



## COURSE DESCRIPTION CARD - SYLLABUS

Course name

Contracts and negotiations [S2Bud1E>KiN]

### Course

Field of study

Civil Engineering

Year/Semester

2/3

Area of study (specialization)

Structural Engineering

Profile of study

general academic

Level of study

second-cycle

Course offered in

English

Form of study

full-time

Requirements

elective

### Number of hours

Lecture

15

Laboratory classes

0

Other

0

Tutorials

0

Projects/seminars

15

### Number of credit points

2,00

### Coordinators

dr hab. inż. Jerzy Paślawski prof. PP  
jerzy.paslawski@put.poznan.pl

### Lecturers

### 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:

principles of negotiating and contracting

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

He 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:

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.

### Course topics

none

### 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	2,00
Classes requiring direct contact with the teacher	30	1,00
Student's own work (literature studies, preparation for laboratory classes/ tutorials, preparation for tests/exam, project preparation)	30	1,00