowspan="3">Recommended reading</td><td>Basic literature</td><td>Murphy J., Russill R., Steele P., Jak odniesc sukces w negocjacjach, Wolters Kluwer, 2013
Fisher R., Patton B., Ury W., Dochodząc do TAK, PWE, Warszawa 2016</td></tr>
<tr><td>Supplementary literature</td><td>Grodzicki J., Kłusek-Wojciszke B., Analysis of the organizational climate assessment on the example of employees of the textile industry, InfoGlob 2018</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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