Basic information about the subject (independent of the cycle)

Erasmus code ISCED code Language of instruction Website Prerequisites ECTS points hour equivalents CC ISCED code Language of instruction ECTS points hour equivalents CC ISCED code In I	otal number of hours with an academic teacher number of ECTS points with an academic teacher on-contact hours (students' own work) otal number of non-contact hours number of ECTS points for non-contact hours otal number of ECTS points for the module otivity during class and exercises, oral exam nere are two main objectives of the course. First is to ovide information on most important topics regarding ones of negotiations, different styles and strategies that in be used in negotiations, coalition building, reaching
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ECTS points hour equivalents C 19 19 19 19 19 19 19 19 19 19 19 19 19	otal number of hours with an academic teacher number of ECTS points with an academic teacher on-contact hours (students' own work) otal number of non-contact hours number of ECTS points for non-contact hours otal number of ECTS points for the module otivity during class and exercises, oral exam nere are two main objectives of the course. First is to ovide information on most important topics regarding ones of negotiations, different styles and strategies that in be used in negotiations, coalition building, reaching
Educational outcomes verification methods Description Tipport ty care at the second	nere are two main objectives of the course. First is to ovide information on most important topics regarding pes of negotiations, different styles and strategies that in be used in negotiations, coalition building, reaching
Description Tipple ty care agencies to an example state and the e	ovide information on most important topics regarding pes of negotiations, different styles and strategies that in be used in negotiations, coalition building, reaching
Reading list 1. N 2. N 20 3. P	preement, negotiating disputes and dealing with altural differences in negotiations. Second objective is develop useful life skills of negotiations by using orementioned knowledge in practical negotiation tercises.
	R. J. Lewicki, B. Barry and D. M. Saunders, egotiation, New York: McGraw-Hill, 2014. R. Fisher, W. L. Ury and B. Patton, Getting to Yes: egotiating Agreement Without Giving In, Penguin, 111. L. Thompson, The Mind and Heart of the Negotiator, earson Education, 2014.
S	about different negotiation types about different styles of negotiations and different negotiation strategies about cultural differences in negotiation and how to overcome them KILLS

Destina	 confidence in presenting and defending own interest ability to better understand partner needs open thinking and creativeness in developing new solutions
Practice	

Information about classes in the cycle

Website	https://kampus.umcs.pl/course/view.php?id=2658
Educational outcomes verification	Activity during class and exercises, oral exam
methods	
Comments	
Reading list	 R. J. Lewicki, B. Barry and D. M. Saunders, <i>Negotiation</i>, New York: McGraw-Hill, 2014. R. Fisher, W. L. Ury and B. Patton, <i>Getting to Yes: Negotiating Agreement Without Giving In</i>, Penguin, 2011. L. Thompson, <i>The Mind and Heart of the Negotiator</i>, Pearson Education, 2014.
Educational outcomes	KNOWLEDGE
	 4. about different negotiation types 5. about different styles of negotiations and different negotiation strategies 6. about cultural differences in negotiation and how to overcome them
	SKILLS
	 4. practical negotiation skills 5. to prepare for negotiations and anticipate partners behaviour 6. to conclude negotiations with lasting agreement
	ATTITUDES
	 4. confidence in presenting and defending own interest 5. ability to better understand partner needs 6. open thinking and creativeness in developing new solutions
A list of topics	Topics:
	 Introduction to negotiations. Two party distributive negotiations. Two party integrative negotiations. Critical skills for negotiator. Negotiating disputes. Job negotiations. Cross-cultural negotiations.
Teaching methods	Informative lecture, presentation, negotiations in practice

Assessment methods	Attendance, activity during class and exercises, oral
	exam