

FACULTY OF ELECTRICAL  
ENGINEERING**SUBJECT CARD**

Name in Polish: **Podstawy negocjacji**  
 Name in English: **The basis of negotiations**  
 Main field of study (if applicable): **Electrical Engineering**  
 Specialization (if applicable):  
 Level and form of studies: **1st level, full-time**  
 Kind of subject: **optional / university-wide**  
 Subject code: **PSH050611**  
 Group of courses: **NO**

	Lecture	Classes	Laboratory	Project	Seminar
Number of hours of organized classes in University (ZZU):					15
Number of hours of total student workload (CNPS):					60
Form of crediting:					crediting with grade
For group of courses mark (X) final course:					
Number of ECTS points:					2
including number of ECTS points for practical (P) classes :					2
including number of ECTS points for direct teacher-student contact (BK) classes:					1.40

**PREREQUISITES RELATING TO KNOWLEDGE, SKILLS AND OTHER COMPETENCES**

1. Basic knowledge of the areas of humanities and social sciences

**SUBJECT OBJECTIVES**

- C1. Giving the students knowledge about the theory of negotiation.  
 C2. Preparing students to independent negotiations in economical structures as well as in social areas.  
 C3. Acquiring skills which are the basis to build the negotiation strategies and to manage of crisis and conflict situations.  
 C4. Acquiring skills and competency which are the basic during job interviews.

**SUBJECT EDUCATIONAL EFFECTS***relating to knowledge:**relating to skills:*

- PEK\_U01 A student gains basic knowledge in social psychology, especially connected with the issue of negotiations.  
 PEK\_U02 a student gets a skill to prepare and make presentations related to the problems from the scope of topics of the studied discipline using audiovisual tools and devices and using the psychological knowledge about the subject of interpersonal communication.

*relating to social competences:*

- PEK\_K01 A student gets an ability to cooperate and work in a group assuming different roles, and a student is able to think critical as well as argue, so he/she may appropriately choose priorities and the means to make his/her or other people's tasks.

## PROGRAMME CONTENT

Form of classes - seminar		Number of hours:
Sem 1	About the process of negotiations.	1
Sem 2	About the strategy of negotiation, its subject and object.	2
Sem 3	About a crisis. Communications during crisis.	2
Sem 4	About a conflict. Communications during conflict.	2
Sem 5	About a negotiation as a communicative action.	2
Sem 6	About job interviews as a negotiation action.	2
Sem 7	About personal dimension of negotiation	1
Sem 8	About the interpersonal communication under stress, motivation, social situation.	1
Sem 9	About an active negotiation. Summary.	2
Total hours:		<b>15</b>

## TEACHING TOOLS USED

- N1. Interactive lecture
- N2. Case studies
- N3. Activating methods
- N4. Decision making game
- N5. Presentation
- N6. Discussion

## EVALUATION OF SUBJECT EDUCATIONAL EFFECTS ACHIEVEMENT

Evaluation <i>F - forming (during semester)</i> <i>P - concluding (at semester end)</i>	Educational effect number	Way of evaluating educational effect achievement
F1(s)	PEK_U01 PEK_U02	Case study + presentation
F2(s)	PEK_U01 PEK_U02	Discussion
F3(s)	PEK_U01 PEK_U02 PEK_K01	Exercises
P(s)	$P=0,2 \cdot F1 + 0,2 \cdot F2 + 0,6 \cdot F3$	

## PRIMARY AND SECONDARY LITERATURE

### **PRIMARY LITERATURE:**

- [1] Waszkiewicz J.: Jak Polak z Polakiem? Warszawa -Wrocław 1997.
- [2] Dąbrowski P.J.: Praktyczna teoria negocjacji. Warszawa 1991.

### **SECONDARY LITERATURE:**

- [1] Lawson M.: Wobec konfliktu. Kraków 1993.
- [2] Jacyniak A., Płużek Z.: Świat ludzkich kryzysów. Kraków 1997.
- [3] Dana D.: Rozwiązywanie konfliktów. Warszawa 1993.
- [4] Chępa S., Witkowski T. Psychologia konfliktów. Warszawa 1995.

## SUBJECT SUPERVISOR

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MATRIX OF CORRELATION BETWEEN EDUCATIONAL EFFECTS FOR SUBJECT  
**PSH050611 - The basis of negotiations**  
AND EDUCATIONAL EFFECTS FOR MAIN FIELD OF STUDY **Electrical Engineering**

Subject educational effect	Correlation between subject educational effect and educational effects defined for main field of study and specialization (if applicable)	Subject objectives	Programme content	Teaching tool number
PEK_U01	K1ETK_U33	C.1 C.2 C.3 C.4	Sem1 Sem2 Sem3 Sem4 Sem5 Sem6 Sem7 Sem8 Sem9	N.1 N.2 N.3 N.4 N.5 N.6
PEK_U02	K1ETK_U33	C.2 C.3 C.4	Sem1 Sem2 Sem3 Sem4 Sem5 Sem6 Sem7 Sem8 Sem9	N.2 N.3 N.4 N.5 N.6
PEK_K01	K1ETK_K09	C.2 C.3 C.4	Sem1 Sem2 Sem3 Sem4 Sem5 Sem6 Sem7 Sem8 Sem9	N.2 N.3 N.4 N.5 N.6