University of Gdańsk

Subject card

Subject name and code	Negotiations i Mediations, PG_00206595						
Field of study	Healthcare Management						
Date of commencement of studies	October 2027		Academic year of realisation of subject	2028/2029			
Education level	Bachelor's studies		Subject group	Obligatory subject group in the field of study Subject group related to practical vocational preparation			
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	practical		Assessment form	credit			
Conducting unit	Department of Organisation and Management -> Faculty of Management -> Rector						
Name and surname of lecturer (lecturers)	Subject supervisor		dr Mirosław Czapiewski				
	Teachers						
Lesson types	Lesson type	Lecture	Tutorial	Laboratory	Project	Seminar	SUM
	Number of study hours	0.0	15.0	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		1.0		34.0	50
Subject objectives	Presentation of theoretical and practical aspects of the social dialogue process using mediation and negotiation methods. Familiarization with negotiation and mediation procedures, presentation of collective dispute resolution procedures. Case analysis.						

Learning outcomes

Course outcome	Subject outcome	Method of verification
[ZOZL3_K01] Is prepared to acquire the knowledge necessary to tackle cognitive and practical problems, particularly in the fields of management and quality sciences and the specific characteristics of the healthcare sector. Additionally, the students are ready to assess their current knowledge and the information they receive critically and consult with experts if they have difficulties solving the problem independently.	Acquiring theoretical knowledge and practical skills in resolving collective disputes in healthcare institutions using mediation and negotiation methods.	[SK1] oral statement/conversation/ discussion
[ZOZL3_U06] Can apply and integrate knowledge from the fields of management and quality sciences, as well as economics and finance, to resolve dilemmas and solve complex management problems that arise in their professional work, primarily within the healthcare sector	Acquiring practical skills in negotiation and mediation.	[SU1] oral statement/conversation/ discussion
[ZOZL3_U01] Can analyze and interpret socio-economic processes and phenomena in the context of business decision-making, particularly in relation to the healthcare sector, using knowledge and tools from the fields of management and quality sciences, as well as economics and finance		[SU1] oral statement/conversation/ discussion

Subject contents

The Essence of Social Dialogue.
The Essence of Civic Dialogue.
Legal Foundations for Social Dialogue in Poland.
Institutions of Social Dialogue.
The Essence of Mediation and Negotiation.
Techniques for Conducting Mediation and Negotiation.
Procedures for Resolving Collective Disputes.

Prerequisites and co-requisites

Review of the Act on the Resolution of Collective Disputes.

Assessment methods and criteria

Subject passing criteria	Passing threshold	Percentage of the final grade
	51.0%	50.0%
	51.0%	50.0%

Recommended reading

Basic literature	Stoner, Wankel, Kierowanie, PWE, Warszawa, 1991r. J. Jeżak (pod red.), Rozwój teorii i praktyki zarządzania strategicznego, PAM Center, Łódź 2003r.
Supplementary literature	Biuletyny Instytutu Dialogu Społecznego
eResources addresses	

Example issues/ example questions/ tasks being completed

Istota dialogu społecznego.

Różnice pomiędzy dialogiem społecznym i obywatelskim.

Procedury prowadzenia rokowań i mediacji.

Techniki negocjacji.

Work placement

Not applicable

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