

Subject card

Subject name and code	Negotiations and Interpersonal Communication, PG_00199400						
Field of study	Economics						
Date of commencement of studies	October 2026	Academic year of realisation of subject			2027/2028		
Education level	Master'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	2	Language of instruction			Polish		
Semester of study	4	ECTS credits			4.0		
Learning profile	academic	Assessment form			credit		
Conducting unit							
Name and surname of lecturer (lecturers)	Subject supervisor		dr Joanna Litwin				
	Teachers						
Lesson types	Lesson type	Lecture	Tutorial	Laboratory	Project	Seminar	SUM
	Number of study hours	0.0	30.0	0.0	30.0	0.0	60
	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	60		0.0		40.0	100
Subject objectives	The aim of the class is to impart knowledge and acquire skills on how and why to conduct effective negotiations and effective interpersonal communication.						
Learning outcomes	Course outcome		Subject outcome		Method of verification		
	[EKONMU2_W11] knows the detailed principles of establishing and developing forms of individual entrepreneurship, using the knowledge of economics, finance and management sciences		Knows and understands in depth the principles of negotiation and how to shape the planes of communication with internal and external actors.		[SW4] test/exam - oral or written [SW5] implementation of a problem task		
	[EKONMU2_U06] can practically apply various forms and range of acquired knowledge in economics, finance and management, supplementing it with an independent critical analysis of its efficiency and usefulness		Is able to find an adequate strategy to act in a negotiation situation. Is able to communicate with the environment in such a way as to increase the likelihood of a successful agreement. Is aware of the need to differentiate his/her attitudes, behaviour and actions according to his/her role in the negotiation and interpersonal communication processes.		[SU1] oral statement/conversation/discussion [SU5] implementation of a problem task [SU8] observation of student's independent or team work		

Subject contents	<p>Negotiation - introduction (definitions, objectives, principles of conduct).</p> <p>Stages and elements of the negotiation process.</p> <p>Roles of members of the negotiation team.</p> <p>Negotiation tactics and orientations.</p> <p>Features of an effective negotiator.</p> <p>Negotiation in different cultures.</p> <p>Verbal communication - types, features, elements of the process, model of communication, barriers, principles of communication.</p> <p>Non-verbal communication - features, forms, types, principles.</p> <p>The role of communication in motivating employees and building interpersonal relationships.</p> <p>Consultation by the student on negotiation and interpersonal communication issues during consultations with the lecturer.</p>											
Prerequisites and co-requisites												
Assessment methods and criteria	<table border="1"> <thead> <tr> <th data-bbox="451 730 799 763">Subject passing criteria</th> <th data-bbox="807 730 1142 763">Passing threshold</th> <th data-bbox="1150 730 1487 763">Percentage of the final grade</th> </tr> </thead> <tbody> <tr> <td data-bbox="451 775 799 797">Colloquium (descriptive questions)</td> <td data-bbox="807 775 1142 797">51.0%</td> <td data-bbox="1150 775 1487 797">50.0%</td> </tr> <tr> <td data-bbox="451 808 799 898">implementation of tasks in student groups during classes (content quality, compliance with the state of the art, timeliness)</td> <td data-bbox="807 808 1142 898">80.0%</td> <td data-bbox="1150 808 1487 898">50.0%</td> </tr> </tbody> </table>			Subject passing criteria	Passing threshold	Percentage of the final grade	Colloquium (descriptive questions)	51.0%	50.0%	implementation of tasks in student groups during classes (content quality, compliance with the state of the art, timeliness)	80.0%	50.0%
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Recommended reading	<p>Basic literature</p> <p>Supplementary literature</p> <p>eResources addresses</p>	<ol style="list-style-type: none"> <li data-bbox="807 909 1487 965">Fisher R., W. Ury, B. Patton, Getting to Yes: Negotiating An Agreement Without Giving In, Random House UK Ltd 2018. <li data-bbox="807 965 1487 987">Ury W., Getting Past No, Bantam Doubleday Dell Publishing 2003. <li data-bbox="807 987 1487 1032">Voss Ch., Raz T., Never Split the Difference: Negotiating As If Your Life Depended On It, Harper Collins Publishing 2016. <li data-bbox="807 1043 1487 1088">Castle T., The Art of Negotiation: How to get what you want (every time), I_AM Self-Publishing 2018. <li data-bbox="807 1088 1487 1133">Carnegie D., How to Win Friends and Influence People, Gallery Books 1998. 										
Example issues/ example questions/ tasks being completed	<p>Examples of tasks carried out in class:</p> <ol style="list-style-type: none"> <li data-bbox="451 1200 1487 1223">1. Identify, formulate and prioritise objectives for negotiation for the indicated negotiation situation. <li data-bbox="451 1223 1487 1245">2. Identify members of the negotiating team. <li data-bbox="451 1245 1487 1267">3. Prepare alternatives to a negotiated agreement - BATNA. <li data-bbox="451 1267 1487 1323">4. Formulate and present ways of responding to a negotiating partner's arguments according to the principles of feedback formulation. 											
Work placement	Not applicable											

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