University of Gdańsk

Subject card

Subject name and code	International negotiations, PG_00203918						
Field of study	Diplomacy						
Date of commencement of studies	October 2027		Academic year of realisation of subject	2028/2029			
Education level	Bachelor's studies		Subject group	Obligatory subject group in the field of study 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	3		ECTS credits	1.0			
Learning profile	academic		Assessment form	credit			
Conducting unit	Division of Public Policy and Administration -> Institute of Political Science -> Faculty of Social Sciences -> Rector						
Name and surname of lecturer (lecturers)	Subject supervisor		dr Barbara Kijewska				
	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		2.0	8.0	25	
Subject objectives	The aim of the course is to present the essence of negotiations with a special emphasis on cultural conditions in negotiations. Students will have the opportunity to explore how cultural conditions affect negotiation styles, approaches, and strategies used by negotiators from different regions of the world.						

Learning outcomes

Course outcome	Subject outcome	Method of verification
[DYPL3_K04] Is prepared to identify and solve problems in professional work.	.	[SK5] implementation of a problem task
[DYPL3_K05] Is prepared to work in public institutions and national or international organizations, including public administration and other entities operating in the public sphere.	.	[SK1] oral statement/conversation/ discussion
[DYPL3_K06] Recognises the need to maintain an appropriate ethical attitude in professional work and public activities.	.	[SK8] observation of student's independent or team work
[DYPL3_W06] Has advanced knowledge of the methods, techniques, and research tools in political science, enabling the analysis of actors, relationships, institutional structures, processes, and phenomena occurring at the national and international level.	.	[SW2] presentation/project/paper/ report
[DYPL3_W10] Has advanced knowledge of the principles of diplomatic and consular protocol, as well as the norms regulating the activities of diplomatic missions and the representation of the state in international relations.	.	[SW1] oral statement/ conversation/discussion
[DYPL3_W14] Has advanced knowledge of mass media and communication tools and their role in society, also in the context of their use in diplomacy.	.	[SW1] oral statement/ conversation/discussion

Subject contents

1. Interpersonal and Nonverbal Communication.
2. Defining Negotiations.
3. Negotiations and Cultural Differences.
4. Principles of Negotiation.
5. Negotiation Techniques.
6. Stages and Phases of Negotiation.
7. Negotiation Methods of Selected Societies.

Prerequisites and co-requisites

Assessment methods and criteria

Subject passing criteria	Passing threshold	Percentage of the final grade
	50.0%	60.0%
	0.0%	10.0%
	50.0%	30.0%

Recommended reading

Basic literature	.
Supplementary literature	.
eResources addresses	

Example issues/ example questions/ tasks being completed

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Work placement

Not applicable

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