

NEGOTIATIONS IN BUSINESS - course description

General information	
Course name	NEGOTIATIONS IN BUSINESS
Course ID	04.0-WZ-P-NB-S18
Faculty	Faculty of Economics and Management
Field of study	WEiZ - oferta ERASMUS
Education profile	-
Level of studies	Erasmus programme
Beginning semester	winter term 2023/2024

Course information	
Semester	2
ECTS credits to win	5
Course type	obligatory
Teaching language	english
Author of syllabus	<ul style="list-style-type: none">dr inż. Marzena Góralczyk

Classes forms					
The class form	Hours per semester (full-time)	Hours per week (full-time)	Hours per semester (part-time)	Hours per week (part-time)	Form of assignment
Lecture	15	1	-	-	Exam
Class	15	1	-	-	Credit with grade

Aim of the course

The aim of the subject is to develop students' competences in the field of negotiations, in particular negotiations in business. Familiarizing them with the types and styles of negotiation and the skills and features of an effective negotiator.

Prerequisites

Positive assessment in the subject of Communication in Organisation

Scope

The essence of negotiations; traditional and Harvard's negotiation process. Features and skills of an effective negotiator. The rules to be included in the negotiations. Types of negotiations. Advantages and disadvantages of team and individual negotiations. Planning of the negotiation strategy. Styles of negotiation and their consequences. Phases of the negotiation process.

Teaching methods

Conventional lecture, group work, case study, discussion, presentation

Learning outcomes and methods of theirs verification

Outcome description	Outcome symbols	Methods of verification	The class form
The student is prepared to participate in negotiations and to coordinate activities related to the negotiation process.		<ul style="list-style-type: none">a discussiona written assignmentactivity during the classesan exam - oral, descriptive, test and otheran observation and evaluation of the student's practical skillsan ongoing monitoring during classes	<ul style="list-style-type: none">LectureClass
The student is able to develop a preparation project for conducting negotiations. The student has the ability to think strategically in negotiations.		<ul style="list-style-type: none">a written assignmentactivity during the classesan exam - oral, descriptive, test and otheran observation and evaluation of activities during the classesan observation and evaluation of the student's practical skillsan ongoing monitoring during classes	<ul style="list-style-type: none">LectureClass

Outcome description	Outcome symbols	Methods of verification	The class form
The student is able to interact and work in a negotiation team, is open to cooperation and building relationships. He can communicate with the individual and the social group.		<ul style="list-style-type: none"> • a written assignment • activity during the classes • an exam - oral, descriptive, test and other • an observation and evaluation of activities during the classes • an ongoing monitoring during classes 	<ul style="list-style-type: none"> • Lecture • Class
Student has knowledge about the importance of negotiations in the functioning of enterprises.		<ul style="list-style-type: none"> • activity during the classes • an exam - oral, descriptive, test and other • an observation and evaluation of the student's practical skills • an ongoing monitoring during classes 	<ul style="list-style-type: none"> • Lecture • Class
The student characterizes different styles of negotiation and tactics adapted to the situation (phase) of negotiations		<ul style="list-style-type: none"> • a written assignment • activity during the classes • an exam - oral, descriptive, test and other • an observation and evaluation of the student's practical skills • an ongoing monitoring during classes 	<ul style="list-style-type: none"> • Lecture • Class

Assignment conditions

Final test covering the contents of lectures. The student can get a total of 10 points, including: 3,0 from 6.0 points; 3,5 from 7.0 points; 4,0 from 8.0 points; 4,5 from 9.0 points and 5,0 from 9.5 points

Correctly made written works.

Components of the final grade: lecture: 50% and exercises: 50%

Recommended reading

1. Fisher R., Ury W., Patton B., Getting to Yes: Negotiating Agreement Without Giving in, Penguin Group USA, New York 2011
2. Ury W., Getting past No: Negotiating your way from confrontation to cooperation, Bantam Books, New York 2007
3. Gates S., The Negotiation Book: Your Definitive Guide to Successful Negotiating, John Wiley and Sons Ltd 2016

Further reading

1. R.J.Lewicki, B.Barry, D.M. Saunders, Essentials of Negotiation, Mc Graw-Hill Education, New York 2016

Notes

Lecturer: m.goralczyk@wez.uz.zgora.pl

Modified by dr inż. Marzena Góralczyk (last modification: 31-05-2023 21:53)

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