

Syllabus	
Course code	
Course name	Business Negotiations
Course version	1
A. The location of the course in the study system	
Level of education	2
Degree level	-
A form of study	Erasmus Exchange
Field of study	Management Engineering
Profile of study	general academic
Specialization	-
Unit administrating course	Faculty of Management
Unit implementing course	Faculty of Management
Course coordinator	Jaksa Michael, PhD Eng.
B. General characteristics of the course	
Block	General
Group of courses	-
Level of the course	-
Course status	elective
Course language	English
Semester	-
Academic year	2020/21
Prerequisites	No prerequisites are necessary
The minimum number of students	no limits for students (lecture) from 25 students, up to the limit of seats in the room (exercise)
C. Learning outcomes and teaching methods	
Aim of the course	<p>Being able to conduct successful negotiation in different business situations. Negotiations happen every day—with co-workers, customers, competitors, etc.</p> <p>The course will expand students' understanding of negotiations in various business situations. Students will learn how to analyse the whole negotiation process using insights collected from negotiation models and theories, psychological research and decisionmaking. Students will be able to receive feedback on their performance. The course enable participants to identify what they did right and what they did wrong to improve their negotiation performance.</p>
Assessment methods	<p>A. Lecture</p> <p><i>1. Formative assessment:</i> Attendance at classes – min. 50% presence is requested;</p> <p><i>2. Summative assessment:</i> A student must be present at least on 50% classes.</p> <p>B. Exercise:</p> <p><i>1. Formative assessment:</i> 1) attendance at classes – min. 50% presence is requested; 2) results of exercises/simulations done during exercises – evaluated is the merit of the exercise and/or the effects of simulated negotiations, student may receive point in a range 0-5 point; 3) an essay (final paper) – written in pairs, a student may receive 0-5 points.</p>

	2. <i>Summative assessment</i> : xxx A student must collect at least 50%+ 1 points from all exercises, simulation and paper; write a final paper; be present at least on 50% classes.								
Learning outcomes	See Table 1								
Form of classes and weekly dimension (number of hours per semester)	<table> <tr> <td>lecture</td> <td>5</td> </tr> <tr> <td>exercise</td> <td>15</td> </tr> <tr> <td>laboratories</td> <td>0</td> </tr> <tr> <td>projects</td> <td>0</td> </tr> </table>	lecture	5	exercise	15	laboratories	0	projects	0
lecture	5								
exercise	15								
laboratories	0								
projects	0								
The course content	<p>A. Lecture:</p> <ol style="list-style-type: none"> 1. Introduction to negotiations – definitions etc. 2. Negotiations with focus on negotiations: business to business and business to client. 3. Basic negotiation principles. <p>B. Exercise:</p> <ol style="list-style-type: none"> 1. Negotiations styles. 2. Negotiation strategies. 3. BATNA - why and how to prepare it? 4. Getting ready for negotiations: negotiation checklist as a way to ensure you are well-prepared 5. Cross-cultural negotiations. 								
Learning outcomes	See Table 1								
Exam	N								
Literature	<p><i>Obligatory:</i></p> <ol style="list-style-type: none"> 1. Roger Fisher, William Ury, Bruce Patton, 2012. <i>Getting to Yes: Negotiating Agreement Without Giving In</i>, Random House Business Books. 2. William Ury, 1992. <i>Getting Past No. Negotiating with Difficult People</i>, Cornerstone. 3. Roy J. Lewicki Bruce Barry, David M. Saunders, 2015. <i>Essentials of Negotiation</i>, McGraw-Hill Education. 4. Roy J. Lewicki, David M. Saunders, Bruce Barry, 2014. <i>Negotiation</i>, McGraw-Hill/Irwin. <p><i>Supplementary:</i></p> <ol style="list-style-type: none"> 5. Chester L. Karrass, 1994. <i>The Negotiating Game</i>, HarperBusiness. 6. Michael Watkins, 2002. <i>Breakthrough Business Negotiation: A Toolbox for Managers</i>, Jossey-Bass. 7. Herb Cohen, 1982. <i>You Can Negotiate Anything: The World's Best Negotiator Tells You How To Get What You Want</i>, Bantam. 								
Course website	www.olaf.wz.pw.edu.pl								
D. The student workload									
Number of ECTS credits	2 ECTS								
Total hours of student work related to the learning outcomes achievement (description):	2 ECTS: 5h lecture + 15h exercise + 4h paper + 2h preparing to the classes + 4h preparing to the exam + 10h literature study = 40h								
The number of ECTS credits for courses that require the direct participation of teachers	1 ECTS: 5h lecture+ 15h exercise = 20h								
The number of ECTS credits that the student obtains during the practical classes	1,75 ECTS: 15h exercise + 4h paper + 2h preparing to the classes + 4h preparing to the exam + 10h literature study = 35h								
E. Additional Information									
Remarks	-								
Date of last update	-								

Table 1

General academic profile			
Subject effects		Reference to the 2nd degree of PRK characteristics	Reference to the 1st degree of PRK characteristics
Knowledge - student knows and understands			
Effect:	w pogłębionym stopniu teorii naukowe właściwe dla nauk o zarządzaniu oraz kierunki ich rozwoju, a także zaawansowaną metodologię badań ze szczególnym uwzględnieniem analityki biznesowej oraz zarządzania projektami	I.P7S_WG.o	P7U_W
Effect code:	I2_W01		
Verification:	Oral answer during exercises		
Effect:	zasady zarządzania zasobami własności intelektualnej oraz formy rozwoju indywidualnej przedsiębiorczości	I.P7S_WK III.P7S_WK	P7U_W
Effect code:	I2_W12		
Verification:	Oral answer during exercises		
Abilities – student can			
Effect:	komunikować się na tematy specjalistyczne ze zróżnicowanymi kręgami odbiorców	I.P6S_UK	P7U_U
Effect code:	I2_U19		
Verification:	verification of the exercise		
Effect:	przewodzić debatę w zakresie nauk o zarządzaniu i problemów zarządzania	I.P6S_UK	P7U_U
Effect code:	I2_U20		
Verification:	verification of the exercise		
Social competence – student is ready for			
Effect:	uznawania znaczenia wiedzy w rozwiązywaniu problemów poznawczych i praktycznych oraz konieczności samokształcenia się przez całe życie	I.P6S_KK	P7U_K
Effect code:	I2_K02		
Verification:	evaluation of cooperation in the classroom and the manner of the task implementation team		
Effect:	odpowiedzialnego pełnienia ról zawodowych z uwzględnieniem zmieniających się potrzeb społecznych, w tym: rozwijania dorobku zawodowego, podtrzymywania etosu zawodu, przestrzegania i rozwijania zasad etyki zawodowej oraz działania na rzecz przestrzegania tych zasad	I.P6S_KR	P7U_K
Effect code:	I2_K06		
Verification:	evaluation of cooperation in the classroom and the manner of the task implementation team		