

Subject: Negotiation in tourism

I. General information

Organization unit	Faculty of Physical Education Chair: Tourism and Recreation Supervisor: prof. P. Tomaszewski
Course name	Negotiation in tourism
Subject code	7/1/II/T
Teaching language	English
Type of subject (obligatory/ facultative)	Obligatory
Level of studies (eg. bachelor, master)	Master
Study year	1st
Semester	1st
ECTS points	3
Teacher	Joanna Kalecińska
Studies program in which the subject is realized	Tourism and Recreation
Method of realization (stationary/ distance learning)	Stationary
Prerequisites	None

II. Detailed Information

Course aims and objectives

A1	Familiarizing students with selected aspects of the negotiation process in tourism.
A2	Knowing the essence and factors of effective negotiation in tourism.
A3	Knowledge of negotiation strategies and techniques.
A4	Developing the ability to conduct negotiation talks.

Learning outcomes

Learning outcome	Subject's learning outcomes
Knowledge	
KW_02	has the knowledge about the influence of cultural, social and industrial conditions on the negotiations skills
KW_05	uses the knowledge of legal regulations; knows legal regulations in the field of tourist and recreational activity and analyzes their impact on business opportunities and protection of the interests of people participating in organized forms of that activity with focus on negotiations process
KW_06	has the knowledge about analyzing the conditions of the functioning of enterprises and non-profit institutions providing tourist and recreational services in economic and social activities; has the knowledge in the field of obtaining and analyzing statistical data in negotiations areas
KW_08	understands the impact of social and civilization changes on the lifestyle of local, regional and other stakeholders in negotiations process
Skills	
KU_01	is able to conduct his or her own business activity and/or manage a tourist or recreational enterprise and can manage human resources, especially in negotiation process
KU_04	is able to use the knowledge about the operation of international and national institutions, as well as state, local government and economic institutions in terms of creating conditions for the development of tourism and recreation in negotiation process activities
KU_05	is able to organize tourist events and plan recreational activities with proper attention given to their educational values; can integrate teams of participants in a tourist event or recreational activity for a common project, respecting social or cultural differences, using negotiations skills
KU_07	has the ability to critically analyses and select information from various sources, to draw conclusions and to judge and use negotiations skills
KU_10	has specialized skills in the selected area of activity related to tourism or recreation, as well as negotiations skills
Social Competences	
KK_03	acts ethically bearing in mind the risk of violating the common good or personal rights of other people in negotiations areas.
KK_04	gets involved in individual and team work; undertakes complex professional tasks in the field he or she specializes in
KK_05	understands the need for lifetime learning, can inspire and organize the learning process of others in negotiations areas

Syllabus contents

No	Title
Classes/ Practical classes	
1	Negotiations – introduction.
2	Preparation for negotiations.
3	Characteristics of the negotiator - good practice; good examples.
4	Phases of negotiation.
5	Conflict - if it helps or disturbs in negotiation?
6	Group and features of an efficient team in negotiations.
7	Strategies of negotiation.

8	Negotiations - case study.
9	Evaluation test

1 ECTS point = 30 hours students work (contact + self study)

TYPES OF CLASSES	HOURS
Contact hours - Lectures	15H
Contact hours - Classes	15H
Self study	45H
Total = 75	