

Subject card

Subject name and code	Interpersonal Communication and Negotiation Skills I, PG_00209395						
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		German		
Semester of study	3		ECTS credits		1.0		
Learning profile	academic		Assessment form		credit		
Conducting unit	Division of German Language and Translation Studies -> Institute of German Philology -> Faculty of Languages -> Rector						
Name and surname of lecturer (lecturers)	Subject supervisor		dr Izabela Kujawa				
	Teachers						
Lesson types	Lesson type	Lecture	Tutorial	Laboratory	Project	Seminar	SUM
	Number of study hours	0.0	15.0	0.0	0.0	0.0	15
	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	15		1.0		9.0	25
Subject objectives	The aim of the course is to develop students' competences in interpersonal communication and negotiation techniques by enhancing their ability to communicate effectively, conduct negotiations, resolve conflicts, and build professional relationships in the workplace.						
Learning outcomes	Course outcome		Subject outcome		Method of verification		
	[FGL3_U03] They can apply knowledge of humanities and social sciences useful in the work of a German philologist		Applies knowledge from linguistics, psychology, and communication studies to analyse communication situations and to select appropriate negotiation and interpersonal communication strategies.		[SU1] oral statement/conversation/discussion [SU6] demonstration of practical skills		
	[FGL3_W09] They know and understand the fundamental dilemmas of the contemporary civilisation in the context of issues related to intercultural linguistic and literary communication and the role of modern information technologies in the work of a German philologist		Knows and understands the linguistic, cultural, and social determinants of interpersonal communication and negotiation, including the role of communication strategies, speech acts, and linguistic means in building effective communication in multicultural environments.		[SW1] oral statement/conversation/discussion [SW2] presentation/project/paper/report		
	[FGL3_K05] They are ready to responsibly perform professional roles in various areas of German Philology, including complying with professional ethics and intellectual property protection rules and requiring the same from others		Applies the principles of professional ethics and responsible communication in negotiations and interpersonal relations, while respecting intellectual property rights and the standards governing the professional environment.		[SK1] oral statement/conversation/discussion [SK6] demonstration of practical skills [SK8] observation of student's independent or team work		

Subject contents	• Interpersonal communication – models, functions, and communication barriers. • Linguistic and pragmatic aspects of communication (speech acts, communication strategies, linguistic politeness). • Verbal and non-verbal communication. • Fundamentals and techniques of negotiation. • The language of negotiation – argumentation, persuasion, and linguistic strategies. • Intercultural communication in professional settings. • Conflict resolution and communication ethics. • Analysis and simulation of negotiation situations.		
Prerequisites and co-requisites	• Selection of business and economic specialization. • Knowledge of the German language enabling the achievement of the intended learning outcomes.		
Assessment methods and criteria	Subject passing criteria	Passing threshold	Percentage of the final grade
	Oral and written contributions prepared at home or formulated during simulated games and group work - 20% Written tests during the semester - 30% Oral presentations - 20% Written final exams - 30%	51.0%	100.0%
Recommended reading	Basic literature	• Słupińska K./Gracz L. Negocjacje i komunikacja. Wybrane aspekty. Kraków 2018. • Rosa G./Ostrowska I./Słupińska K./Gracz L. Komunikacja międzykulturowa w biznesie. Kraków 2018. • Cialdini R. Wywieranie wpływu na ludzi. Teoria i praktyka, Gdańsk 2004. • Eismann V. Erfolgreich in Verhandlungen. Training berufliche Kommunikation. Berlin: Cornelsen Verlag, 2006. • Griffin E. Podstawy komunikacji społecznej, Gdańsk 2003. • Kamiński J. Negocjowanie, Warszawa 2004. • Stewart J. Mosty zamiast murów. Podręcznik komunikacji interpersonalnej, Warszawa 2005. The lecturer updates the current required reading list each time	
	Supplementary literature	• Gronbeck B.E., German K., Ehninger D., Monroe A. Zasady komunikacji werbalnej, Poznań 2006. • Mortensen K. Sztuka wywierania wpływu na ludzi, Kraków 2006. • Tokarz M. Argumentacja. Perswazja. Manipulacja, Gdańsk 2006. • Baczyński L. Sekrety skutecznych negocjacji, Warszawa 2008. • Cohen H. Wynegocjuj to! Gliwice 2006. • Enkelmann N.B. Die Sprache des Erfolgs, Rhetorik und Persönlichkeit So stärken Sie Ihr Ich. 4. Auflage, Wien, 2007. • Fuchs B. Sukces w każdych negocjacjach, Warszawa 2008. • Kiesel M./Ulsamer R. Interkulturelle Kompetenz für Wirtschaftsstudierende, Berlin 2000. • Lay R. Manipulation durch Sprache, Rhetorik, Dialektik und Forensik in Industrie, Politik und Verwaltung, 5. Auflage, Berlin 1997. • Leary M. Wywieranie wrażenia na innych. O sztuce autoprezentacji, Gdańsk 2005. • Robinson, Collins In Verhandlungen gewinnen: Strategien, Techniken und Taktiken für Ihren Erfolg, Landsberg/Lech, 1992. • Sikorski W. Gesty zamiast słów. Psychologia i trening komunikacji niewerbalnej, Kraków 2005. • Weisbach, C.-R. Verhandeln und Moderieren für Wirtschaftsstudierende, Berlin 2000. The lecturer updates the current required reading list each time	
	eResources addresses		

Example issues/ example questions/ tasks being completed	• Preparation and conduct of a business negotiation based on an assigned scenario (e.g. negotiating the terms of cooperation, pricing, or project deadlines). • Analysis of linguistic communication strategies used in an authentic negotiation dialogue or business conversation, with particular attention to speech acts, argumentation, and persuasive language strategies.
Work placement	Not applicable

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