COURSE GUIDE

Subject name	**Negotiation techniques and ethics in logistics**
Course of study	**Logistics**
The form of study	**Full-time**
Level of qualification	**II**
Year	**II**
Semester	**3**
The implementing entity	**KATEDRA SOCJOLOGII, PSYCHOLOGII I KOMUNIKACJI W ZARZĄDZANIU**
The person responsible for preparing	**Dr Leszek Cichobłaziński**
Profile	**General academic**
ECTS points	**4**

TYPE OF TEACHING – NUMBER OF HOURS PER SEMESTER

LECTURE	CLASS	LABORATORY	PROJECT	SEMINAR
15	**30**	**-**	**-**	**-**

COURSE AIMS

C1. Presentation and elaboration negotiation styles according to the Harvard Model.
C2. Presenting and describing contract negotiation in logistics.
C3. Presenting and describing the problems connected with ethics o management in historical and systematic aspects.

ENTRY REQUIREMENTS FOR KNOWLEDGE, SKILLS AND OTHER COMPETENCES

Student has knowledge in the Scope of principles of psychology.
Student has knowledge in the Scope of principles of interpersonal communication.
Student is able to identify problematic of ethical behaviour.

LEARNING OUTCOMES

EU 1- Student is able to prepare contract negotiation.
EU 2- Student is able to plan the process of negotiation.
EU 3- Student is able to identify and to apply the basic tactics of negotiation.
EU 4- Student is able to conduct contract negotiation in English.

COURSE CONTENT

Teaching method – LECTURE	Number of hours 15
L 1- Introduction to the subject. Elaborating basic concepts in the Scope of negotiation.	1
L 2- Presentation of negotiation condacted by the students.	1
L 3- Conflict of interests: causes, management, and resolving.	1
L 4 - Christopher Moore's typology of conflicts.	1
L 5- Discussing of the interpersonal communication models.	1
L 6- Discussing of the phenomena of Framing in negotiation.	1
L 7- Discussing of negotiation process stages.	1
L 8 – Typology of negotiation tactics.	1
L 9 – Introduction to the Theory of Game in negotiation.	1
L 10 – Difficult adversary in negotiation.	1
L11 –Discussing of mediation principles directed to the outcome.	1
L 12 - Human action and moral conflict.	1

L 13 - Introduction to problematic of business ethics.		**1**
L 14 – Negotiation ethics		**1**
L 15 – Recapitulation .		**1**
Type of teaching – clases		**Number of hours 30**
C 1	Organizational conflict – practical issues.	**2**
C 2	Negotiation in everyday life – students presentations.	**2**
C 3	Objective criteria – examples .	**2**
C4	Separate people from the problem .	**2**
C5	Separate interests from the positions .	**2**
C6	Utilization of BATNA in negotiation.	**2**
C7	Prisoner dilemma – training.	**2**
C8	Difficult adversary in negotiation – practical issues.	**2**
C9	Negotiation tactics – training.	**2**
C10	Business ethics – cases.	**2**
C11	Negotiation ethics – cases .	**2**
C12	The negotiation sheet preparing. Discussion of the principles for final negotiation evaluation.	**2**
C13	Preparation for the final negotiation.	**2**
C14	Final negotiations for the grade.	**2**
C15	Recapitulation .	**2**

TEACHING TOOLS
Course book and scientific publications.
Audiovisual equipment.
Case studies.

WAYS OF ASSESSMENT (F – FORMATIVE, P – SUMMATIVE)
P - Test.

STUDENT WORKLOAD

Form of activity	Average number of hours to complete the activity
Contact hours with the teacher - Lectures	15
Contact hours with the teacher - Classes	30
Preparation to classes	30
Getting Acquainted with the indicated literature	20
Consultations	5
Total / ECTS	100 / 4

BASIC AND SUPPLEMENTARY RESOURCE MATERIALS
Basic and supplementary resources
The Handbook of Negotiation and Culture, M.J. Gelfand & J.M. Brett (eds.), Stanford University Press, Stanford CA 2004. http://www.unice.fr/crookall-cours/iup_cult/_docs/_Gelfand%202004%20Handbook%20of%20Negotiation%20and%20Culture.pdf
R. Fisher, W. Ury, B. Patton, Getting to Yes. Negotiating and agreement without giving in, Random House Business Books 2012.https://www.fd.unl.pt/docentes_docs/ma/AGON_MA_25849.pdf
L. Cichobłaziński, Resolving Collective Disputes in Poland: A Narrative Perspective, [in:] Narrative and Innovations, P. Muller & Lutz Becker (eds.), Springer VS, Wiesbaden 2013.
A.Hepper, M.Shmidt, Negocjacje handlowe po polsku i po angielsku, BC Edukacja, 2008.

TEACHERS (NAME, SURNAME, E-MAIL ADDRESS)
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MATRIX OF LEARNING OUTCOMES REALISATION

Learning outcome	Reference of given outcome to outcomes defined for whole program	Course aims	Course content	Teaching tools	Ways of assessment
EU 1	K_W01 K_U01 K_U02 K_U03 K_K01 K_K03	C1, C4, C3	L1, L3, L 7.	1,2,3	P
EU 2	K_W01 K_U01 K_U02 K_U03 K_K01 K_K03	C2, C5	L4, L8, L9	1	P
EU 3	K_W01 K_U01 K_U02 K_U03 K_K01 K_K03	C6,C7	L10, L11, L2	2	P
EU 4	K_W01 K_U01 K_U02 K_U03 K_K01 K_K03	C8, C9, C10	L12, L15, L14	1	P

FORM OF ASSESSMENT - DETAILS

	grade 2	grade 3	grade 4	grade 5
EU 1	Student is not able to prepare contract negotiation.	Student is able to prepare simple contract negotiations.	Student is able to prepare complex contract negotiations.	Student is able to negotiate comlex in English.
EU2	Student is not able to plan the process of negotiation.	Student is able to plan the simple process of negotiation.	Student is able to plan the complex process of negotiation.	Student is able to plan the complex process of negotiation and negotiate in English.
EU 3	Student is not able to identify and to apply the basic tactics of negotiation.	Student is able to identify and to apply only a few of tactics of negotiation.	Student is able to identify and to apply the most important of the basic tactics of negotiation.	Student is able to identify and to apply the basic tactics of negotiation.

EU 2	Student is not able to conduct contract negotiation in English.	Student is able to conduct contract negotiation in English but with significant difficulties.	Student is able to conduct contract negotiation in English but with small difficulties.	Student is able to conduct contract negotiation in English without difficulties.

ADDITIONAL USEFUL INFORMATION ABOUT THE COURSE
Information where presentation of classes, instruction, subjects of seminars can be found, etc.
Information on the place where the classes take place -
Information on the date of classes (day of the week/hour) -
Information on consultation hours (hours + place) -