

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						
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		Able to assess the scale of opportunities in exploiting the potential of a partner		[SW2] presentation/project/paper/report		
Subject contents	<p>The nature of social communication</p> <ul style="list-style-type: none"> - 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 						

Prerequisites and co-requisites	No requirements		
Assessment methods and criteria	Subject passing criteria	Passing threshold	Percentage of the final grade
	workshop	60.0%	100.0%
Recommended reading	Basic literature	Murphy J., Russill R., Steele P., Jak odniesc sukces w negocjacjach, Wolters Kluwer, 2013 R. Fisher, B.Patton, W. Ury, Dochodzac do TAK, PWE, Warszawa 2016	
	Supplementary literature	Grodzicki J., Klusek-Wojciszke B., Analysis of the organizational climate assessment on the example of employees of the textile industry , InfoGlob 2018	
	eResources addresses		
Example issues/ example questions/ tasks being completed			
Work placement	Not applicable		

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