



COURSE DESCRIPTION

Course code	full-time studies	
	part-time-studies	
Course name	HES 2 Negocjacje w biznesie	
Course name in English	HES 2 Negotiations in business	
Valid from academic year	2022/23	

PLACEMENT IN THE TEACHING PROGRAM

Field of study	Computer Science
Level of education	1st degree
Studies profile	General
Form and method of teaching classes	Full-time and part-time studies
Specialization	All specializations / Information systems / Computer graphics / Information and communica- tion technology
Organizational unit responsible for the course	Katedra Informatyki Stosowanej
Course coordinator	Dr inż. Ludomir Tuszyński
Approved by	Dean of the Faculty of Electrical Engineering, Automatic Control and Computer Science Roman Denziak, KUT prof., DSc, PhD

GENERAL CHARACTERISTIC OF THE COURSE

Course affiliation	Subject of general education	
Course status	Selectable	
Language	Polish	
Semester	full-time studies	Semester IV
	part-time-studies	Semester II / Semester III
Requirements		
Exam (YES/NO)	NO	
ECTS	1	

Course form		lecture	classes	laboratory	project	other
Hours per semester	full-time studies	15				
	part-time-studies	9				

LEARNING RESULTS

Category	Result Symbol	Learning Results	References to the field of study results
Knowledge	W01	Student has basic knowledge of communication and the causes of conflicts	INF_W24
	W02	Student has knowledge of the negotiation process.	INF_W24
	W03	Student has knowledge of the selection of negotiation strategies depending on the situation.	INF_W24
	W04	Student knows the role of verbal and non-verbal communication in the negotiation process.	INF_W24
Skills	U01	Student can determine what negotiations are and in what situations it is necessary to conduct them.	INF_U24
	U02	Student is able to apply specific negotiation strategies and techniques.	INF_U24
Social competence	K01	Student is aware of the importance of negotiation knowledge for conflict resolution skills.	INF_K3, INF_K4, INF_K5

COURSE CONTENT

Course Form	Content
lecture	<ol style="list-style-type: none"> 1. The concept of negotiations, the importance of negotiations in the management of the organization. Negotiation as a communication process. 2. Negotiations as a way of resolving conflicts, disputes, crisis situations. 3. Negotiation styles and techniques (dominant, compromise, avoidant, adaptive, cooperative) 4. Planning, course, completion, evaluation of the negotiations. 5. Verbal and non-verbal communication in negotiations. 6. Effective negotiator (features, myths and reality). 7. Negotiations in the activities of the enterprise. International negotiations (cultural differences, language of negotiations).

LEARNING RESULTS VERIFICATION METHODS

Result Symbol	Learning results verification methods					
	Oral Exam	Written Exam	Midterm	Project	Report	Other
W01			X			
W02			X			
W03			X			
W04			X			
U01			X			
U02			X			
K01			X			

ASSESSMENT FORMS AND CRITERIA

Course Form	Assessment Form	Assessment Criteria
lecture	passing with a grade	Obtaining at least 50% of the points from the colloquium

STUDENT'S VOLUME OF WORK

ECTS Balance													
No.	Activity Type	Student Involvement										Unit	
		full-time studies					part-time-studies						
		Lec	C	Lab	P	S	Lec	C	Lab	P	S		
1.	Participation in classes according to the schedule	15					9					h	
2.	Other (consultations, exams)	2					1					h	
3.	Total with the direct assist of an academic teacher	17					10					h	
4.	Number of ECTS, that students obtains with the direct assist of an academic teacher	0,68					0,4					ECTS	
5.	Hours of unassisted student work	8					15					h	
6.	Number of ECTS that student obtains working unassisted	0,32					0,6					ECTS	
7.	Practical classes volume of work	0					0					h	
8.	Number of ECTS obtained by student at practical classes	0,0					0,0					ECTS	
9.	Total student's volume of work expressed in hours	25					25					h	
10.	ECTS	1										ECTS	

BIBLIOGRAPHY

1. Błaut R., Skuteczne negocjacje, Centrum Informacji Menedżera, Warszawa 2000.
2. Dawson R., Sekrety udanych negocjacji, MT Biznes, Warszawa 2011.
3. Fisher R., Ury W., Patron B., Dochodząc do tak. Negocjowanie bez poddawania się, PWE, Warszawa 1996.
4. Kamiński J., Negocjowanie – techniki rozwiązywania konfliktów, Poltext, Warszawa 2003.
5. Kendik M., Negocjacje międzynarodowe, Difin, Warszawa 2009.
6. Nęcki Z., Negocjacje w biznesie, Antykwa, Kraków 2000.
7. Rządca R. A., Wujec P., Negocjacje, PWE, Warszawa 1999.
8. Watkins M., Sztuka negocjacji w biznesie, Helion, Gliwice 2005.