Course: Harvard Negotiation Model | ECTS Points: 2

Course Code: 
Language: English

Course description: educational content – elective, optional course

Lecturer: Marcin Kolemba Ph.D.

Semester: '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>Lectures</th>
<th>Number of hours</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. Aplicación of Harvard Negotiation Model</td>
<td>2</td>
</tr>
<tr>
<td>2. Main principles in Harvard Negotiation Model (2h)</td>
<td>2</td>
</tr>
<tr>
<td>3. Preparation phase - key issue: Best alternative to the negotiation agreement (2h)</td>
<td>3</td>
</tr>
<tr>
<td>4. Conception of Win-win strategy</td>
<td>3</td>
</tr>
<tr>
<td>5. Negotiation technics (2h)</td>
<td>5</td>
</tr>
</tbody>
</table>

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.