University of Gdańsk

Subject card

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| Subject name and code | Negotiations in International Trade, PG_00199668 | | |
| Field of study | International Economic Relations | | |
| 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<br>Optional subject group<br>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 | 3 | ECTS credits | 3.0 |
| Learning profile | academic | Assessment form | credit |
| Conducting unit | Division of International Trade -> Department of International Business -> Faculty of Economics -> Rector | | |
| Name and surname of lecturer (lecturers) | Subject supervisor | dr Monika Grottel | |
| | Teachers | | |

| Lesson types | Lesson type | Lecture | Tutorial | Laboratory | Project | Seminar | SUM |
|---|---|---|---|---|---|---|---|
| | Number of study hours | 0.0 | 30.0 | 0.0 | 35.0 | 0.0 | 65 |
| | 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 | 65 | 0.0 | 10.0 | 75 |

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| Subject objectives | To familiarize students with the specificity of trade negotiations with foreign contractors, types of strategies, techniques and tactics of conducting negotiations in international trade, to develop the competences and decision-making skills in planning the trade negotiation process and selecting appropriate forms and methods of conducting negotiations. The student will also become familiar with the case study method used in the analysis of selected negotiation strategies. |

Learning outcomes

| Course outcome | Subject outcome | Method of verification |
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| [MSGMU2_K06] is ready to independently identify, diagnose and responsibly resolve dilemmas and alternative solutions related to his/her profession and the development of professional achievements | The student is ready to independently identify, diagnose and responsibly resolve challenges in the process of commercial negotiations with a foreign contractor.<br>The student is able to design and carry out a project related to a selected issue in international trade negotiations, as well as present and substantiate the solutions adopted. The student discusses the project objectives and implementation progress with the course instructor during project sessions. | [SK2] presentation/project/paper/ report<br>[SK5] implementation of a problem task |
| [MSGMU2_U08] can communicate in an international and culturally diverse environment, using advanced terminology of international economic relations; supports his/ her position, doubts and suggestions with argumentation based on selected theories, opinions of various authors and/or statistical data | The student is able to communicate in an international and culturally diverse negotiation team, using advanced terminology in the field of international commercial transactions; argues its proposals based on knowledge of conducting business on the international market and statistical data. | [SU1] oral statement/conversation/ discussion<br>[SU6] demonstration of practical skills |
| [MSGMU2_U12] can manage teamwork, cooperate and work in a team, in particular an international one, taking a leading role in it | The student is able to cooperate and work in an international negotiation team, taking a leading role in it. | [SU1] oral statement/conversation/ discussion<br>[SU8] observation of student's independent or team work |
| [MSGMU2_K07] is ready to observe and develop the principles of professional ethics and corporate social responsibility, takes into account changing social needs, respects the diversity of opinions and cultures, and is professional and loyal towards the employer | The student is ready to follow and develop ethical principles as a negotiator on the international market, respects the diversity of views and cultures, and is professional. | [SK1] oral statement/conversation/ discussion<br>[SK8] observation of student's independent or team work |
| [MSGMU2_U07] can plan and manage a commercial transaction on the international market, conduct effective negotiations, analyse and critically assess the course of the transaction | The student is able to plan and effectively conduct negotiations, analyzes and critically evaluates their course.<br>The student is able to design and carry out a project related to a selected issue in international trade negotiations, as well as present and substantiate the solutions adopted. The student discusses the project objectives and implementation progress with the course instructor during project sessions. | [SU1] oral statement/conversation/ discussion<br>[SU2] presentation/project/paper/ report<br>[SU5] implementation of a problem task |
| [MSGMU2_W14] has an in-depth knowledge of the human being as an individual making economic decisions, acting in social structures and organisational units, in particular in enterprises operating on the international market | The student has in-depth knowledge of a person as an individual making economic decisions, operating in enterprises operating on the international market, and is able to base decisions on it during negotiations with foreign contractors. | [SW1] oral statement/ conversation/discussion<br>[SW5] implementation of a problem task |

## Subject contents

1. Communication is the basis of negotiations in international business: the essence of communication, the communication process, barriers to effective communication, communication channels, marketing communication.
2. Principles of communication in the negotiation process: verbal matching, non-verbal matching, verbal communication, non-verbal communication, dominance in negotiations, sympathy in negotiations.
3. The essence of conflict in business relationships: causes of conflict, forms and types of conflict, phases of conflict, effects of conflict, ways of resolving conflicts.
4. Negotiations in international business: definition of negotiations, types of negotiations.
5. Phases of the negotiation process.
6. Business negotiation environment.
7. Sides of business negotiations: buyer, seller, negotiation team, profile of an effective negotiator: personality traits and predispositions, types of negotiators.
8. Negotiation styles: dominance, accommodation, avoidance.
9. Negotiation tactics and techniques.
10. The best alternative to a negotiated agreement - BATNA.
11. Cultural determinants of business negotiations.
12. Negotiations with a difficult opponent.

Questions and interpretative issues arising during the implementation of the thematic project, the completion of problem-solving tasks, or the analysis of negotiation processes in international trade, negotiation strategy development, and the evaluation of cultural, legal, and economic factors affecting international negotiations will be discussed and resolved during project sessions.

## Prerequisites and co-requisites

1. knowledge of the scope of commercial transactions carried out on the international market and the cultural conditions of international business
2. ability to conduct analyses, make decisions and plan.
3. activity, ability to communicate and cooperate in a group, creativity.

## Assessment methods and criteria

| Subject passing criteria | Passing threshold | Percentage of the final grade |
|---|---|---|
| presentation of a project prepared in groups | 51.0% | 40.0% |
| tasks carried out during classes | 51.0% | 30.0% |
| activity and attendance at classes, participation in discussions | 51.0% | 30.0% |

## Recommended reading

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| Basic literature | 1. R. Pałgan, *Natura negocjacji handlowych*, Wydawnictwo Gdańskiej Szkoły Wyższej, Gdańsk 2012.<br>2. Roy J. Lewicki, David M. Saunders, Bruce Barry, John W. Minton, *Zasady negocjacji,* Wydawnictwo Rebis, Poznań 2008.<br>3. H. Brdulak, J. Brdulak, *Negocjacje handlowe*, PWE, Warszawa 2007.<br>4. Z. Nęcki, *Negocjacje w biznesie*, Wydawnictwo Profesjonalnej Szkoły Biznesu, Kraków 2006. |
| Supplementary literature | 1. M. Głowik, *Komunikacja niewerbalna w kontaktach interpersonalnych*, Wyd. Promotor, Warszawa 2004.<br>2. *Komunikacja międzykulturowa w integrującej się Europie,* red. k. Karcz, CBiE AE, Katowice 2004.<br>3. G. Hofstede, *Kultury i organizacje. Zaprogramowanie umysłu*, PWE, Warszawa 2000. |
| eResources addresses | |

## Example issues/ example questions/ tasks being completed

Defining the negotiation goal and planning the best alternatives for this goal (BATNA).Planning the time and place of negotiations.Application of selected negotiation techniques in a negotiation game.

## Work placement

Not applicable

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