

Course syllabus for ERASMUS+ incoming students

Course Title	
Contract and Negotiations	
Academic Teacher	Mikołaj Zgaiński, PhD
E-mail	mikolaj.zgaiński@ansleszno.pl
ECTS credits	2
Number of hours	60
Course code	INT-IPB-CN-26
Course description	
The course Contract and negotiations allows the student to get familiar with negotiation techniques and contract terms. The main topic of the classes is making and performing a contract as a result of negotiations. The student is aware of the role of law in shaping social structures and institutions.	
Learning outcomes - course content	
1. Negotiations: definition and goals, factors affecting negotiations. 2. Negotiation issues and phases. Traits of a good negotiator and types of negotiators - Negotiation styles and attitudes (positional negotiations vs. the Harvard negotiation project, judgmental versus learning). 3. Interpersonal communication (verbal and nonverbal aspects of communication) 4. Negotiation techniques and methods: direct and online. Closing the negotiation 5. Contracts: parties to the contract (the essence of legal capacity and capacity to act; legal entities: natural persons, legal persons, entities without legal personality that have legal capacity). 6. Power of attorney - concept, types, granting, consequences of exceeding authority. 7. Modes of concluding contracts. Preliminary agreement. Termination of the contract. Withdrawal from the contract. Contract notice. Knowledge 1. Student knows the concepts and definitions related to conducting the negotiation process 2. Student describes the topic of communication in business as well as negotiation styles and forms	

3. Student knows the basics of issues related to contract law.

Skills

1. Describing and preparing contracts in commercial transactions, and in construction industry
2. Using the knowledge gained to conduct negotiations effectively.

Competences

1. Ability to work in a team and share knowledge and experience.
2. Student has an awareness of the importance of cooperation and teamwork.

Student workload (self-study description)

- Taking part in classes (30 hours)
- Reading assigned literature, scientific articles, and case studies related to contract and negotiations. Reviewing lecture materials and preparing for examinations (15 hours),
- Preparing the project: (15 hours)
Carrying out practical tasks using various negotiation techniques and styles, case analysis

Literature

1. Leigh L.Thompson, Wyd. Pearson: the Mind and Heart of the Negotiator
2. Ewan McKendrick, wyd. Palgrave: Contract Law, 2015
3. Ben. L.Fernandez, Vandeplas Pub :Drafting Contracts - A Practical Guide to Transactional Practice, 2020