

Title Negotiation and the techniques of negotiation	Code 1011101361011150682
Field Management - Full-time studies - First-cycle studies	Year / Semester 3 / 6
Specialty -	Course elective
Hours Lectures: 1 Classes: 15 Laboratory: - Projects / seminars: -	Number of credits 4
	Language polish

Lecturer:

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Status of the course in the study program:

Obligatory course of the study program for Management at the Faculty of Engineering Management.

Assumptions and objectives of the course:

The knowledge of negotiation process and the techniques of negotiation, practical use this knowledge during negotiation

Contents of the course (course description):

Essence of conflict in chosen the social situations; Solving conflicts; The creature of negotiation; The general profile and the foundation of negotiation process; The stages of negotiation: the preparation, choice of place and the negotiators, the presentation of problems, looking for solutions, lock the negotiation and the signature the contract; The profile of negotiations styles; Feature "good" negotiator; Rule in negotiations; the techniques of negotiation; Communication in process of negotiation: verbal and nonverbal communication; The manipulation during negotiation; Ethicist in negotiations.

Introductory courses and the required pre-knowledge:

Basic knowledge of social rules during negotiation

Courses form and teaching methods:

classes, lectures

Form and terms of complete the course - requirements and assessment methods:

Written test

Basic Bibliography:

Additional Bibliography: