

Subject card

Subject name and code	Negotiation and communication in practice, PG_00177603						
Field of study	Economics, International Economic Relations						
Date of commencement of studies	October 2023		Academic year of realisation of subject		2025/2026		
Education level	Bachelor'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	3		Language of instruction		Polish The Polish language		
Semester of study	5		ECTS credits		2.0		
Learning profile	academic		Assessment form		credit		
Conducting unit							
Name and surname of lecturer (lecturers)	Subject supervisor		dr Sylwia Machowska-Okrój				
	Teachers						
Lesson types	Lesson type	Lecture	Tutorial	Laboratory	Project	Seminar	SUM
	Number of study hours	30.0	0.0	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		0.0	30
Subject objectives	The aim of the course is to develop practical skills in conducting effective negotiations and conscious and effective communication in various professional and social contexts.						

Learning outcomes	Course outcome	Subject outcome	Method of verification
	[EKONL3_U08] has the ability to observe, understand and analyse economic and social phenomena and processes using appropriate scientific methods	Has the ability to observe, understand and analyse economic and social phenomena and processes using appropriate scientific methods	[SU6] demonstration of practical skills
	[EKONL3_W04] knows the types of economic and social ties and the regularities governing them	The student has knowledge of the impact of social and economic ties on communication style, the course of negotiations and decision-making.	[SW4] test/exam - oral or written [SW5] implementation of a problem task
	[EKONL3_W05] has advanced knowledge of man as a subject who creates social structures and the principles of their functioning and of his action in these structures, knows well the motives of human economic decision-making	The student has knowledge of the social and psychological determinants of communication and negotiation, including the motives, interests, values and behaviours of the parties involved.	[SW4] test/exam - oral or written [SW5] implementation of a problem task
	[MSG3_K04] is ready to think and act in an entrepreneurial manner; adapts to new situations and conditions, undertakes challenges of creative thinking; is resilient to failures; can identify threats and assess the risk of their occurrence	Students think and act in an entrepreneurial manner in negotiation and communication situations, seeking effective, innovative solutions.	[SK1] oral statement/conversation/discussion
	[MSG3_U14] can interact and work in a team (including an international one), taking various roles within it	The student is able to take on and perform various roles within a team (e.g. leader, negotiator, mediator, analyst), depending on the needs of the situation.	[SU6] demonstration of practical skills
	[MSG3_W09] has knowledge about a human being as an individual making economic decisions, acting within social structures and organisational units (in particular enterprises) or conducting individual economic activity	The student understands how social, organisational and cultural conditions influence communication style and negotiation methods.	[SW4] test/exam - oral or written [SW1] oral statement/conversation/discussion
	[EKONL3_K04] is willing to think and act in an entrepreneurial manner; adapts to new situations and conditions, takes on the challenges of creative thinking, is resilient in the face of failure, is able to identify risks and assess the risks of failure	The student is ready to think and act in an entrepreneurial manner in negotiation situations, taking the initiative and seeking creative solutions.	[SK8] observation of student's independent or team work
	[MSG3_K05] correctly identifies, diagnoses and solves dilemmas and various options of solutions related to the profession	The student makes negotiation and communication decisions in a conscious, reflective manner and in accordance with the principles of professional integrity.	[SK6] demonstration of practical skills
	[EKONL3_U13] be able to interact and work in a group (including an international one), assuming various roles within it	The student is able to interact effectively in a negotiation group, understanding the role of the team in the process of reaching an agreement.	[SU8] observation of student's independent or team work

Subject contents	I. Introduction to interpersonal communication Basic concepts: verbal, non-verbal and paraverbal communication Communication models and their practical application Communication barriers and techniques for overcoming them Active listening, empathy, paraphrasing, feedback II. Basics of negotiation Types of negotiation: hard, soft, integrative, positional Stages of the negotiation process Preparation for negotiation analysis of the interests and goals of the parties BATNA, ZOPA, negotiation strategies and tactics III. Social skills and the psychology of negotiation Communication styles and negotiation styles Emotions in negotiations: stress, pressure, emotional control Conflict and ways of resolving it Ethics in negotiations and professional communication IV. Negotiations in a professional environment Negotiations within an organisation (teams, superiors, clients, partners) Communication and negotiations in diverse teams (international, intercultural) Professional dilemmas and responsibility in the negotiation process Decision-making, risk assessment and solution options V. Practical exercises and simulations Negotiation scenarios (individual and group) Assuming roles in a team (leader, mediator, partner, observer) Team project with communication and negotiation analysis Reflection and self-assessment of communication and negotiation style		
Prerequisites and co-requisites	no prerequisites		
Assessment methods and criteria	Subject passing criteria	Passing threshold	Percentage of the final grade
	written examination	51.0%	50.0%
	project	49.0%	50.0%
Recommended reading	Basic literature	Fisher R., Ury W., Patton B. Getting to YES. Negotiating without giving in, Warsaw: PWN, 2019 (3rd edition) Habura P. Negotiations. Theory and practice, Warsaw: Wolters Kluwer, 2021 Mikulowski Pomorski J. Intercultural Communication, Krakow: Universitas, 2006 Łasiński M. Interpersonal Communication in Organisations, Warsaw: Difin, 2018	
	Supplementary literature	Goleman, D. Emotional Intelligence. Poznań: Media Rodzina, 2020.	
	eResources addresses		
Example issues/ example questions/ tasks being completed	Negotiation simulation conducting discussions in teams with assigned roles (e.g. salesperson customer, trade union employer).		
Work placement	Not applicable		

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