

Subject card

Subject name and code	Negotiations in International Business, PG_00199286						
Field of study	International Economic Relations						
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			3.0		
Learning profile	academic	Assessment form			credit		
Conducting unit	Division of Global Economy -> Department of Maritime Transport and Seaborne Trade -> Faculty of Economics -> Rector						
Name and surname of lecturer (lecturers)	Subject supervisor		dr Jacek Grodzicki				
	Teachers						
Lesson types	Lesson type	Lecture	Tutorial	Laboratory	Project	Seminar	SUM
	Number of study hours	15.0	15.0	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		4.0		41.0	75
Subject objectives	To familiarize the student with the elements of the international negotiation process						
Learning outcomes	Course outcome		Subject outcome		Method of verification		
	[MSGL3_W07] has knowledge and understanding of the types of economic ties and regularities governing them, including the principles of functioning of the market and the market mechanism, both in the national and international aspect		Able to analyze the information at hand		[SW1] oral statement/conversation/discussion		
	[MSGL3_U06] can identify selected risks related to international operations of enterprises and assess their consequences correctly		Has knowledge of cultural differences The student discusses concerns during consultations with the instructor		[SU1] oral statement/conversation/discussion		
	[MSGL3_K05] correctly identifies, diagnoses and solves dilemmas and various options of solutions related to the profession		Able to make decisions		[SK8] observation of student's independent or team work		
Subject contents	The nature of social communication- Barriers to communication- Stereotypes and prejudices- Cross-cultural differences. The process of international negotiations						
Prerequisites and co-requisites							
Assessment methods and criteria	Subject passing criteria		Passing threshold		Percentage of the final grade		
			0.0%		100.0%		

Recommended reading	Basic literature	M.Chmielecki., Techniki negocjacji i wywierania wpływu, OnePress, 2022
	Supplementary literature	R. Fisher, B.Patton, W. Ury, Dochodząc do TAK, PWE, Warszawa 2016
	eResources addresses	
Example issues/ example questions/ tasks being completed		
Work placement	Not applicable	

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