

Polish course name	KOMUNIKACJA SPOŁECZNA I NEGOCJACJE
English course name	SOCIAL COMMUNICATION AND NEGOTIATIONS
Course code	WIP-MDL-D1-SCAN-02
Field of study	Materials design and logistics
Level of qualification	First degree
Form of study	Full-time
Semester	2
Number of ECTS points	2
Ways of assessment	Test

Number of hours per semester

Lecture	Seminar	Classes	Laboratory	Project
15		15		

TEACHERS:

Dr inż. Monika Górską,

Dr inż. Jarosław Boryca,

Dr inż. Ewa Staniewska.

COURSE OBJECTIVES:

- › **C1** To acquaint students with the basic concepts and models of communication.
- › **C2** To acquaint students with the basic concepts and models of communication.

**PRELIMINARY REQUIREMENTS FOR KNOWLEDGE, SKILLS AND OTHER
COMPETENCES:**

1. The student knows the basics of management, knows the basics of marketing
2. Ability to work independently and in a group.
3. Ability to use literature sources and internet resources.

COURSE CONTENT

LECTURE

- › **L1, L2** Social communication.
- › **L3, L4** Means and forms of communication.
- › **L5, L6** Models of the communication process.
- › **L7** Obstacles to effective communication.
- › **L8, L9** Principles and types of negotiation.
- › **L10, L11** Stages of negotiation.
- › **L12, L13** Breaking down barriers to negotiation.
- › **L14** Intercultural negotiations.
- › **L15** Completion of the course.

CLASSES

- › **C1** Verbal communication, non-verbal communication.
- › **C2** Psychological aspects of communication.
- › **C3** Counter-argumentation methods.
- › **C4 - 7** Body language.
- › **C8** Public appearances.
- › **C9** Attitudes in negotiations.
- › **C10** The Harvard model of negotiation.
- › **C11** Negotiation tactics.

BASIC REFERENCES

1. Goban –Klas T.: Media i komunikowanie masowe. Teorie i analizy prasy, radia, telewizji i internetu, Wydawnictwo Naukowe PWN Warszawa, Kraków 2002 r.
2. Robbins S. P.: Zachowania w organizacjach, Polskie Wydawnictwo Ekonomiczne, Warszawa 2004 r.
3. Baklarski K.: Negocjacje, Collegium Bobolanum, Warszawa 2012 r.
4. Kulawik A.: Strategie i taktyki negocjacyjne na arenie międzynarodowej, Wydawnictwo e-bookowo.pl, 2001 r.

SUPPLEMENTARY REFERENCE MATERIALS

1. Pase A., B.: Mowa ciała, Dom Wydawniczy REBIS, Poznań 2007 r.

LEARNING OUTCOMES

- › **EU1** The student knows and understands the basic concepts and models of communication.
- › **EU2** The student has knowledge of the negotiation process and rules of its conduct.

TEACHING TOOLS

- › Multimedia presentations.
- › CUT e-learning platform (possible use).
- › Computer stations with software.

WAYS OF ASSESSMENT (F – FORMATIVE, P – SUMMATIVE)

- › **F1.** Assessment of self-preparation for exercises.
- › **P1.** Final test

STUDENT WORKLOAD

Form of activity	Number of hours	ECTS
Contact hours with the teacher		
Lectures	15	0,6
Seminar		
Classes	15	0,6
Laboratory		
Project		
Test	2	0,08
Exam		
Total contact hours	32	1,28
Student's own work		
Getting acquainted with the indicated literature	5	0,2
Preparation for seminar		
Preparation for classes	4	0,16
Preparation for lab		
Project preparation		
Consultation	3	0,12

Preparation for the test	6	0,24
Total student's own work	18	0,72
Total number of hours/ ECTS points for the course	50	2,0

ADDITIONAL INFORMATION

Timetable of classes	https://wip.pcz.pl/dla-studentow/plan-zajec/studia-stacjonarne
Information about the consultation (time + place)	https://wip.pcz.pl/dla-studentow/konsultacje-dla-studentow

MATRIX OF LEARNING OUTCOMES REALISATION

Learning outcome	Reference of given outcome to outcomes defined for whole program	Course objectives	Course content	Ways of assessment
EU 1	K_W07, K_K03,	C1	L1 - L15	P1
EU 2	K_W07, K_U07, K_K03,	C2	C1 - C11	F1

FORM OF ASSESSMENT - DETAILS

EU1 The student knows and understands the basic concepts and models of communication.

- › 2,0 The student does not know the basic concepts of communication.
- › 3,0 The student has a basic knowledge of the concepts of communication.
- › 3,5 The student has mastered the basic knowledge of the concepts of communication sufficiently plus.
- › 4,0 The student has knowledge of the concepts of communication.
- › 4,5 The student has mastered the basic knowledge of the concepts of communication with a good plus degree.
- › 5,0 The student has a significant knowledge of the concepts of communication

EU2 The student has knowledge of the theory of negotiation and the rules of its conduct.

- › 2,0 The student has no knowledge of the theory of negotiation.
- › 3,0 The student has partial knowledge of the theory of negotiation.
- › 3,5 The student has mastered the knowledge of negotiation theory sufficiently plus.
- › 4,0 The student has knowledge of the theory of negotiation.
- › 4,5 The student has a good knowledge of the theory of negotiation plus.
- › 5,0 The student has a significant knowledge of the theory of negotiation.