



COURSE DESCRIPTION CARD - SYLLABUS

Course name

Contracts and negotiations [S2Bud1E-ZBZ>KiN]

Course

Field of study

Civil Engineering

Year/Semester

2/3

Area of study (specialization)

Sustainable construction and management

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
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Lecturers

Prerequisites

The student has basic knowledge of construction project management. The student is able to acquire information from literature and other sources and integrate the obtained information. The student understands the need for lifelong learning and teamwork.

Course objective

To provide knowledge in the field of management and execution of the investment process, with particular emphasis on contracts and negotiations in construction.

Course-related learning outcomes

Knowledge:

- Has advanced knowledge of managing and conducting the investment process as well as the principles of negotiation and contract formation.
- Has knowledge of the project life cycle and product life cycle.
- Knows legal regulations related to intellectual and industrial property protection.

Skills:

- Is able to manage construction processes and prepare documentation necessary for concluding contracts.
- Is able to conduct negotiations within the construction investment process.

Social competences:

- Is responsible for the reliability and interpretation of work results.
- Is able to work independently and cooperate in a team.
- Is able to independently expand knowledge in the field of modern technologies and techniques in construction.
- Is aware of the need for continuous professional development and is able to critically assess knowledge.
- Is ready to think and act in an entrepreneurial manner.

Methods for verifying learning outcomes and assessment criteria

Learning outcomes presented above are verified as follows:

- final test (written exam)
- project assessment

Passing threshold - 50%. Grading scale and assignment of grades to percentage ranges of results in accordance with the Study Regulations.

Programme content

Management of construction processes and execution of the investment process with regard to contracts and negotiations: legal aspects, contract preparation, practical aspects of negotiations, FIDIC conditions, negotiations with contractors.

Course topics

Issues related to the preparation and implementation of construction contracts. Analysis of the investment process in the context of contract formation and negotiations. Overview of legal frameworks governing construction contracts, including FIDIC conditions. Preparation of contract documentation and identification of risks associated with project execution. Negotiation techniques used in the construction industry and analysis of practical negotiation cases. The role of negotiations in managing construction projects.

Teaching methods

- problem-based lecture with multimedia presentation
- case study analysis
- discussion
- project-based method

Bibliography

Basic:

1. Budzyński W., Negotiating and Concluding Commercial Contracts
2. Waszczyk M., social and economic aspects of negotiations

Additional:

1. Dubas S. et al., formal and legal aspects of construction investments

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