

Course code:

Plan position:

A. INFORMATION ABOUT THE COURSE

B. Basic information

Name of course	Negotiations in Business and Administration
Field of studies	Management
Level of studies	
Profile of studies	
Form of studies	
Specialty	
Unit responsible for the field of studies	Management Faculty
Name and academic degree of teacher(s)	Professor
Introductory courses	Lack of
Introductory requirements	Lack of

C. Semester/week schedule of classes

Semester	Lectures (W)	Auditorium classes (Ć)	Laboratory classes (L)	Project classes (P)	Seminar (S)	Field classes (T)	Number of ECTS points

2. LEARNING OUTCOME

No.	Learning outcomes description	The reference to the learning outcomes of specific field of study	The reference to the learning outcomes for the area
KNOWLEDGE			
W1	The graduate has a knowledge of the negotiation process, including its stages, strategies and techniques.		
W2	The graduate has a knowledge of the negotiation, including analysing interests, defining goals, and choosing strategies.		
...			
SKILLS			
U1	The graduate is able to communicate effectively both verbally and non-verbally during negotiations, demonstrating the ability to listen and express one's own arguments.		
U2	The graduate is able to pursue solutions that satisfy both parties, creating win-win situations.		
...			

SOCIAL COMPETENCES			
K1	The graduate is able to build trust and good relations with negotiating partners.		
K2	The graduate demonstrates the ability to assertively express one's interests, while maintaining moderation and respect for the other party.		
...			

3. TEACHING METHODS

A. Traditional methods used ***

Zajęcia oparte o dyskusję oraz analizę materiału video

B. Distance learning methods used ***

Synchronous method (classes conducted in a way that ensures direct interaction between the student and the teacher in real time, enabling immediate flow of information, the method can be used only if it is provided for in the study plan for a given cycle of education):
e.g. remote lecture in the form of videoconference, remote discussion, etc.

Asynchronous method used as an auxiliary (a method that does not ensure direct interaction between the student and the teacher in real time, used only as an auxiliary / complementary method):
e.g. online educational videos, online multimedia presentations, etc.

4. METHODS OF EXAMINATION

test

5. SCOPE

Lectures	v
Laboratories	

6. METHODS OF VERIFICATION OF LEARNING OUTCOMES

LEARNING OUTCOME	Form of assessment					
	Oral examination	Written exam	Colloquium	Project	Presentation	Test
W1					x	
W2					x	
U1						x
U2						x
K1				x		
K2				x		

7. LITERATURE

Basic literature	The Handbook of Negotiation and Culture Edited by Michele J. Gelfand and Jeanne M. Brett Stanford Business Books An imprint of Stanford University Press Stanford, California 2004 (Internet available)
Supplementary literature	Negotiations and Resolving Conflicts: An Overview prepared by Professor E. Wertheim http://www.cba.neu.edu/~ewertheim/ College of Business Administration Northeastern University (Internet available)

	Negotiation Theory and Practice A Review of the Literature Tanya Alfredson, John Hopkins University, Baltimore, Maryland, USA and Azeta Cungu, Rome, Italy (Internet available)
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8. TOTAL STUDENT WORKLOAD REQUIRED TO ACHIEVE EXPECTED LEARNING OUTCOMES EXPRESSED IN TIME AND ECTS CREDITS

Student's activity		Student workload– number of hours
Classes conducted under a direct supervision of an academic teacher or other persons responsible for classes	Participation in classes indicated in point 1B	
	Supervision hours	
Student's own work	Preparation for classes	
	Reading assignments	
	Other (preparation for exams, tests, carrying out a project etc)	
Total student workload		
Number of ECTS points		