

Subject card

Subject name and code	Negotiations and Communication in Practice , PG_00206481						
Field of study	Economics, International Economic Relations						
Date of commencement of studies	October 2024		Academic year of realisation of subject			2026/2027	
Education level	Bachelor's studies		Subject group			Obligatory subject group in the field of study Optional subject group	
Mode of study	full-time studies		Mode of delivery			at the university	
Year of study	3		Language of instruction			Polish	
Semester of study	5		ECTS credits			2.0	
Learning profile	academic		Assessment form			credit	
Conducting unit							
Name and surname of lecturer (lecturers)	Subject supervisor		dr Sylwia Machowska-Okrój				
	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	The aim of the course is to develop practical negotiation and interpersonal communication skills applicable in professional and social contexts. The course has a workshop-based format and prepares students to plan and conduct negotiations, resolve conflicts, build mutual understanding, and cooperate effectively through simulations, role-playing exercises, case study analysis, and other active learning methods.						

Learning outcomes	Course outcome	Subject outcome	Method of verification
	[EKONL3_W05] has a knowledge of man as a subject who creates social structures and the principles of their functioning and of his action in these structures, knows well the motives of human economic decision-making	The student knows and understands the influence of psychological, social and organisational factors on communication and negotiation behaviour as well as on the decision-making process.	[SW4] test/exam - oral or written
	[EKONL3_U08] has the ability to observe, understand and analyse economic and social phenomena and processes using appropriate scientific methods	The student is able to observe, analyse and interpret communication and negotiation processes and draw conclusions regarding their effectiveness.	[SU8] observation of student's independent or team work
	[MSGL3_U14] can interact and work in a team (including an international one), taking various roles within it	The student is able to cooperate effectively in a negotiation team, assume different roles, and adapt communication to the situation and the participants in the negotiation process.	[SU6] demonstration of practical skills
	[MSGL3_K04] is ready to think and act in an entrepreneurial manner; adapts to new situations and conditions, undertakes challenges of creative thinking; is resilient to failures; can identify threats and assess the risk of their occurrence	The student is prepared to conduct negotiations in a flexible and responsible manner and to adapt their communication style to changing conditions and the behaviour of the participants in the negotiation process.	[SK8] observation of student's independent or team work
	[EKONL3_U13] be able to interact and work in a group (including an international one), assuming various roles within it	The student is able to cooperate effectively in a team while conducting negotiations and carrying out communication tasks, assuming different roles and adapting their actions to the objective and the situation.	[SU8] observation of student's independent or team work
Subject contents	[MSGL3_W09] has knowledge about a human being as an individual making economic decisions, acting within social structures and organisational units (in particular enterprises) or conducting individual economic activity	The student knows and understands the role of an individual as a participant in communication and negotiation processes and explains the influence of individual and organisational factors on decision-making.	[SW4] test/exam - oral or written [SW5] implementation of a problem task
	• Fundamentals of effective interpersonal communication. • Practical exercises in verbal and non-verbal communication. • Active listening and providing constructive feedback. • Assertiveness and dealing with difficult interlocutors. • Preparation of a negotiation strategy. • Simulations of commercial, business and organisational negotiations. • Negotiations in conflict situations. • Team and multi-party negotiations. • Cross-cultural negotiations. • Analysis of recordings and case studies. • Workshops on argumentation, persuasion techniques and building mutual understanding. • Evaluation of the negotiation process and discussion of best practices.		
	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		
	• Gracz, L., & Słupińska, K. <i>Negocjacje i komunikacja [Negotiation and Communication]</i>. Difin, Warsaw, 2023. • Fisher, R., Ury, W., & Patton, B. <i>Dochodząc do TAK. Negocjowanie bez poddawania się [Getting to Yes: Negotiating Agreement Without Giving In]</i>. Polish Economic Publishing House (PWE), Warsaw, 2019. • Stewart, J. (Ed.). <i>Mosty zamiast murów. O komunikowaniu się między ludźmi [Bridges Instead of Walls: On Interpersonal Communication]</i>. Polish Scientific Publishers PWN, Warsaw, 2021.		

	Supplementary literature	• Cialdini, R. B. <i>Influence: Science and Practice</i>. Gdańsk Psychological Publishing (GWP), Sopot, 2023. • Pease, A., & Pease, B. <i>The Definitive Book of Body Language</i>. Rebis Publishing House, Poznań, 2022. • Lewicki, R. J., Barry, B., & Saunders, D. M. <i>Essentials of Negotiation</i>. McGraw-Hill Education, New York, 2021. • Stone, D., Patton, B., & Heen, S. <i>Difficult Conversations: How to Discuss What Matters Most</i>. Penguin Books, New York, 2023. • Thompson, L. <i>The Mind and Heart of the Negotiator</i>. Pearson, Harlow, 2024.
	eResources addresses	
Example issues/ example questions/ tasks being completed		
Work placement	Not applicable	

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