University of Gdańsk

Subject card

Subject name and code	Negotiations and social influence, PG_00201845						
Field of study	Management and Communications in Performing Arts						
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 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	2.0			
Learning profile	academic		Assessment form	credit			
Conducting unit	Division of Drama, Theatre and Performance -> Institute of Polish Philology -> Faculty of Languages -> Rector						
Name and surname of lecturer (lecturers)	Subject supervisor		dr Joanna Litwin				
	Teachers						
Lesson types	Lesson type	Lecture	Tutorial	Laboratory	Project	Seminar	SUM
	Number of study hours	15.0	0.0	0.0	0.0	0.0	15
	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	15		2.0		34.0	51
Subject objectives	The aim of the class is to show the ways and principles of effective negotiation and to provide knowledge on methods of social influence .						

Learning outcomes

Course outcome	Subject outcome	Method of verification
[ZKWSSMU2_K06] Under the guidance of a supervisor, is able to plan independent tasks and coordinate projekts in the field of financial management and creating a bussines plan for a stage venture.	Is aware of the need to differentiate one's attitudes, behaviour and actions according to the role played in the negotiation and interpersonal communication processes.	[SK1] oral statement/conversation/ discussion [SK8] observation of student's independent or team work
[ZKWSSMU2_W06] Knows in-depth a number of different methods and managerial analysis techniques supporting the economic decision-making process, and also knows the sources of data and information in the field of social sciences.	Knows and understands in depth the principles of negotiation and how to shape the planes of communication with internal and external actors.	[SW1] oral statement/ conversation/discussion [SW2] presentation/project/paper/ report
[ZKWSSMU2_U11] Is able to search for necessary information in making rational operational and strategic decisions regarding the organization's resources and its efficient management.	Can find an adequate strategy to act in a negotiation situation. Is able to communicate with the environment in such a way as to increase the likelihood of an effective agreement.	[SU1] oral statement/conversation/ discussion [SU2] presentation/project/paper/ report
[ZKWSSMU2_W02] Has in-depth knowledge of the connections between management and quality sciences with various areas of the humanities and is aware of the problems and research opportunities arising from the connection of these areas. Has extended knowledge in the field of social sciences, with particular emphasis on the discipline of management and quality sciences, and understands their relationship with other social sciences.	Knows how characterise the main stages of the negotiation process, taking into account the roles of the different members of the negotiation team. Has knowledge of methods to strengthen and use the negotiating position.	[SW1] oral statement/ conversation/discussion [SW2] presentation/project/paper/ report
[ZKWSSMU2_U12] Is able to search for necessary information in making rational operational and strategic decisions in enterprises.	Able to select arguments in a discussion and adapt message and behaviour to the characteristics of the audience to increase the effectiveness of the message.	[SU1] oral statement/conversation/ discussion [SU2] presentation/project/paper/ report
[ZKWSSMU2_U07] Is able to apply the acquired knowledge in the field of management and quality sciences in professional practice, manage the work of a team and properly cooperate with other people as part of team work and take a leading role in teams.	Be able to cooperate in a group, manage a group, choose such methods and actions which enable the given tasks to be performed effectively and efficiently.	[SU2] presentation/project/paper/ report [SU8] observation of student's independent or team work
[ZKWSSMU2_K07] Is aware and understands the need to behave in an ethical, sustainable and socially responsible way in professional life.	Is aware of the differences in communication with different subjects. Tries to select a variety of methods, a variety of means of communication so as to respect the differences and increase the effectiveness of the agreement.	[SK1] oral statement/conversation/ discussion [SK8] observation of student's independent or team work

Subject contents

1. Introduction to negotiation - concept, objectives, principles.
2. Stages and elements of the negotiation process.
3. Roles of negotiation team members - characteristics of an effective negotiator.
4. Negotiation styles and tactics.
5. Negotiation in different cultures.
6. Verbal and non-verbal communication in negotiations.
7. Techniques of exerting influence.
8. Social influence in teamwork.

Prerequisites and co-requisites

Assessment methods and criteria

Subject passing criteria	Passing threshold	Percentage of the final grade
implementation of tasks in student groups during classes	100.0%	45.0%
team project - completion of work in student groups (quality content, compliance with state of the art, timeliness)	80.0%	45.0%
attendance	80.0%	10.0%

Recommended reading	Basic literature	1. R. Fisher, W. Ury, B. Patton, Dochodząc do TAK. Negocjacje bez poddawania się, PWE, Warszawa 2016. 2. W. Ury, Odchodząc od NIE. Negocjowanie od konfrontacji do kooperacji, PWE, Warszawa 2013. 3. Ch. Voss, T. Raz, Negocjuj jakby od tego zależało twoje życie, MTBiznes, Warszawa 2017. 4. L. Buksak, Szkoła mówców. Myśl i prezentuj inaczej niż wszyscy, HELION, Gliwice 2019. 5. K. Błaszczyk, R. Uździcki, Zbigniew Nęcki (red.), Komunikacja i negocjowanie a współdziałanie interpersonalne, Wydawnictwo: Adam Marszałek, Toruń 2010
	Supplementary literature	1. Praca zbiorowa: Negocjacje droga do paktu społecznego. Doświadczenia, treść, partnerzy, formy, Instytut Pracy i Spraw Socjalnych, Warszawa 1995. 2. L. Kamiński, Komunikacja korporacyjna a biznes, Branta, Katowice 2007. 3. Knocińska A., A. Stefańska, E. Kwiatkowska (red.), Konflikt - negocjacje - kultura komunikacja. Psychospołeczne uwarunkowania i aplikacje, Wyd. Adam Marszałek, Toruń 2014.
	eResources addresses	
Example issues/ example questions/ tasks being completed	Examples of tasks carried out in class: 1. Identify, formulate and prioritise objectives for negotiation for the indicated negotiation situation. 2. Identify members of the negotiating team. 3. Prepare alternatives to a negotiated agreement - BATNA. 4. Formulate and present ways of responding to a negotiating partner's arguments according to the principles of feedback formulation.	
Work placement	Not applicable	

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