

<b>Prowadzący</b>	Jacek Jakubczak
<b>ERASMUS+ (semestr zima) 2025/2026</b>	NIE
<b>Oferta PJOE (semestr lato) 2025/2026</b>	TAK
<b>Kierunek, rok, stopień dla PJOE (*obowiązkowe)</b>	Zarządzanie, 1 rok, I st

\* PJOE – przedmiot w języku obcym dla studentów polskich oraz dla studentów Erasmus+

\*\* zostawić właściwe

#### BASIC INFORMATION ABOUT THE SUBJECT (INDEPENDENT OF THE CYCLE)

<b>Module name</b>	Negotiations
<b>Language of instruction</b>	English
<b>Prerequisites</b>	
<b>ECTS points hour equivalents (30h = 6 ECTS; 15h = 3 ECTS)</b>	<p>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</p>
<b>Educational outcomes verification methods</b>	Activity during class and exercises
<b>Description</b>	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.
<b>Reading list</b>	<ol style="list-style-type: none"> <li>1. R. J. Lewicki, B. Barry and D. M. Saunders, Negotiation, New York: McGraw-Hill, 2014.</li> <li>2. R. Fisher, W. L. Ury and B. Patton, Getting to Yes: Negotiating Agreement Without Giving In, Penguin, 2011.</li> <li>3. L. Thompson, The Mind and Heart of the Negotiator, Pearson Education, 2014.</li> </ol>
<b>Educational outcomes</b>	<p><b>KNOWLEDGE</b></p> <ol style="list-style-type: none"> <li>1. about different negotiation types</li> <li>2. about different styles of negotiations and different negotiation strategies</li> <li>3. about cultural differences in negotiation and how to overcome them</li> </ol> <p><b>SKILLS</b></p> <ol style="list-style-type: none"> <li>1. practical negotiation skills</li> <li>2. to prepare for negotiations and anticipate partners behaviour</li> <li>3. to conclude negotiations with lasting agreement</li> </ol> <p><b>ATTITUDES</b></p> <ol style="list-style-type: none"> <li>1. confidence in presenting and defending own interest</li> <li>2. ability to better understand partner needs</li> <li>3. open thinking and creativeness in developing new solutions</li> </ol>
<b>Practice</b>	n/a

#### INFORMATION ABOUT CLASSES IN THE CYCLE

<b>Educational outcomes verification methods</b>	Activity during class and exercises
<b>Comments</b>	
<b>Reading list</b>	<ol style="list-style-type: none"> <li>1. R. J. Lewicki, B. Barry and D. M. Saunders, Negotiation, New York: McGraw-Hill, 2014.</li> </ol>

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<b>Educational outcomes</b>	<p>KNOWLEDGE</p> <ol style="list-style-type: none"> <li>4. about different negotiation types</li> <li>5. about different styles of negotiations and different negotiation strategies</li> <li>6. about cultural differences in negotiation and how to overcome them</li> </ol> <p>SKILLS</p> <ol style="list-style-type: none"> <li>4. practical negotiation skills</li> <li>5. to prepare for negotiations and anticipate partners behaviour</li> <li>6. to conclude negotiations with lasting agreement</li> </ol> <p>ATTITUDES</p> <ol style="list-style-type: none"> <li>4. confidence in presenting and defending own interest</li> <li>5. ability to better understand partner needs</li> <li>1. open thinking and creativeness in developing new solutions</li> </ol>
<b>A list of topics</b>	<ol style="list-style-type: none"> <li>1. Introduction to negotiations.</li> <li>2. Two party distributive negotiations.</li> <li>3. Two party integrative negotiations.</li> <li>4. Critical skills for negotiator.</li> <li>5. Negotiating disputes.</li> <li>6. Job negotiations.</li> <li>7. Cross-cultural negotiations.</li> </ol>
<b>Teaching methods</b>	Informative lecture, presentation, negotiations in practice
<b>Assessment methods</b>	Attendance, activity during class and exercises