Title:	Negotiation
Lecture hours:	45
Study period: (summer/winter)	Winter and summer
Number of credits:	8
Assessment methods:	Case Studies, written examination
Language of instruction:	English
Prerequisites:	English language competence at B1
Course content:	1. Communication models. 2. Main styles of negotiations. 3. Common strategies and techniques in negotiations. 4. Proxemics and non-verbal communication. 5. Active listening. 6. Preparation towards business negotiation. BATNA/WATNA. 7. Cooperation and confrontation. 8. Conflict management vs conflict resolution. 9. Perrotin-Heusschen chess strategy. 10. ZOPA. 11. Mathematical models of decision-making. 12. Nash Equilibrium, Stag Hunt, Prisonner's Dilemma. 13. Social environment of decision-making.
Learning outcomes:	1. Students can name and describe different strategies, methods and techniques in negotiation. 2. Students can apply most common negotiation techniques in their professional environment and everyday life. 3. Students can identify different communication styles and adjust to them. 4. Students can identify their BATNA and WATNA in different negotiation situations and anticipate the opponent's BATNA/WATNA. 5. Students can explain chess strategy of negotiation. 6. Students understand the significance of proxemics in communication. 7. Students can apply different negotiation strategies to different circumstances and given data. 8. Students can explain Nash Equilibrium in the context of

	negotiation.
	9. Students understand the impact of environmental factors to decision – making.
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Literature:	Cialdini, R. (12006) Influence. The Psychology of Persuasion. New York: HarperBusiness. Roszkowska, E. (2007). Modelowanie procesów decyzyjnych oraz negocjacji za pomocą kompleksów reguł. Białystok. Seidel, G. (2014). Negotiating for Success: Essential Strategies and Skills. Michigan: University of Michigan. Straffin, P. (2002). Game Theory and Strategy, The Mathematical Association of America. + Harvard Law School Program on Negotiation materials