

## DESCRIPTION OF THE COURSE OF STUDY

<b>Item code</b>	0312.4.SM2. C10. CUMIN	
<b>Item name in language</b>	Polish	<b><i>Komunikacja międzykulturowa i negocjacje</i></b> <b><i>Intercultural communication and negotiation</i></b>
	English	

## 1. LOCATION OF THE SUBJECT IN THE STUDY SYSTEM

<b>1.1. Field of study</b>	International relations
<b>1.2. Form of study</b>	Full-time/part-time studies
<b>1.3. Level of study</b>	Second-cycle (master's) studies
<b>1.4. Study profile*</b>	General Academic
<b>1.5. Person preparing the item card</b>	dr Violetta Gul-Rechlewicz
<b>1.6. Contact</b>	ismipp@ujk.edu.pl

## 2. GENERAL CHARACTERISTICS OF THE ITEM

<b>2.1. Language of instruction</b>	Polish or English
<b>2.2. Prerequisites*</b>	Basic knowledge in the field of social communication and international relations.

## 3. DETAILED CHARACTERISTICS OF THE ITEM

<b>3.1. Form of classes</b>	Lecture, exercises	
<b>3.2. Place of the class</b>	Classes in the teaching rooms of the University	
<b>3.3. Form of passing classes</b>	Exam, credit with grade	
<b>3.4. Teaching methods</b>	Feeder/perceptual/problem	
<b>3.5. Bibliography</b>	<b>Basic</b>	Hofstede G., <i>Cultures and Organizations</i> , Warsaw 2011; R.Gesteland, <i>Cultural Differences and Behaviour in Business</i> , Warsaw 2000; Ociepka B., <i>International Communication</i> , Wrocław 2002. Zenderowski R., Cebul K., Krycki M. (eds.), <i>International Cultural Relations</i> , Warsaw 2010.
	<b>Supplementary</b>	Isański J. (ed.), <i>Intercultural Communication. Opportunities and Challenges</i> , Poznań 2009.; Kendik M., <i>International Negotiations</i> , Warsaw 2009; Mikułowski Pomorski J., <i>Intercultural Communication. Introduction</i> , Cracow 1999; Mikułowski Pomorski J., <i>How Nations Communicate with Each Other in Intercultural Communication and Media Communication</i> , Kraków 2006.

## 4. LEARNING OBJECTIVES, CONTENT AND OUTCOMES

<b>4.1. Course objectives (including the form of classes)</b> <i>Knowledge – the student has knowledge of the process of international and cultural communication from the point of view of subject theory and knowledge of the mechanisms of international and cultural communication (including issues related to the knowledge of negotiation issues) from a historical and contemporary perspective (W).</i> <i>Skills – the student is able to: explain the essence of the mechanisms of international and cultural communication, negotiation techniques and analyze their own culture in this perspective (C).</i> <i>Social competences – the student has the following competences: to actively participate in international and intercultural relations (also in the area of negotiations) at various levels and to communicate in a culturally diverse environment, having knowledge in the field of communication, both verbal and non-verbal (W, C).</i>
<b>4.2. Curriculum content (including the form of classes)</b> <i>Lecture: research traditions in contemporary communication studies, the essence of the process of international and intercultural communication, cultural transformations in the 21st century, typologies of cultures, cultural differences in the prism of socio-economic conditions, the impact of national culture on intercultural communication, order in inter-nave communication, multiculturalism within a single state organism, the impact of globalization on the process of communication, the impact of cultural changes on international communication, problematic issues in the functioning of multicultural societies in the European Union. The concept and essence of negotiations. A lot of negotiations in social life and in business. The role of negotiation in the management of organizations. Goals and determinants of negotiations. Cultural differences and psychological distance in international negotiations.</i> <i>Exercises: basic areas of use and knowledge of cultural differences, cultural tolerance, acquiring intercultural communication skills, barriers to international communication. Identity; distance; the concept of a stranger, xenophobia; prejudices and stereotypes; taboo; low- and high-context cultures. Negotiation workshop, Mediation rules; preparation for mediation, initial interviews with the parties, mediation procedure. Mediation model simulation. Mediation training.</i>

