

Subject card

Subject name and code	Negotiation techniques, PG_00200557						
Field of study	German Studies						
Date of commencement of studies	October 2026	Academic year of realisation of subject			2027/2028		
Education level	Bachelor's studies	Subject group			Obligatory subject group in the field of study Optional subject group Humanistic-social subject group		
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			2.0		
Learning profile	academic	Assessment form			credit		
Conducting unit	Division of Sociology of Work and Social Movements -> Institute of Sociology -> Faculty of Social Sciences -> Rector						
Name and surname of lecturer (lecturers)	Subject supervisor		dr Jacek Mianowski				
	Teachers						
Lesson types	Lesson type	Lecture	Tutorial	Laboratory	Project	Seminar	SUM
	Number of study hours	0.0	30.0	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		2.0		18.0	50
Subject objectives	Identification of theoretical and practical dimensions of resolving conflict situations.						
	Verification of negotiation tools in simulation conditions. Solving negotiation dilemmas.						

Learning outcomes	Course outcome	Subject outcome	Method of verification
	[NIEML3_U01] Is able to use his/her knowledge to formulate and solve problems, acquiring and analysing information; is able to develop and present the results of his/her research	The course participant is able to use his knowledge to formulate and solve problems related to the negotiation procedure	[SU5] implementation of a problem task
	[NIEML3_W07] Is aware of the coexistence in the human sciences of different points of view determined by different theoretical views, different national or cultural backgrounds	The course participant knows about the coexistence in the humanities of different points of view on conducting negotiations in different cultural contexts.	[SW5] implementation of a problem task
	[NIEML3_K01] Critically evaluates his/her knowledge, demonstrates a willingness to continually expand his/her knowledge and to seek expert advice if he/she has difficulty solving a problem on his/her own	The course participant is able to critically assess his knowledge, is ready to constantly expand it and seek the opinion of experts in the field of negotiations.	[SK8] observation of student's independent or team work
	[NIEML3_W10] Knows and understands basic issues related to the creation and development of various forms of entrepreneurship	The course participant knows and understands the basic issues related to preparing for negotiations in the field of entrepreneurial activities	[SW5] implementation of a problem task
Subject contents	<ol style="list-style-type: none"> 1. Basic concepts and dimensions of negotiations. 2. Factors influencing the course of negotiations. 3. Rules of negotiation. Areas of negotiation. 4. Stages of negotiation. From pre-negotiation to post-negotiation. 5. The importance of preparing for negotiations. 6. The 4 Y's rule. Analysis of achievements in negotiations. 7. Negotiated recycling. Negotiation strategies and attitudes. 8. Negotiation styles, tactics and techniques. 9. Difficult negotiation situations, recognizing signals that the negotiations are closed. 10. Selection of members for the negotiation team. Division of roles in the negotiation team. 		
Prerequisites and co-requisites			
Assessment methods and criteria	Subject passing criteria	Passing threshold	Percentage of the final grade
	Individual and/or team preparation of negotiation situations	51.0%	50.0%
	Participating in classes and solving negotiation dilemmas	51.0%	50.0%
Recommended reading	Basic literature	Ury W., Fisher R., Patton B., Getting to Yes: Negotiating Agreement Without Giving In, Penguin Books, London 2011	
	Supplementary literature	Bjorn L., Lennart R, Negotiation Techniques, Opole 2009.	
	eResources addresses		
Example issues/ example questions/ tasks being completed	<p>What is BATNA?</p> <p>What are the principles of negotiation in the Harvard Negotiation Model?</p>		
Work placement	Not applicable		

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