Course: Harvard Negotiation Model | ECTS Points: 2

Course Code:

Language: English

Course description: educational content – elective, optional course

Lecturer: Marcin Kolemba Ph.D.

Semester: 1 winter

Number of hours: 15
- Lecture: 7
- Classes: 8

Courses to be completed before enrollment to the course: 2 - no prerequisites


<table>
<thead>
<tr>
<th>Classes</th>
<th>Number of hours</th>
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<tr>
<td>1. Application of Harvard Negotiation Model</td>
<td>2</td>
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<td>2. Main principles in Harvard Negotiation Model (2h)</td>
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<td>3. Preparation phase - key issue: Best alternative to the negotiation agreement (2h)</td>
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<td>4. Conception of Win-win strategy.</td>
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<tr>
<td>5. Negotiation technics (2h)</td>
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Aim of the course: Providing basic information on negotiation. Familiarize students with the Harvard Negotiation Model and practice selected negotiation techniques

Teaching methods³: workshops

Literature:

Forms and conditions of credit⁴:
Credits: Test

¹ „Winter” or „summer”
² If it is needed, please write the name of the course.
³ „Lectures”, „workshops”, e.t.c.
⁴ „Test”, “written essay”, e.t.c.