University of Gdańsk

Subject card

Subject name and code	Negotiation Techniques, PG_00200557		
Field of study	German Studies		
Date of commencement of studies	October 2026	Academic year of realisation of subject	2027/2028
Education level	Bachelor's studies	Subject group	Obligatory subject group in the field of study Optional subject group Humanistic-social 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	Division of Sociology of Work and Social Movements -> Institute of Sociology -> Faculty of Social Sciences -> Rector		
Name and surname of lecturer (lecturers)	Subject supervisor	dr Jacek Mianowski	
	Teachers		

Lesson types

Lesson type	Lecture	Tutorial	Laboratory	Project	Seminar	SUM
Number of study hours	0.0	30.0	0.0	0.0	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	2.0	18.0	50

Subject objectives

Identification of theoretical and practical dimensions of resolving conflict situations.

Verification of negotiation tools in simulation conditions. Solving negotiation dilemmas.

Learning outcomes

Course outcome	Subject outcome	Method of verification
[NIEML3_W10] Knows and understands issues related to the creation and development of various forms of entrepreneurship	The course participant knows and understands the basic issues related to preparing for negotiations in the field of entrepreneurial activities	[SW5] implementation of a problem task
[NIEML3_U01] Is able to use his/her knowledge to formulate and solve problems, acquiring and analysing information; is able to develop and present the results of his/her research	The course participant is able to use his knowledge to formulate and solve problems related to the negotiation procedure	[SU5] implementation of a problem task
[NIEML3_W07] Is aware of the coexistence in the human sciences of different points of view determined by different theoretical views, different national or cultural backgrounds	The course participant knows about the coexistence in the humanities of different points of view on conducting negotiations in different cultural contexts.	[SW5] implementation of a problem task
[NIEML3_K01] Critically evaluates his/her knowledge, demonstrates a willingness to continually expand his/her knowledge and to seek expert advice if he/she has difficulty solving a problem on his/her own	The course participant is able to critically assess his knowledge, is ready to constantly expand it and seek the opinion of experts in the field of negotiations.	[SK8] observation of student's independent or team work

Subject contents

1. Basic concepts and dimensions of negotiations.
2. Factors influencing the course of negotiations.
3. Rules of negotiation. Areas of negotiation.
4. Stages of negotiation. From pre-negotiation to post-negotiation.
5. The importance of preparing for negotiations.
6. The 4 Y's rule. Analysis of achievements in negotiations.
7. Negotiated recycling. Negotiation strategies and attitudes.
8. Negotiation styles, tactics and techniques.
9. Difficult negotiation situations, recognizing signals that the negotiations are closed.
10. Selection of members for the negotiation team. Division of roles in the negotiation team.

Prerequisites and co-requisites

Assessment methods and criteria

Subject passing criteria	Passing threshold	Percentage of the final grade
Individual and/or team preparation of negotiation situations	51.0%	50.0%
Participating in classes and solving negotiation dilemmas	51.0%	50.0%

Recommended reading

Basic literature	Ury W., Fisher R., Patton B., Getting to Yes: Negotiating Agreement Without Giving In, Penguin Books, London 2011
Supplementary literature	Bjorn L., Lennart R, Negotation Techniques, Opole 2009.
eResources addresses	

Example issues/ example questions/ tasks being completed

What is BATNA?

What are the principles of negotiation in the Harvard Negotiation Model?

Work placement

Not applicable

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