



COURSE DESCRIPTION CARD - SYLLABUS

Course name

Business negotiations [S2ETI2>NwB]

Course

Field of study

Education in Technology and Informatics

Year/Semester

2/3

Area of study (specialization)

–

Profile of study

general academic

Level of study

second-cycle

Course offered in

Polish

Form of study

full-time

Requirements

elective

Number of hours

Lecture

15

Laboratory classes

0

Other

0

Tutorials

15

Projects/seminars

0

Number of credit points

2,00

Coordinators

dr Radosław Kot

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Lecturers

Prerequisites

The student knows the basic concepts related to negotiations in the field of cooperation in the socio-economic environment. She/he is able to see, associate and interpret the basic principles of the negotiation process and is aware of the importance of the negotiation process in professional and private life. Demonstrates readiness to develop her/his knowledge and skills. She/he is willing to work in team.

Course objective

The aim of the course is to gain knowledge and acquire skills and competences in the field of: developing the ability to communicate with a partner during negotiations, practical use of negotiation rules during group discussions and dialogue, shaping the competence of argumentation and achieving goals in the negotiation process through the use of different styles and strategies.

Course-related learning outcomes

Knowledge:

1. Knows and understands the fundamental dilemmas of contemporary civilization, including those related to professional activity.
2. Possesses knowledge of business communication and negotiation styles and strategies.

3. Possesses knowledge of preparing for and conducting the negotiation process.

Skills:

1. Can communicate on specialized topics and conduct debates/negotiations within that topic.
2. Can identify the purpose, arguments, alternative solutions, and BATNAs in negotiations.
3. Can analyze and critically evaluate the assumptions, conditions, and goals of negotiations.

Social competences:

1. Is willing to recognize the importance of knowledge in solving cognitive and practical problems and to seek expert opinions.
2. Is able to contribute substantively to the preparation of the negotiation process and work in a team.
3. Understands the need for lifelong learning, including developing social skills in conducting business negotiations.

Methods for verifying learning outcomes and assessment criteria

Learning outcomes presented above are verified as follows:

Knowledge acquired during the lecture is verified by one 60-minute colloquium carried out at the last lecture. It consists of 25-30 questions (test and open) with various points depending on their level of difficulty. Issues and materials, on the basis of which questions are prepared for the colloquium, will be posted on the eKursy platform. The final grade can be raised for the student's active participation in the problem and conversation lecture.

Knowledge, skills and social competences acquired as part of the tutorials are verified based on the presentation of the completed group project - negotiations on a selected topic - and student activity during classes (participation in the discussion, evaluation of projects of other teams). Project evaluation criteria will be provided to students in the first class.

Assessment criteria/assessment: in accordance with the study regulations

Programme content

General characteristics and assumptions of the business negotiations.

Negotiation styles, strategies and techniques.

Developing the competence to argue and achieve goals in the negotiation process.

Cross-cultural barriers in negotiations.

Course topics

Lecture:

1. The concept of negotiation and analysis of the negotiation model.
2. Alternative solutions, BATNA in negotiations.
3. Negotiation styles, strategies and techniques.
4. Stages of the negotiation process: preparation, implementation, control.
5. Unethical behavior during negotiations.
6. Intercultural barriers in negotiations.
7. The role of verbal and non-verbal communication during negotiations.

Tutorials:

1. Choosing the topic of negotiations - working in teams.
2. Defining the purpose of the negotiations.
3. Assessment of your own position and that of your counter-negotiator.
4. Searching for alternative solutions - BATNA.
5. Preparing appropriate argumentation, selecting a strategy and negotiation techniques.
6. Formal course of negotiations - presentation in the group forum.

Teaching methods

Lecture: multimedia presentation illustrated with examples; problem lecture (discussion on solving a given problem), conversation lecture (discussion moderated by the lecturer).

Exercises: case study method, discussion methods: brainstorming, role playing, negotiation games, teamwork.

Bibliography

Basic:

1. Kowalewski Paweł, (2024), Negocjacje w praktyce. Jak osiągać cele w biznesie i życiu prywatnym, Wydawnictwo Onepress, Warszawa.
2. Gracz L., Słupińska K. (red), (2018), Negocjacje i komunikacja, Wydawnictwo edu-Libri, Kraków.
3. Chmielecki M., (2025), Negocjacje międzykulturowe i współpraca międzynarodowa w biznesie i administracji, Wydawnictwo Onepress, Warszawa.
4. Negocjacje w biznesie, (2014), PARP, Projekt UE ze środków EFS, https://www.parp.gov.pl/storage/publications/pdf/2014_negocjacje_w_biznesie.pdf

Additional:

1. Gołembiewski P., (2022), Biblia Negocjacji. Techniki Negocjacji i Wywierania Wpływu, Przygotowanie. Błędy. Targowanie, Audiobook, Wydawca Motyle Książkowe, <https://audioteka.com/pl/audiobook/biblia-negocjacji-techniki-negocjacji-i-wywierania-wplywu-przygotowanie-bledy-targowanie/>
2. Gołembiewski P., (2025), Negocjacje Strategie Przedsiębiorców, Audiobook, Wydawca Motyle Książkowe, https://audioteka.com/pl/audiobook/negocjacje-strategie-przedsiębiorcow/?gad_source=1&gad_campaignid=15362328625&gclid=Cj0KCQjwrc7GBhCfARIsAHGcW5Wr9Sf75mNVCPaK6cVmsDYStfKLCX7Y-XxXKhL4H7Np1mDfEVIef9caAvDGEALw_wcB
3. 10 Great Examples of Negotiation in Business, <https://www.pon.harvard.edu/daily/business-negotiations/these-examples-illustrate-the-importance-of-negotiation-in-business/>
4. Negotiating Skills: Test Your Negotiation Decision-Making Ability, <https://www.pon.harvard.edu/daily/business-negotiations/test-your-negotiation-smarts/>
5. Solutions for Avoiding Intercultural Barriers at the Negotiation Table, <https://www.pon.harvard.edu/daily/business-negotiations/solutions-for-avoiding-intercultural-barriers/>

Breakdown of average student's workload

	Hours	ECTS
Total workload	50	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)	20	1,00