



## COURSE DESCRIPTION CARD - SYLLABUS

Course name

Elective II, Contracts and Negotiations

### Course

Field of study

Year/Semester

Civil Engineering

2/3

Area of study (specialization)

Profile of study

Structural Engineering

general academic

Level of study

Course offered in

Second-cycle studies

English

Form of study

Requirements

full-time

elective

### Number of hours

Lecture

Laboratory classes

Other (e.g. online)

15

0

0

Tutorials

Projects/seminars

0

15

### Number of credit points

2

### Lecturers

Responsible for the course/lecturer:

dr hab. inż. Jerzy Paślawski, prof. PP

e-mail: jerzy.paslowski@put.poznan.pl

tel: 616652113

Wydział Inżynierii Lądowej i Transportu

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Responsible for the course/lecturer:

mgr inż. Łukasz Majkowski

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### Prerequisites

The student has basic knowledge of investment process management

He can obtain information from literature and other sources. He can combine the obtained information

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

Knowledge of the principles of managing and conducting the investment process. Knowledge of basic principles of negotiating and contracting

Knowledge of legal regulations in the field of industrial and intellectual property protection

#### Skills

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

#### Social competences

Student can work independently and cooperate in a team over assigned task

is responsible for the accuracy of the results of their work and their interpretation

Completely complements and extends knowledge

### Methods for verifying learning outcomes and assessment criteria

Learning outcomes presented above are verified as follows:

Grade scale of final test 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

Dubas, S., Nowotarski, P., & Milwicz, R. (2017, October). Formal and Legal Aspects of Buying and Commissioning Flats. In IOP Conference Series: Materials Science and Engineering (Vol. 245, No. 3, p. 032089)

**Breakdown of average student's workload**

	Hours	ECTS
Total workload	60	2,0
Classes requiring direct contact with the teacher	30	1,0
Student's own work (literature studies, preparation for laboratory classes/tutorials, preparation for tests/exam, project preparation) <sup>1</sup>	30	1,0

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