

Course Syllabus

I. General Information

Course name	Business negotiations
Programme	European Studies
Level of studies (BA, BSc, MA, MSc, long-cycle MA)	MA
Form of studies (full-time, part-time)	Full time
Discipline	Legal science
Language of instruction	english

Course coordinator/person responsible	Dr Marek Dąbrowski
---------------------------------------	--------------------

Type of class (use only the types mentioned below)	Number of teaching hours	Semester	ECTS Points
lecture			2
tutorial			
classes			
laboratory classes			
workshops	15	II	
seminar			
introductory seminar			
foreign language classes			
practical placement			
field work			
diploma laboratory			
translation classes			
study visit			

Course pre-requisites	No prerequisites
-----------------------	------------------

II. Course Objectives

C1 - This Course allow students develop theoretical and practical approach to business negotiations.
C2 - The aim of this course is to introduce students to the most important information about the negotiations. Students will learn presentation skills, creativity in business negotiations, strategies, styles and ethics in negotiations.
C3 - This course prepares students for effective and ethical public communication in negotiation process. It is to introduce students to the theories, practices, principles of business negotiations. This course will help students to apply the general principles of the negotiations in standard and critical situations. On completion of this course students will be able to understand the power and meaning of business negotiations and also acquire practical skills based on practical cases.

III. Course learning outcomes with reference to programme learning outcomes

Symbol	Description of course learning outcome	Reference to programme learning outcome
KNOWLEDGE		
W_01	He/she understands the subject of negotiations and mediation in the area of economy and business	K_W05
SKILLS		
U_01	He /she can effectively apply the rules of negotiation and mediation	K_U05
SOCIAL COMPETENCIES		
K_01	He /she is ready to think and act in an entrepreneurial way	K_K02

IV. Course Content

1. Conflict, source, conflict management, ethics in negotiations.
2. Communication in negotiations
3. Negotiations - stages
4. Negotiations - styles, technics, BATNA
5. Negotiations in the Polish and the EU law
6. International business negotiations
7. Simulation of the negotiations.
8. Final exam

V. Didactic methods used and forms of assessment of learning outcomes

The classes and forms of assessment of learning outcomes can be both stationary at the university or remote with the use of IT tools.

Symbol	Didactic methods (choose from the list)	Forms of assessment (choose from the list)	Documentation type (choose from the list)
KNOWLEDGE			
W_01	Text analysis, Discussion	Final exam	Examination card
SKILLS			
U_01	Practical exercises, Working in groups in various roles (leader, rapporteur, participant), Discussion	Final exam	Examination card
SOCIAL COMPETENCIES			
K_01	Practical exercises, discussion	Final exam	Examination card

VI. Grading criteria, weighting factors.....

Written test

5 - 14-12 points

4+ - 11 points

4 - 10-9 points

3+ - 8 points

3 - 7 points

Final test may take the form of an online test.

VII. Student workload

Form of activity	Number of hours
Number of contact hours (with the teacher)	15
Number of hours of individual student work	30

VIII. Literature

Basic literature
1. R. J. Lewicki , D. M. Saunders, B. Barry, Negotiation, 6th edition, McGraw-Hill, Boston 2009
2. M.Watkins, The Breakthrough Business Negotiation: A Toolbox for Managers, Jossey Bass, San Francisco 2002
3. P. N. Ghauri , J. C. Usunier, International Business Negotiations, Pergamon, Oxford 2003
Additional literature
1. K. J. Hopt, F. Steffek, Mediation: Principles and Regulation in Comparative Perspective, Oxford 2013
2. R. J. Lewicki, A. Hiam, Mastering Business Negotiation: A Working Guide to Making Deals and Resolving Conflict, John Wiley & Sons, New York 2006
3. Michael L. Moffitt, R. C. Bordone, (ed.)The Handbook of Dispute Resolution, Harvard 2005