



## COURSE DESCRIPTION CARD - SYLLABUS

Course name

Negotiations

### Course

Field of study

Civil Engineering

Area of study (specialization)

Structural Engineering

Level of study

Second-cycle studies

Form of study

part-time

Year/Semester

2/3

Profile of study

general academic

Course offered in

Polish

Requirements

elective

### Number of hours

Lecture

12

Laboratory classes

0

Other (e.g. online)

0

Tutorials

0

Projects/seminars

0

### Number of credit points

2

### Lecturers

Responsible for the course/lecturer:

dr inż. Paweł Szymański

Responsible for the course/lecturer:

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telefon: 61 6652191

Wydział Inżynierii Lądowej i Transportu

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### Prerequisites

KNOWLEDGE: The student has basic knowledge of investment process management

SKILLS: He can obtain information from literature and other sources.

He can combine the obtained information

SOCIAL COMPETENCES: The student should be aware of the consequences of the decision.

He understands the need to learn throughout his working life.

He understands the need to cooperate and work in a group



### Course objective

Passing knowledge in the field of management and conducting investment process in the field of contracts and negotiations

### Course-related learning outcomes

Knowledge

1. Knowledge of the principles of managing and conducting the investment process
2. Knowledge of basic principles of negotiating and contracting
3. Knowledge of legal regulations in the field of industrial and intellectual property protection

Skills

1. Student can manage construction processes
2. Student can conduct the negotiation and create the necessary documents to conclude the contract

Social competences

1. Can work independently and cooperate in a team over assigned task
2. He is responsible for the accuracy of the results of their work and their interpretation
3. Completely complements and extends knowledge

### Methods for verifying learning outcomes and assessment criteria

Learning outcomes presented above are verified as follows:

Lectures:

- a written test

Test, grade scale determined% from:

90 very good (A)

85 good plus (B)

75 good (C)

65 sufficient plus (D)

55 satisfactory (E)

below 54 insufficient (F)

### Programme content

Managing and managing the construction process and conducting the investment process in terms of contracts and negotiations: normalization and legal aspect, preparation of contracts, practical aspect of negotiation, FIDIC, negotiation with contractor

### Teaching methods

Multimedia presentation

### Bibliography



Basic

Waszczyk, M., & i Ekonomii, W. Z. (2001). KULTUROWE I SPOŁECZNE ASPEKTY ZAWIERANIA TRANSAKCJI W INTERNECIE

Budzyński, W. (2009). Negocjowanie i zawieranie umów handlowych, uwarunkowania, ryzyka, pułapki, zabezpieczenia

Additional

**Breakdown of average student's workload**

	Hours	ECTS
Total workload	50	2,0
Classes requiring direct contact with the teacher	12	0,5
Student's own work (literature studies, preparation for laboratory classes/tutorials, preparation for tests/exam, project preparation) <sup>1</sup>	38	1,5

<sup>1</sup> delete or add other activities as appropriate