

International University of Logistics and Transport in Wrocław

Leading									
Item	Trade negotiations								
Module	W	ECTS points	5	Reference number of the study program	L/2024/SPS/S/P - L/2024/SPS/N/P				
Direction		Specialty			Academic year				
LOGISTICS		Trade and distribution logistics / Transport safety			updated syllabus				
Term		V		Year of study		III			
Form of studies		Stationary				Part-time			
Form of classes		Lecture	Exercises	Laboratories	Design	Lecture	Exercises	Laboratories	Design
Number of hours		16	14		12	12	12		9
TOGETHER		42				33			
Objective of the course		The aim of the course is to prepare students to plan, conduct and evaluate commercial negotiations by developing knowledge of the negotiation process, the ability to analyse business situations and the communication and teamwork skills necessary in business and supply chain operations.							
Minimum knowledge required from the student before starting classes									
Micro and Macroeconomics, Introduction to Logistics.									
Recommended literature to study before starting classes									
Not applicable									
SUBJECT-SPECIFIC LEARNING OUTCOMES (SLE)						KEU	EVALUATION METHODS		
	CODE	FORM				CODE	CODE	FORM	
KNOWLEDGE	W01	Possesses basic knowledge of the mechanisms of economic and business operation and understands the impact of the market environment, including marketing and economics, on the conditions and course of trade negotiations.				K1_W01_L_P	MO2 MO14	Written examination in the form of a closed single-choice test. Continuous assessment.	
	W02	Possesses basic knowledge of the functioning of an organization as a system, including processes, structures and management principles, and understands their importance for preparing and conducting commercial negotiations in an enterprise.				K1_W02_L_P	MO2 MO10	Written exam in the form of a closed single-choice test. Project completion.	
	W03	Possesses knowledge of the functioning of logistics and commercial processes and the conditions for their implementation in the market and understands their importance for the preparation and conduct of commercial negotiations.				K1_W10_L_P	MO2 MO10	Written exam in the form of a closed single-choice test. Project completion.	
SKILLS	U01	Is able to interpret phenomena and processes occurring in the enterprise and its environment, and to forecast their effects using appropriate methods and tools, particularly in the context of preparing and conducting commercial negotiations.				K1_U01_L_P	MO10 MO14	Project completion Continuous assessment (ongoing preparation for classes)	
	U02	Is able to identify problems in the functioning of an enterprise and select appropriate methods and tools to solve them, including the use of appropriate regulations and principles, in particular in the context of preparing and conducting commercial negotiations.				K1_U02_L_P	MO10	Passing the project	
	U03	Has the ability to prepare written studies and oral presentations in Polish and a foreign language concerning the identification, analysis and evaluation of phenomena and processes related to the company's operations, in particular in the context of trade negotiations.				K1_U08_L_P	MO10 MO14	Project completion Continuous assessment (ongoing preparation for classes)	

SOCIAL COMPETENCES	K01	Is ready to think and act in an entrepreneurial manner and to initiate and organize business projects and activities, including those related to the preparation and conduct of commercial negotiations.	K1_K03_L_P	MO10 MO16	Project completion Assessment of students' work and cooperation during classes (observation to check acquired social competences)
Subject content	Lecture	The role of negotiation in business operations and supply chains. The negotiation process – preparing, conducting, and concluding negotiations. Analysis of the parties' interests and positions. Negotiation strategies, styles, and techniques in commercial negotiations. Communication and psychological factors in negotiations. Making negotiation decisions and assessing their economic and relational impact. Ethical and cultural determinants of negotiations.			
	Exercises	Analyzing negotiation cases, developing strategies and arguments, resolving negotiation problems, and discussing the consequences of negotiation decisions.			
	Laboratories				
	Projects	Preparing a negotiation project, including analyzing the business situation, identifying the parties' interests, developing negotiation strategies and options, and assessing the possible consequences of decisions. Teamwork to resolve the negotiation problem. Preparing a written report and presenting the project results.			
Teaching methods	CODE	FORM			
	MD2	Informative lecture using multimedia techniques			
	MD6	Problem-based lecture using multimedia techniques			
	MD8	Project method			
	MD10	Case method			
Compulsory literature	1	Burchard B. 2008: The Student Leadership Guide, Morgan James Publishing, Nowy Jork			
	2	Brauneis. F 2024: Intellectual Property Protection of Fact based Works Copyright and Its Alternatives, Wydawnictwo Edward Elgar Publishing Ltd, Londyn			
	3	Dawson C. 2024: Projects in Computing and Information Systems: A Student's Guide, Wydawnictwo Pearson International, Poznań			
Additional literature	1	Randal E. 2020: Computer Systems: A Programmer's Perspective 3/ed, Wydawnictwo Gamet Publishing, Londyn			
	2	Dawson M. 2022: EU Law and Governance, Wydawnictwo Cambridge University Pr., Cambridge			

Conditions for passing the course

The final grade for the course is determined based on: a written exam verifying the lecture content (30% of the final grade); an assessment of ongoing work during tutorials, including written assignments submitted after lectures (40% of the final grade); and an assessment of the team project (30% of the final grade). To pass the course, students must obtain at least 50% of the points on the exam, complete the required tutorial assignments, and submit the project.