University of Gdańsk

Subject card

Subject name and code	Negotiations in Business, PG_00199750						
Field of study	Business and Environmental Technology						
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		
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		2.0		
Learning profile	academic		Assessment form		credit		
Conducting unit							
Name and surname of lecturer (lecturers)	Subject supervisor		dr Dominik Aziewicz				
	Teachers						
Lesson types	Lesson type	Lecture	Tutorial	Laboratory	Project	Seminar	SUM
	Number of study hours	15.0	0.0	0.0	15.0	0.0	30
	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	30		0.0		20.0	50
Subject objectives	To familiarize students with various aspects of the negotiation process						

Learning outcomes

Course outcome	Subject outcome	Method of verification
[BiTEMU2_W01] provides an in-depth analysis of the relationship between economics and environmental technology, and their place within the social and natural sciences.	Has knowledge in negotiating the green economy and technology as well as ecological business.	[SW1] oral statement/ conversation/discussion [SW2] presentation/project/paper/ report
[BiTEMU2_W09] predicts the effects of human interference in the natural environment and analyzes the impact of human activity on the quality of the environment on a local, regional and global scale	In negotiations, it takes into account the interests of the natural environment and complies with the principles of using the environment in a sustainable manner.	[SW1] oral statement/ conversation/discussion [SW2] presentation/project/paper/ report
[BiTEMU2_U02] uses in practice various forms and scope of acquired economic knowledge, complementing it with a critical analysis of effectiveness and usefulness	He utilizes his knowledge and negotiation skills when executing a project. He consults its assumptions and progress with the instructor during consultations and project blocks. Project blocks are included in the class schedule, and the dates and locations of consultations are published on the University of Gdańsk website.	[SU2] presentation/project/paper/ report [SU5] implementation of a problem task
[BiTEMU2_K05] Is aware of the importance of business ethics and corporate social responsibility in professional life and demonstrates a willingness to act with respect for others and the principles of professional loyalty and loyalty to the company, understood as reliable and responsible performance of duties.	When planning and conducting negotiations, he remembers business ethics and respect for negotiation partners.	[SK1] oral statement/conversation/ discussion [SK2] presentation/project/paper/ report
[BiTEMU2_U01] is able, based on economic sciences, to correctly observe, interpret, and explain economic phenomena and processes and the mutual relations between them, using specialized economic terminology	Is able to conduct an analysis before negotiations and build a negotiating position and arguments supporting it.	[SU2] presentation/project/paper/ report [SU5] implementation of a problem task
[BiTEMU2_K01] understands the need for lifelong learning, verifies the state of his/her economic knowledge, understands the need to inspire and organize the learning process of others; has the ability to use a foreign language to a degree enabling communication, including for professional purposes (level B2+ or higher)	Understands the need for lifelong learning to improve knowledge and negotiation skills, is able to indicate doubts during consultation with the instructor.	[SK1] oral statement/conversation/ discussion
[BiTEMU2_W03] has in-depth knowledge of economic processes, phenomena, entities, structures and institutions as well as the detailed principles of their functioning	Has in-depth knowledge of negotiating partners specific to the green economy.	[SW1] oral statement/ conversation/discussion [SW2] presentation/project/paper/ report
[BiTEMU2_W06] has in-depth knowledge of views on selected types of economic entities, structures and institutions as well as selected categories of economic ties and their historical evolution	Has in-depth knowledge of negotiation techniques and strategies in this area.	[SW1] oral statement/ conversation/discussion [SW2] presentation/project/paper/ report
[BiTEMU2_W05] knows various types of economic and social bonds and relations created by economic sciences and about the regularities that govern them	Understands the importance of interpersonal relationships in negotiation processes and knows how to build relationships in this area.	[SW1] oral statement/ conversation/discussion [SW2] presentation/project/paper/ report

<table>
<tr><td>Subject contents</td><td>A. Topics of the lecture

Conflict situations in negotiations Negotiation modelsStrategies and stages of negotiationManipulation techniques in negotiationsDeterminants of effective negotiations

B. Issues of an interactive lecture (type of workshops)

Basic principles of effective negotiationsDetermining your own negotiating styleDeveloping communication skills in the negotiation processCoping with stress in a negotiation situationThe personality of the negotiator</td></tr>
<tr><td>Prerequisites and co-requisites</td><td>None</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>project</td><td>51.0%</td><td>100.0%</td></tr></table></td></tr>
<tr><td>Recommended reading</td><td><table><tr><td>Basic literature</td><td>Lewicki R, Pomyśl zanim powiesz. Wszystko o strategiach negocjacyjnych, W-wa; 1998, Amber;

Deutch M; Coleman P.T; Rozwiązywanie konfliktów, Kraków 2008, Wyd. Uniwersytetu Jagielońskiego

Penc J, Komunikacja i negocjowanie w organizacji, Warszawa 2010, Difin A.2.

Fisher R; Ury W; Bruce W; Dochodząc do tak. Negocjacje bez poddawania się, Warszawa 2012 .

Ury W; Odchodząc od NIE. Negocjowanie od konfrontacji do kooperacji, Warszawa 1995

Bruce B; Lewicki R; Anders D, Zasady negocjacji, Rebis, 2011</td></tr><tr><td>Supplementary literature</td><td>Karsznicki K; Sztuka dyplomacji w świecie wielokulturowym, Warszawa 2013, Difin

Ertel D; Gordon M; Negocjacje fair play; MT Biznes

Zimbardo F; Psychologia i życie, Warszawa 2002, PWN</td></tr><tr><td>eResources addresses</td><td></td></tr></table></td></tr>
<tr><td>Example issues/ example questions/ tasks being completed</td><td>Basic principles of effective negotiationsDetermining your own negotiating styleDeveloping communication skills in the negotiation processCoping with stress in a negotiation situationThe personality of the negotiator</td></tr>
<tr><td>Work placement</td><td>Not applicable</td></tr>
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