

COURSE SPECIFICATION

Course code: 0312.3.SM2.C.KMIN

Course title in Polish: Komunikacja międzykulturowa i negocjacje

Course title in English: Intercultural communication and negotiations

1. Placement of the course within the study programme

1.1. Field of study	International Relations
1.2. Mode of study	Full-time / part-time studies
1.3. Level of study	Master's degree (second-cycle)
1.4. Profile of study	General academic
1.5. Course specification author	Dr Karolina Pałka-Suchojad
1.6. Contact	imsipp@ujk.edu.pl

2. General characteristics of the course

2.1. Language of instruction	English/Polish
2.2. Entry requirements	Social Communication

3. Detailed characteristics of the course

3.1. Type of classes	Lecture (classes conducted using distance-learning methods and techniques) and seminar
3.2. Place of course delivery	Lecture: classes conducted using distance-learning methods and techniques; seminar: traditional classes in a UJK teaching room
3.3. Form of assessment	Lecture – examination; seminar – graded credit after semester 2
3.4. Teaching methods	Problem-based lecture; discussion during seminars
3.5.a. Basic reading list	1. Zenderowski R., Koziński B., Różnice kulturowe w biznesie, Warsaw 2022. 2. Hofstede G., Kultury i organizacje, Warsaw 2011. 3. Gesteland R., Różnice kulturowe a zachowania w biznesie, Warsaw 2000. 4. Ociepka B., Komunikowanie międzynarodowe, Wrocław 2002. 5. Zenderowski R., Cebul K., Krycki M. (eds.), Międzynarodowe stosunki kulturalne, Warsaw 2010.
3.5.b. Supplementary reading list	1. Isański J. (ed.), Komunikowanie międzykulturowe. Szanse i wyzwania, Poznań 2009. 2. Kendik M., Negocjacje międzynarodowe, Warsaw 2009. 3. Mikułowski Pomorski J., Jak narody porozumiewają się ze sobą w komunikacji międzykulturowej i komunikowaniu medialnym, Kraków 2006.

4. Objectives, content and learning outcomes

4.1. Course objectives (taking into account the form of classes)

L- lecture (classes conducted using distance-learning methods and techniques), S - seminar

- **CO1.** Knowledge – to familiarise students with the concepts of intercultural and international communication (L).
- **CO2.** Skills – to prepare students to identify information threats, including disinformation and manipulation in the information environment (L, S).

- **CO3.** Social competences – to raise students’ awareness of changes taking place in the global information environment (S).

4.2. Course content (taking into count the form of classes)

Lectures (classes conducted using distance-learning methods and techniques)

1. Culture and communication – conceptual scope.
2. International and global communication.
3. Intercultural and transcultural communication.
4. National cultures: division and classification.
5. Verbal and non-verbal communication in intercultural relations.
6. Cultural differences in negotiation: relationship-oriented and transaction-oriented cultures.
7. The concept of negotiation and factors determining its effectiveness.

Seminar

1. Basic areas of application and knowledge of cultural differences.
2. Cultural tolerance.
3. Barriers to intercultural communication.
4. Identity; distance; the concept of the stranger; xenophobia; prejudice and stereotypes; taboo.
5. Multiculturalism.
6. Negotiation techniques and tactics.
7. Constructing a negotiation scenario.
8. Cultural differences in the negotiation process.
9. Multicultural negotiations – workshop.

4.3. Course learning outcomes

Course learning outcomes (code)	Upon completion of the course, the student	Alignment with programme learning outcomes
in the area of knowledge:		
W01	Has extended knowledge of intercultural and international communication, intergroup attitudes and stereotypes, and other aspects of intercultural contacts, including negotiations.	SM2A_W18
W02	Has advanced knowledge of intercultural communication under conditions of globalisation and multiculturalism in the contemporary world.	SM2A_W21
in the area of skills:		
U01	Can independently plan and pursue the development of own skills, with particular emphasis on intercultural communication.	SM2A_U06
U02	Can communicate effectively with representatives of different cultures and takes account of the cultural diversity of negotiators during negotiations.	SM2A_U10
in the area of social competences:		
K01	Is ready to undertake work in a range of professions related to international relations in politics and business.	SM2A_K04
K02	Is open to new forms of interpersonal and group communication and recognises the role of dialogue with representatives of other cultural circles.	SM2A_K05

4.4. Assessment methods for learning outcomes

Assessment method (+/-)

Course learning outcomes (code)	Oral/written/ examination	Test	Project	Group work

Type of classes

1: \ 2:	W	C	...	W	C	...	W	C	...	W	C	...
...W01	+				+			+			+	
...W02	+				+			+			+	
...U01	+				+			+			+	
...U02	+				+			+			+	
...K01	+							+			+	
...K02	+							+			+	

Annotation. 1: form of classes; 2: learning outcomes

4.5. Assessment criteria for learning outcomes

Type of classes:

LECTURE (L) (including classes conducted with the use of distance learning methods and techniques)

Grade	Assessment criteria
3,0	Answered the examination questions at 50–59% according to the adopted scoring system.
3,5	Answered the examination questions at 60–69% according to the adopted scoring system.
4,0	Answered the examination questions at 70–79% according to the adopted scoring system.
4,5	Answered the examination questions at 80–89% according to the adopted scoring system.
5,0	Answered the examination questions at 90–100% according to the adopted scoring system.

Type of classes:

SEMINAR (S)

Grade	Assessment criteria
3,0	Grade based on the weighted average of the test (50%), completed project (30%) and group work (20%).
3,5	Grade based on the weighted average of the test (50%), completed project (30%) and group work (20%).
4,0	Grade based on the weighted average of the test (50%), completed project (30%) and group work (20%).
4,5	Grade based on the weighted average of the test (50%), completed project (30%) and group work (20%).
5,0	Grade based on the weighted average of the test (50%), completed project (30%) and group work (20%).

5. ECTS credit allocation – student workload

Category	Student workload (full-time mode)	Student workload (part-time mode)
NUMBER OF HOURS WITH THE DIRECT PARTICIPATION OF THE TEACHER (CONTACT HOURS)	60	30
Participation in lectures	30	15

Participation in seminars	30	15
INDEPENDENT STUDY (NON-CONTACT HOURS)	40	70
Preparation for lectures	5	10
Preparation for seminars	10	20
Preparation for examination	15	30
Gathering materials for project, online research	5	5
Preparation of a multimedia presentation	5	5
TOTAL HOURS	100	100
ECTS CREDITS for the course	4	4

* delete as appropriate

Approved for implementation (date and legible signatures of course instructors in the given academic year):

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