

## Subject card

|                                             |                                                                                                                        |                                                          |                                         |                                     |         |                                                                                   |     |
|---------------------------------------------|------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------|-----------------------------------------|-------------------------------------|---------|-----------------------------------------------------------------------------------|-----|
| Subject name and code                       | Negotiation Theory and Practice, PG_00149159                                                                           |                                                          |                                         |                                     |         |                                                                                   |     |
| Field of study                              | Political Studies                                                                                                      |                                                          |                                         |                                     |         |                                                                                   |     |
| Date of commencement of studies             | October 2024                                                                                                           |                                                          | Academic year of realisation of subject |                                     |         | 2026/2027                                                                         |     |
| Education level                             | Bachelor's studies                                                                                                     |                                                          | Subject group                           |                                     |         | Obligatory subject group in the field of study<br>Humanistic-social subject group |     |
| Mode of study                               | full-time studies                                                                                                      |                                                          | Mode of delivery                        |                                     |         | at the university                                                                 |     |
| Year of study                               | 3                                                                                                                      |                                                          | Language of instruction                 |                                     |         | Polish                                                                            |     |
| Semester of study                           | 5                                                                                                                      |                                                          | ECTS credits                            |                                     |         | 3.0                                                                               |     |
| Learning profile                            | academic                                                                                                               |                                                          | Assessment form                         |                                     |         | credit                                                                            |     |
| Conducting unit                             | Division of Public Policy and Administration -> Institute of Political Science -> Faculty of Social Sciences -> Rector |                                                          |                                         |                                     |         |                                                                                   |     |
| Name and surname of lecturer (lecturers)    | Subject supervisor                                                                                                     |                                                          | dr Barbara Kijewska                     |                                     |         |                                                                                   |     |
|                                             | 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                                                       |                                         | 0.0                                 |         | 50.0                                                                              | 80  |
| Subject objectives                          | .                                                                                                                      |                                                          |                                         |                                     |         |                                                                                   |     |

| Learning outcomes | Course outcome                                                                                                                                                                                                                                                                                                                                                                                                                                                                                | Subject outcome | Method of verification                  |
|-------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------|-----------------------------------------|
|                   | [POLL3_K06] Is ready to recognize and respect different points of view determined by different political, cultural and social backgrounds.                                                                                                                                                                                                                                                                                                                                                    | .               | [SK6] demonstration of practical skills |
|                   | [POLL3_U06] Can explain and describe the principles and values of a democratic state and actively participate in public discourse.                                                                                                                                                                                                                                                                                                                                                            | .               | [SU6] demonstration of practical skills |
|                   | [POLL3_U14] Can prepare oral presentations on specific issues using sources and theoretical approaches.                                                                                                                                                                                                                                                                                                                                                                                       | .               | [SU6] demonstration of practical skills |
|                   | [POLL3_U05] Can determine the mechanisms of functioning of political organisations, including planning and organising the work of oneself and the team, preparing social, political, economic and civic projects (including those involving cooperation with other people), taking into account legal and political aspects in the field of social sciences politics, independently supplementing knowledge and obtaining information, using various sources and technological possibilities. | .               | [SU4] test/exam - oral or written       |
|                   | [POLL3_U04] Has basic skills in forecasting political processes and phenomena with particular emphasis on threats to the legal, social, and political order.                                                                                                                                                                                                                                                                                                                                  | .               | [SU6] demonstration of practical skills |
|                   | [POLL3_W08] Has knowledge about democracy, civil society, political culture and the essence of public discourse in historical and contemporary terms.                                                                                                                                                                                                                                                                                                                                         | .               | [SW4] test/exam - oral or written       |
|                   | [POLL3_K02] Is prepared to participate in building institutionalized forms of civic activity, including acting as a leader.                                                                                                                                                                                                                                                                                                                                                                   | .               | [SK4] test/exam - oral or written       |
|                   | [POLL3_K01] Is prepared to participate in public life and in teams implementing social, political and civic projects at various levels of participation, and uses the acquired knowledge, skills and competencies to act in an entrepreneurial manner.                                                                                                                                                                                                                                        | .               | [SK6] demonstration of practical skills |
|                   | [POLL3_U01] Can correctly interpret and explain the behaviour of individuals and social groups in social life, especially political life.                                                                                                                                                                                                                                                                                                                                                     | .               | [SU2] presentation/project/paper/report |
|                   | [POLL3_W02] Has structured and detailed knowledge of a selected module (specialization) in the field of political science.                                                                                                                                                                                                                                                                                                                                                                    | .               | [SW4] test/exam - oral or written       |
|                   | [POLL3_W12] Knows and understands the mechanisms of governance and political decision-making, including the basic principles and relationships between management, organizing and other interactions between entrepreneurship and politics, and has knowledge of the threats and challenges facing politics, including the principles of creating and developing forms of individual entrepreneurship.                                                                                        | .               | [SW4] test/exam - oral or written       |
|                   | [POLL3_W03] Has basic knowledge of the role of man in social life, especially political life, and his interactions with the social, political, cultural, legal and economic environment.                                                                                                                                                                                                                                                                                                      | .               | [SW4] test/exam - oral or written       |

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|----------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------|---------------------------------------------------------|
|                                                                | Course outcome                                                                                                                                                                          | Subject outcome   | Method of verification                                  |
|                                                                | [POLL3_K04] Is prepared to work in public organisations and institutions, including public administration bodies, political parties and other national and international organisations. | .                 | [SK8] observation of student's independent or team work |
|                                                                | [POLL3_U07] Has the skills necessary to participate in public life, can independently plan and implement own lifelong learning.                                                         | .                 | [SU8] observation of student's independent or team work |
|                                                                | [POLL3_U12] Can analyse, evaluate, and use the content of the media message                                                                                                             | .                 | [SU5] implementation of a problem task                  |
| Subject contents                                               | .                                                                                                                                                                                       |                   |                                                         |
| Prerequisites and co-requisites                                |                                                                                                                                                                                         |                   |                                                         |
| Assessment methods and criteria                                | Subject passing criteria                                                                                                                                                                | Passing threshold | Percentage of the final grade                           |
|                                                                |                                                                                                                                                                                         | 40.0%             | 40.0%                                                   |
|                                                                |                                                                                                                                                                                         | 20.0%             | 20.0%                                                   |
|                                                                |                                                                                                                                                                                         | 40.0%             | 40.0%                                                   |
| Recommended reading                                            | Basic literature                                                                                                                                                                        | .                 |                                                         |
|                                                                | Supplementary literature                                                                                                                                                                | .                 |                                                         |
|                                                                | eResources addresses                                                                                                                                                                    |                   |                                                         |
| Example issues/<br>example questions/<br>tasks being completed | .                                                                                                                                                                                       |                   |                                                         |
| Work placement                                                 | Not applicable                                                                                                                                                                          |                   |                                                         |

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