



## COURSE DESCRIPTION CARD - SYLLABUS

Course name

Negotiations and contracts [S1BZ1E>NiU]

### Course

Field of study

Sustainable Building Engineering

Year/Semester

1/1

Area of study (specialization)

–

Profile of study

general academic

Level of study

first-cycle

Course offered in

English

Form of study

full-time

Requirements

elective

### Number of hours

Lecture

0

Laboratory classes

0

Other

0

Tutorials

30

Projects/seminars

0

### Number of credit points

3,00

### Coordinators

dr inż. Piotr Nowotarski

piotr.nowotarski@put.poznan.pl

### Lecturers

### Prerequisites

The student has basic knowledge of the basics of construction; The student is able to obtain information from the indicated sources and analyze engineering activities undertaken; The student is aware of the need to constantly update and supplement construction knowledge and take responsibility in professional work; The student is aware of the issues of standardization in construction

### Course objective

The student's acquisition of basic knowledge and skills in legal regulations in standardization as well as the process of concluding contracts and negotiations.

### Course-related learning outcomes

Knowledge:

1. Know building legislation, Polish standards (PN) and European standards (EN), technical conditions of constructing building facilities and energy-saving buildings.
2. Have basic knowledge of land planning and energy planning, relations between architecture and urban planning, technical and economic potential of building engineering as well as the effect of building investment on the built sustainable environment.

3. Have basic knowledge of the design of general infrastructure constructions as well as sustainable road and rail transport.

**Skills:**

1. Are able to obtain information from literature, databases and other properly selected information sources; can integrate the obtained information, interpret and evaluate it as well as draw conclusions, formulate, justify, discuss and present opinions.
2. Can classify building facilities and elements of technical fitting of buildings.
3. When formulating and solving problems in sustainable building engineering, they can notice their systemic and non-technical aspects.

**Social competences:**

1. Are able to adapt to new and changing circumstances, can define priorities for performing tasks defined by themselves and other people, acting in the public interest and with regard to the purposes of sustainable development.
2. Can realise that it is necessary to improve professional and personal competence, understand the need and opportunities of continuous learning (Master and PhD studies, post-diploma studies, trainings).
3. Understand that it is necessary to protect the intellectual property and are ready to obey the principles of professional ethics.

### Methods for verifying learning outcomes and assessment criteria

Learning outcomes presented above are verified as follows:

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As a form of measuring / assessing student work, a final test is carried out (during the last class)

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

- Lecture 1 - Introduction,
- Lecture 2 - Legal Aspects
- Lecture 3 - Normalization - introduction
- Lecture 4 - Standardization in construction
- Lecture 5 - Agreements - introduction
- Lecture 6 - Negotiations - introduction
- Lecture 7 - Contracts - overview
- Lecture 8 - Negotiations - discussion
- Lecture 9 - Negotiations - practical aspects
- Lecture 10 - Standardization - practical aspects
- Lecture 11 - Preparation of contracts
- Lecture 12 - Negotiations with the contractor
- Lecture 13 - Negotiations with the counter-container II
- Lecture 14 - Contract and law
- Lecture 15 - Credit

### Course topics

- Lecture 1 - Introduction,
- Lecture 2 - Legal Aspects
- Lecture 3 - Normalization - introduction
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Lecture 7 - Contracts - overview  
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 Lecture 14 - Contract and law  
 Lecture 15 - Credit

## Teaching methods

Pyramid discussion; Panel discussion; The classic problem method; Teaching games; Exchange of ideas; Informative lecture; Problem lecture; Conversational lecture; Program text; Work with a book; Talk; Lecture reading

## Bibliography

### Basic

1. Biliński T, Kucharczyk E., Prawo budowlane z omówieniem i komentarzem stan prawny na dzień 1 stycznia 2016 r., Oficyna Wydawnicza Uniwersytetu Zielonogórskiego, Zielona Góra 2016
2. Waszczyk, M., & i Ekonomii, W. Z. (2001). KULTUROWE I SPOŁECZNE ASPEKTY ZAWIERANIA TRANSAKCJI W INTERNECIE.
3. Budzyński, W. (2009). Negocjowanie i zawieranie umów handlowych, uwarunkowania, ryzyka, pułapki, zabezpieczenia

### Additional

1. Dz.U. 1994 nr 89 poz. 414, (główne treści przetłumaczone na język angielski)
2. Dz.U. 2015 poz. 1422, (główne treści przetłumaczone na język angielski)
3. 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). IOP Publishing.

## Breakdown of average student's workload

	Hours	ECTS
Total workload	90	3,00
Classes requiring direct contact with the teacher	30	3,00
Student's own work (literature studies, preparation for laboratory classes/ tutorials, preparation for tests/exam, project preparation)	60	0,00