

**Subject card**

<b>Subject name and code</b>	The Art of Presentation and Public Speaking - conversatory, PG_00197788						
<b>Field of study</b>	Administration						
<b>Date of commencement of studies</b>	October 2026	<b>Academic year of realisation of subject</b>			2027/2028		
<b>Education level</b>	Bachelor's studies	<b>Subject group</b>			Obligatory subject group in the field of study Subject group related to scientific research in the field of study		
<b>Mode of study</b>	full-time studies	<b>Mode of delivery</b>			at the university		
<b>Year of study</b>	2	<b>Language of instruction</b>			Polish		
<b>Semester of study</b>	4	<b>ECTS credits</b>			2.0		
<b>Learning profile</b>	academic	<b>Assessment form</b>			credit		
<b>Conducting unit</b>							
<b>Name and surname of lecturer (lecturers)</b>	<b>Subject supervisor</b>		mgr Wojciech Jankowski				
	<b>Teachers</b>						
<b>Lesson types</b>	<b>Lesson type</b>	Lecture	Tutorial	Laboratory	Project	Seminar	SUM
	<b>Number of study hours</b>	30.0	0.0	0.0	0.0	0.0	30
	E-learning hours included: 0.0						
<b>Learning activity and number of study hours</b>	<b>Learning activity</b>	Participation in didactic classes included in study plan		Participation in consultation hours		Self-study	SUM
	<b>Number of study hours</b>	30		2.0		18.0	50
<b>Subject objectives</b>	The purpose of the lecture is to provide students with basic knowledge of rhetoric, public speaking, eristics, basics of negotiation along with elements of communication theory, psychology and sociology. After all, fluent and persuasive speech, as well as the expression of ideas in writing, are essential elements of legal education. In addition to lectures that are theoretical in nature, students participate in arranged debates or trials, which take place in specially prepared for this purpose courtrooms. Translated with DeepL.com (free version)						

Learning outcomes	Course outcome	Subject outcome	Method of verification
	[ADMINL3_U02] is able to communicate on matters typical for professional work related to their field of study and to prepare oral presentations, written papers, and a legal document concerning basic issues related to the organization and functioning of public administration, administrative activity, and the application of law in selected areas of social and economic life; including the ability to draft a typical administrative act and an application in an administrative case.	Student adapts language and presentation style to different target groups, uses techniques for simplifying complex legal content and applies methods for building trust and managing difficult	[SU1] oral statement/conversation/discussion
	[ADMINL3_K03] is prepared to perform duties in public administration in a responsible manner, with due regard for professional ethics, including in positions requiring the professional title of Bachelor's degree holder. Furthermore, he/she is ready to undertake employment in other entities in roles related to administrative activities and the application of law within specified areas of social and economic life.	Student defines basic concepts in the field of rhetoric and public communication, distinguishes presentation styles in different professional contexts and identifies the specificity of language used in administrative presentations.	[SK1] oral statement/conversation/discussion
	[ADMINL3_U04] is able to plan and organize his/her own work and is prepared to actively participate in teams involved in the performance of administrative activities.	Student constructs logical presentation structure using visual aids, masters body language techniques and voice modulation, and delivers effective speeches while maintaining contact with the audience.	[SU1] oral statement/conversation/discussion
[ADMINL3_W03] possesses advanced knowledge of, and understands, the procedures applied within public administration, as well as the various methods and instruments — both legal and non-legal — employed in administrative activity.	Student demonstrates professional attitude during public speeches, maintains ethical communication standards and takes responsibility for the quality and reliability of information conveyed.	[SW1] oral statement/conversation/discussion	
Subject contents	1. The gist of rhetoric and legal rhetoric. Genesis of the discipline and the name. Basic concepts and principles of classical rhetoric (persuasion, audience, topos, purpose and functions of rhetoric, etc.). The problem of ethical limits of persuasion. Rhetoric and other forms of communication and persuasion. Rhetoric and related and associated disciplines (semiotics, logic, eristics, communication theory, information theory, sociology, psychology). Living speech versus rhetorical writing. Methodology of teaching and improving rhetorical skills. Usefulness of rhetoric and communication theory in the legal profession. 2. divisions of classical rhetoric. Basic principles of rhetorical invention, composition and elocution. Basic principles of speech delivery. Improvised speech. Speech directed to a non-specialized audience. 3 Psychological issues in rhetoric. Non-verbal communication. 4. specifics of legal rhetoric. Typical legal audiences and rhetorical situations. The problem of multiplicity of audiences in legal persuasion. Normative limitations of legal persuasion (legal norms, codes of professional ethics, moral and moral norms). Typical legal topos and arguments. Justification of assertions, judgments and norms in the work of a lawyer. Questioning skills as part of legal knowledge. 5. eristics. 6. Rhetorical-topical concepts of law. Ch. Perelman's new rhetoric. The concept of law as a conversation. The theory of discourse by J. Habermas and R. Alexago. Hermeneutics. legal. Argumentative concepts of legal interpretation. Proceduralism of law. 7 The role of the lawyer in negotiations. Negotiation strategies and tactics. Phases of negotiation. Negotiation competencies of lawyers. 8. simulation of a parliamentary debate or a court hearing.		
Prerequisites and co-requisites			
Assessment methods and criteria	Subject passing criteria	Passing threshold	Percentage of the final grade
		51.0%	100.0%
Recommended reading	Basic literature	Leksykon retoryki prawniczej. 100 podstawowych pojęć, (red.) P. Rybiński, K. Zeidler, Wyd. C.H. Beck, Warszawa 2018. J. Jabłońska-Bonca, K. Zeidler, Prawnik a sztuka retoryki i negocjacji, Wyd. LexisNexis, Warszawa 2023 A. Schopenhauer, Erystyka czyli sztuka prowadzenia sporów, tłum. B. Konorski, L. Konorska, Warszawa.	
	Supplementary literature	M. Korolko, Retoryka i erystyka dla prawników, Wyd. Prawnicze PWN, Warszawa 2001. M. Korolko, Sztuka retoryki. Przewodnik encyklopedyczny, Wyd. PWN, Warszawa 1998.	
	eResources addresses		

Example issues/ example questions/ tasks being completed	What is legal rhetoric and what are its basic concepts and principles? What are the basic principles of invention, composition, and elocution in classical rhetoric? What are the psychological aspects of rhetoric and what is the role of non-verbal communication? What are the typical legal audiences and what issues arise from the diversity of audiences in legal persuasion? What is eristics and what is its significance in rhetoric? What are rhetorical-topical concepts of law, such as Ch. Perelman's new rhetoric? What is the role of a lawyer in negotiations and what are the basic negotiation strategies? What are the main phases of a parliamentary debate or court trial and how should one prepare for them?
Work placement	Not applicable

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