COURSE DESCRIPTION CARD - SYLLABUS

Course name
Business negotiations [S2IBio1>NwB]

Course

Field of study
Biomedical Engineering

Year/Semester
1/1

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
30

Laboratory classes
0

Other
0

Tutorials
0

Projects/seminars
0

Number of credit points

2,00

Coordinators

dr inż. Małgorzata Spychała
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Lecturers

Prerequisites

The student knows the basic concepts related to social conflict and negotiation. The student has the ability to see, to associate and interpret the basic principles of the negotiation process. The student is aware of the importance of the negotiation process in professional and private life.

Course objective

The aim is to develop the ability to communicate with the partner during the negotiations, the practical use of the rules of the negotiations during the dialogue, conflict resolution and the ability to use different styles of negotiation.

Course-related learning outcomes

Knowledge:
1. The student has knowledge of the conflict and negotiation strategies.
2. The student knows the negotation techniques.
3. The student has knowledge about process of preparation for negotiation.

Skills:

1. The student uses the acquired knowledge to negotiate effectively.
2. The student is able to analyze and assess the styles of conflict resolution
3. The student is able to analyze the styles of negotiation.

Social competences:
1. The student is responsible for the preparation and conduction of the negotiation process.
2. The student is able to recognize negotiation styles and adapt to the negotiation process.
3. The student is able to independently analyze the negotiation processes and develop knowledge of negotiation techniques

Methods for verifying learning outcomes and assessment criteria

Learning outcomes presented above are verified as follows:

Learning outcomes presented above are verified as follows:
written test - 12 questions,
> 50 % - ndst
≤ 50%; 60% ≥- dst.,
< 60%; 70%> dst plus,
≤70%, 85%> db,
≤85%, 91≥ db plus,
≤92%, 100%≥ bdb.
Discussions;
- work in groups, observation of students in class,

Programme content

Essence of conflict in chosen social situations;
Solving conflicts;
Negotiations planning;
The stages of negotiation: the preparation, choice of place and the negotiators, the presentation of problems, looking for solutions, lock the negotiation and the signing off the contract;
The profile of negotiation"s styles;
"Good" negotiator competencies;
Rules in negotiations;
The techniques of negotiation;
Communication in process of negotiation: verbal and nonverbal communication;
The manipulation during negotiation;
Ethics in negotiations

Course topics

none

Teaching methods

problem lecture / lecture with multimedia presentation, discussion, case studies, group work, role playing

Bibliography

Basic
1. Rządca Robert. (2003). Negocjacje w interesach. Warszawa: Państwowe Wydawnictwo Ekonomiczne.
2. Fisher R., Shapiro D., (2009) Emocje w negocjacjach, Warszawa, J. Santorski & Co Agencja Wydawnicza.
3. Sambor W. i inni, (2013) Scenariusze negocjacji biznesowych, trening umiejętności, Warszawa, Poltex,
Additional
1. Fisher R., Ury W. (1992): Dochodząc do tak. Negocjowanie bez poddawania się, Warszawa, PWE.
2. Kennedy G., (1998) Negocjować można wszystko. Warszawa
3. Nęcki Z. (1991): Negocjacje w biznesie, Kraków, Wydawnictwo Profesjonalnej Szkoły Biznesu.

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