



Course title: **Negotiation Techniques**
Department: PE-4, Center for Social Sciences
Course code: F4-EE
Erasmus subject code: 0388
Number of contact hours: 9
Course duration: 1 semester
ECTS credits: 1
Course description: The course introduces the students into the basic concepts and ideas concerning conflicts and negotiations. The varieties of of conflicts in the human world and the methods of resolving them. Conflicts, negotiation and communication. Strategy and tactics of competitive negotiations. Aggressive tactics. Strategy and tactics of integrative (win-win) negotiations. Creating the value in integrative strategy. Phases and stages of negotiation, preparation ana planning. Typical techniques of social influence.

Literature: R.J. Lewicki, B. Barry, D.M. Saunders — Essentials of Negotiations, New York, 2016, McGraw-Hill.
W. Wilmot, J.L. Hocker — Interpersonal Conflicts, New York, 2011, McGraw-Hill

Course type: Lectures and seminars
Assessment method: Attendance and final exam
Prerequisites: None
Primary target group: All international students
Lecturer: Marek Pyka, PhD, Prof. of CUT
Contact person: Marek Pyka, phone (+48 12) 6282480;
Email: marek.pyka@pk.edu.pl
Deadline for application: