

Subject card

Subject name and code	Conducting mediation and negotiations, PG_00185280						
Field of study	Pedagogy						
Date of commencement of studies	October 2026		Academic year of realisation of subject		2028/2029		
Education level	Bachelor's studies		Subject group		Obligatory subject group in the field of study Optional subject group 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	3		Language of instruction		Polish		
Semester of study	6		ECTS credits		1.0		
Learning profile	academic		Assessment form		credit		
Conducting unit							
Name and surname of lecturer (lecturers)	Subject supervisor		dr Katarzyna Wajszczyk				
	Teachers						
Lesson types	Lesson type	Lecture	Tutorial	Laboratory	Project	Seminar	SUM
	Number of study hours	0.0	20.0	0.0	0.0	0.0	20
	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	20		0.0		5.0	25
Subject objectives	Developing students' skills in the effective use of negotiation and mediation techniques in resolving various disputes, conflicts and problematic situations, as well as strengthening the Win-Win attitude that underpins them.						
Learning outcomes	Course outcome		Subject outcome		Method of verification		
	[PEDL3_W12] Graduates have an advanced knowledge and understanding of interpersonal and social communication processes, as well as their regularities and disruptions		Graduates know and understand the principles of communication, including mediation and negotiation.		[SW4] test/exam - oral or written		
	[PEDL3_K03] In terms of competence, graduates are prepared to communicate with people from different backgrounds and with different emotional states, resolve conflicts through dialogue, and create a positive atmosphere for communication in and outside the classroom		The graduate is ready to conduct mediation and negotiations.		[SK5] implementation of a problem task		

Subject contents	1. Differences in understanding the terms: negotiation and mediation. Recognising the differences between them. Ways to act effectively. Life attitude: Win-Win as the basis for thinking about the effectiveness and efficiency of negotiation and mediation. 2. Exerting influence in negotiations. 3. The language of negotiation and mediation: searching for and recognising the language of negotiation and mediation in media messages and in the world around us (distinguishing the language of negotiation and mediation from the language of manipulation). 4. Negotiations and mediations and emotions (emotional restraint and emotional expressiveness, managing emotions, coping with stress). 5. Negotiation techniques 6. Basic principles of negotiation and mediation.		
Prerequisites and co-requisites			
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	nie dotyczy	
	Supplementary literature	nie dotyczy	
	eResources addresses		
Example issues/ example questions/ tasks being completed	nie dotyczy		
Work placement	Not applicable		

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