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| FACULTY: | Faculty of Humanities |
| FIELD OF STUDY: | Journalism and Social Communication |
| ERASMUS COORDINATOR OF THE FACULTY: | Anna Hajek, MA  Wiesław Trojanowicz, MA |
| E-MAIL ADDRESS OF THE COORDINATOR: | anna.hajek[@tu.koszalin.pl](mailto:jolanta.sypianska@tu.koszalin.pl)  [trojanowicz@op.pl](mailto:trojanowicz@op.pl) |
| COURSE TITLE: | Negotiation Techniques |
| LECTURER’S NAME: | Dominika Liszkowska, PhD |
| E-MAIL ADDRESS OF THE LECTURER: | dominika.liszkowska@tu.koszalin.pl |
| ECTS POINTS FOR THE COURSE: | 2 |
| ACADEMIC YEAR: | **2021/2022** |
| SEMESTER:  (W – winter, S – summer) | W |
| HOURS IN SEMESTER: | 30 |
| LEVEL OF THE COURSE:  (1st cycle, 2nd cycle, 3rd cycle) | 1st cycle |
| TEACHING METHOD:  (lecture, laboratory, group tutorials, seminar, other-what type?) | discussions (15 hours), laboratory (15 hours) |
| LANGUAGE OF INSTRUCTION: | Polish |
| ASSESSMENT METHOD:  (written exam, oral exam, class test, written reports, project work, presentation, continuous assessment, other – what type?) | project work, class test |
| COURSE CONTENT: | The aim of the course is familiarise student with practical knowledge of negotiation in various social situations, as well as to acquire the ability to conduct the negotiation process and the correct use of negotiation techniques to achieve the goals set. |
| ADDITIONAL INFORMATION: | consultations in English |