



MODULE DESCRIPTION

Module code	full-time studies:	Z-ZIP1-E-411b
	part-time studies:	Z-ZIPN1-E-411b
Module name	Negotiations	
Module name in Polish	Negocjacje	
Valid from academic year	2019/2020	

MODULE PLACEMENT IN THE SYLLABUS

Field of study	MANAGEMENT AND PRODUCTION ENGINEERING
Level of education	1st degree
Studies profile	General
Form and method of conducting classes	Full-time and Part-time
Specialisation	All
Unit conducting the module	Department of Management and Marketing
Module co-ordinator	Edyta Gąsiorowska-Mącznik, PhD
Approved by:	Dariusz Bojczuk, PhD, DSc

MODULE OVERVIEW

Type of subject / group of subjects	Basic
Module status	Non-compulsory
Language of conducting classes	English
Module placement in the syllabus - semester	Semester IV
Initial requirements	No requirements
Examination (YES/NO)	NO
Number of ECTS credit points	2

Method of conducting classes		Lecture	Classes	Laboratory	Project	Other
Per semester	full-time studies:	15		15		
	part-time studies:	9		9		

TEACHING RESULTS AND THE METHODS OF ASSESSING TEACHING RESULTS

Category	Symbol	Learning outcomes	Assignations to the directional learning outcomes
Knowledge	W01	The student has knowledge of the mechanisms of solving economic conflicts within and around enterprises.	ZIP1_W13
	W02	The student knows and understands the basic standards applicable to the settlement of disputes arising in the course of the implementation of a commercial contract.	ZIP1_W03
Skills	U01	The student is able to use properly selected methods to solve economic conflicts	ZIP1_U01
	U02	The student uses legal and ethical standards governing the settlement of economic disputes.	ZIP1_U06
Social competences	K01	The student is ready to work and communicate in a team and interpret non-verbal communication.	ZIP1_K04
	K02	The student is ready to think in an entrepreneurial way and look for the most beneficial solution to the conflict.	ZIP1_K05

TEACHING CONTENTS

Method of conducting classes	Teaching contents
Lecture	The essence, causes and preparation for economic negotiations. Negotiation strategies. Negotiation tactics. Non-verbal communication in the negotiation process. The role of cultural differences in negotiations. Deadlock and the role of alternative dispute resolution. Assertiveness as a defense against pressure and manipulation in negotiations. Completion of the lecture.
Laboratory	Preparation for economic negotiations on a selected example. Selection and development of a negotiation strategy. Selection and development of negotiation tactics. Implementation of economic negotiations on the selected example. Team negotiations. Creating negotiation scenarios. Negotiating negotiation scenarios prepared by students. Mediation in practice.

METHODS OF ASSESSING TEACHING RESULTS

Symbol	Methods of checking the learning outcomes (select X)					
	Oral exam	Written exam	Test	Project	Statement	Other
W01			X			
W02			X			
U01						X
U02						X
K01						X
K02						X

FORM AND CONDITIONS OF PASSING

Form of classes	Form of credit	Passing conditions
Lecture	Credit with grade	Obtaining at least 50% of the points of the final test.
Laboratory	Credit with grade	Preparation and negotiation of negotiation scenarios, activity during classes.

STUDENT WORKLOAD

Balance of ECTS points												
No.	Type of student's activity	Student's workload										Unit
		full-time					part-time					
		Lc	C	Lb	P	O	Lc	C	Lb	P	O	
1.	Participation in the activities	15		15			9		9			h
2.	Other (consultation, exam)	2		2			2		2			h
3.	Number of hours of a student's as- sisted work	34					22					h
4.	Number of ECTS credit points which are allocated for assisted work	1,4					0,9					ECTS
5.	Number of hours of a student's un- assisted work	16					28					h
6.	Number of ECTS credit points which a student receives for unassisted work	0,6					1,1					ECTS
7.	Work input connected with practical classes	25					25					h
8.	Number of ECTS credit points which a student receives for practical classes	1,0					1,0					ECTS
9.	Total number of hours of a stu- dent's work	50					50					h
10.	Punkty ECTS za modul <i>1 ECTS=25 hours</i>	2										ECTS

LITERATURE

1. Castle T. (2018), *The Art of Negotiation: How to get what you want (every time)*, Kindle Edition, UK.
2. Fisher R., Ury W. (2015), *Getting to Yes*, Penguin books, UK.
3. Ury W. (2003), *Getting Past No: Negotiating in Difficult Situations*, Bantam doubleday dell publishing, USA.