## 4.3. Subject learning outcomes

<b>Effect</b>	<b>A student who has passed the course</b>	<b>Reference to directional learning outcomes</b>
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in the field of <b>KNOWLEDGE:</b>		
W01	He/she has full knowledge of the complex system of norms and rules (legal, moral, cultural, organizational) shaping contemporary international relations and interstate relations	SM2A_W07
W02	He has extended knowledge of contemporary civilizational, cultural and religious processes in the world.	SM2A_W18
W03	He/she has extensive knowledge of the social, cultural and political aspects of the functioning of individual, selected countries (their political, economic, social systems) in relations with the external environment and within the international system.	SM2A_W21
in the field of <b>SKILLS:</b>		
U01	He/she is able to use tools and methods of social communication as well as professional and theoretical knowledge to conduct complex negotiations, as well as has the ability to apply various mediation and negotiation methods in practice	SM2A_U06
U02	Can communicate effectively in a group, using appropriate messages and communication methods in interpersonal relationships, in relation to various situations.	SM2A_U10
U03	He/she has the ability to formulate critical opinions on cultural phenomena and products on the basis of scientific knowledge and experience, as well as the ability to present critical studies in various forms and in various media.	SM2A_U16
in the field of <b>SOCIAL COMPETENCES:</b>		
K01	He/she is prepared for effective and creative work in a team, he/she is aware of his/her role in the professional group. He/she has the ability to assume specific social roles and is open to new forms of social communication.	SM2A_K05
K02	He is ready to work in a number of professions related to foreign policy, international politics, international relations.	SM2A_K04
K02	He has the ability to correctly identify ethical and moral dilemmas related to the sphere of contemporary international relations.	SM2A_K07

#### 4.4. Ways to verify the achievement of the learning outcomes in question

Objective effects (symbol)	Verification method (+/-)																				
	Oral/written exam*			Colloquium*			Project*			Activity in class*			Own work*			Group work*			Other (what?)*		
	Form of classes			Form of classes			Form of classes			Form of classes			Form of classes			Form of classes			Form of classes		
	W	C	...	W	C	...	W	C	...	W	C	...	W	C	...	W	C	...	W	C	...
W01	+				+			+			+			+			+				
W02	+				+			+			+			+			+				
W03	+				+			+			+			+			+				
U01	+				+			+			+			+			+				
U02	+				+			+			+			+			+				
U03	+				+			+			+			+			+				
K01								+	+		+			+	+		+			+	+
K02								+	+		+			+	+		+			+	+
K03								+	+		+			+	+		+			+	+

\*unnecessary delete

#### 4.5. Criteria for assessing the degree of achievement of learning outcomes

Form of classes	Rating	Evaluation criterion
lecture (W)	3	He answered the questions at the level (minimum 50-59%) according to the adopted score.
	3,5	He answered the questions at the level (60-70%) according to the adopted score.
	4	He answered the questions at the level (71-79%) according to the adopted score.
	4,5	He answered the questions asked at the level (80-90%) according to the adopted score.
	5	He answered the questions at the level (91-100%) according to the adopted score.
exercises (C)*	3	He answered the questions at the level of 50-59% according to the adopted score (including the result of the colloquium, presentation and activity in class).
	3,5	He answered the questions at the level of 60-69% according to the accepted score (the total result of the colloquium, presentation and activity in class).
	4	He answered the questions at the level of 70-79% according to the adopted score (the total result of the colloquium, presentation and activity in class).
	4,5	He answered the questions at the level of 80-89% according to the adopted score (including the result of the colloquium, presentation and activity in class).
	5	He answered the questions at the level of 90-100% according to the adopted score (the total result of the colloquium, presentation and activity in class).

### 5. ECTS CREDITS BALANCE – STUDENT WORKLOAD

Category	Student workload
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	<b>Studies stationary</b>	<b>Studies part-time</b>
<i>NUMBER OF HOURS CARRIED OUT WITH THE DIRECT PARTICIPATION OF THE TEACHER /CONTACT HOURS/</i>	<b>60</b>	<b>40</b>
<i>Participation in lectures*</i>	30	20
<i>Participation in exercises, seminars, laboratories*</i>	30	20
<i>INDEPENDENT WORK OF THE STUDENT /NON-CONTACT HOURS/</i>	<b>40</b>	<b>60</b>
<i>Lecture preparation*</i>	5	15
<i>Preparation for exercises, seminar, laboratory*</i>	15	20
<i>Exam preparation/colloquium*</i>	15	15
<i>Collection of materials for the project, web query*</i>	5	10
<b>TOTAL NUMBER OF HOURS</b>	<b>100</b>	<b>100</b>
<b>ECTS CREDITS per course</b>	<b>4</b>	<b>4</b>

*\*unnecessary delete*

***I accept for implementation*** (date and legible signatures of the subjects teaching the course in a given academic year)

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