|  |  |
| --- | --- |
| **Prowadzący** | Jacek Jakubczak |
| **Oferta PJO\*** | TAK |
| **Oferta PJOE\*** | TAK |
| **Kierunek, rok, stopień dla PJO (\*obowiązkowe)** |  |
| **Semestr roku 2022/2023** | letni\*\* |

\* PJO – przedmiot w języku obcym dla studentów polskich / PJOE – przedmiot w języku obcym dla studentów Erasmus+  
\*\* zostawić właściwe

BASIC INFORMATION ABOUT THE SUBJECT (INDEPENDENT OF THE CYCLE)

|  |  |
| --- | --- |
| **Module name** | Negotiations |
| **Erasmus code** | E-ERASMUS-N |
| **ISCED code** | 0419 |
| **Language of instruction** | English |
| **Website** | <https://www.umcs.pl/en/courses-in-english-2021-2022,21582.htm>  (dla PJOE) |
| **Prerequisites** | Communicative English language skills |
| **ECTS points hour equivalents** | Contact hours (work with an academic teacher): 15  Total number of hours with an academic teacher: 15  Number of ECTS points with an academic teacher: 2 Non-contact hours (students' own work): 15 Total number of non-contact hours: 15 Number of ECTS points for non-contact hours: 1  Total number of ECTS points for the module: 3 |
| **Educational outcomes verification methods** | Active participation in classes, reports from negotiation exercises |
| **Description** | There are two main objectives of the course. First is to provide information on most important topics regarding types of negotiations, different styles and strategies that can be used in negotiations, coalition building, reaching agreement, negotiating disputes and dealing with cultural differences in negotiations. Second objective is to develop useful life skills of negotiations by using aforementioned knowledge in practical negotiation exercises. |
| **Reading list** | Primary literature:  R. J. Lewicki, B. Barry and D. M. Saunders, Negotiation, New York: McGraw-Hill, 2014.  R. Fisher, W. L. Ury and B. Patton, Getting to Yes: Negotiating Agreement Without Giving In, Penguin, 2011.  L. Thompson, The Mind and Heart of the Negotiator, Pearson Education, 2014.  Supplementary literature:  Goldwich, D. (2011). STTS: Win-Win Negotiations: Develop the mindset, skills and behaviours of winning negotiators. Marshall Cavendish International Asia Pte Ltd.  Salacuse, J. (2013). Negotiating life: secrets for everyday diplomacy and deal making. Springer.  Brett, J. M. (2007). Negotiating globally: How to negotiate deals, resolve disputes, and make decisions across cultural boundaries. John Wiley & Sons. |
| **Educational outcomes** | Knowledge:  W1 The student presents and characterizes the different types of negotiations.  W2 The student presents different negotiation styles and strategies.  W3 The student presents cultural differences in negotiations and ways to overcome them.  Skills:  U1 The student uses practical negotiation skills.  U2 The student prepares for negotiations and predicts partners' behaviour.  U3 The student concludes negotiations with a lasting agreement.  Social competences:  K1 The student displays confidence in presenting and defending his/her own interests.  K2. The student demonstrates the ability to better understand the needs of the partner.  K3. The student demonstrates open thinking and creativity in developing new solutions. |
| **Practice** | n/a |

INFORMATION ABOUT CLASSES IN THE CYCLE

|  |  |
| --- | --- |
| **Website** | <https://www.umcs.pl/en/courses-in-english,21103.htm>  (dla PJOE) |
| **Educational outcomes verification methods** | Active participation in classes, reports from negotiation exercises |
| **Comments** | Classes are conducted using distance learning methods and techniques, using the University's e-learning platform Virtual Campus and MS Teams. |
| **Reading list** | Primary literature:  R. J. Lewicki, B. Barry and D. M. Saunders, Negotiation, New York: McGraw-Hill, 2014.  R. Fisher, W. L. Ury and B. Patton, Getting to Yes: Negotiating Agreement Without Giving In, Penguin, 2011.  L. Thompson, The Mind and Heart of the Negotiator, Pearson Education, 2014.  Supplementary literature:  Goldwich, D. (2011). STTS: Win-Win Negotiations: Develop the mindset, skills and behaviours of winning negotiators. Marshall Cavendish International Asia Pte Ltd.  Salacuse, J. (2013). Negotiating life: secrets for everyday diplomacy and deal making. Springer.  Brett, J. M. (2007). Negotiating globally: How to negotiate deals, resolve disputes, and make decisions across cultural boundaries. John Wiley & Sons. |
| **Educational outcomes** | Knowledge:  W1 The student presents and characterizes the different types of negotiations.  W2 The student presents different negotiation styles and strategies.  W3 The student presents cultural differences in negotiations and ways to overcome them.  Skills:  U1 The student uses practical negotiation skills.  U2 The student prepares for negotiations and predicts partners' behaviour.  U3 The student concludes negotiations with a lasting agreement.  Social competences:  K1 The student displays confidence in presenting and defending his/her own interests.  K2. The student demonstrates the ability to better understand the needs of the partner.  K3. The student demonstrates open thinking and creativity in developing new solutions. |
| **A list of topics** | 1. Introduction to negotiations.  2. Preparing for negotiations  3. Two party distributive negotiations.  4. Two party integrative negotiations.  5. Critical skills for negotiator.  6. Negotiating a Job Offer  7. Cross-cultural negotiations.  8. Negotiating disputes.  9. Ethics in Negotiation |
| **Teaching methods** | Informative lecture, presentation, negotiations in practice  E-learning - in synchronous mode:  1. provision of teaching materials  2. on-line lecture  3. group videoconference  4. chat  5. On-line negotiation exercises. |
| **Assessment methods** | Credit for classes based on:  - 10% class activity (W1,W3)  - 90% partial marks for negotiation reports (W2,U1,U2,U3,K1,K2,K3) |