

## **General information on the course**

Course:	<b>Negotiations in Business</b>
Organisational unit:	Centrum Badań Problemów Prawnych i Ekonomicznych Komunikacji Elektronicznej (Centre for the Studies on Electronic Communication Legal and Economic Problems)
Period:	Winter semester 2023/2024
Form of classes:	Compulsory classes (8 hours), lecture (12 hours)
Lecturer:	Maria Kaczorowska PhD
Field of study:	III Bachelor of Business and Administration

### **I.**

#### **Lecture programme**

1. Introduction. Basic notions and concepts regarding negotiations
2. Negotiations in Polish and European contract laws
3. Negotiations in business from the perspective of comparative law
4. Alternative Dispute Resolution mechanisms
5. Mediation in civil and commercial matters
6. Final test

#### **Classes programme**

1. Terminological and definitional aspects of negotiations
2. Negotiations as a way of concluding a contract
3. Negotiations in mediation and ADR
4. Completion of classes

### **II.**

#### **Recommended literature**

Teaching materials provided by the lecturer (successively made available in the “Files” section in the Microsoft Teams application)

P. Machnikowski, J. Balcarczyk, M. Dreła, *Contract Law in Poland*, Alphen aan den Rijn 2020

- K. Kryla-Cudna, *The Formation of a Contract under Polish Law*, “Prawo w Działaniu” 2016, vol. 27, pp. 139–148, <https://iws.gov.pl/wp-content/uploads/2018/09/27-Katarzyna-Kryla-Cudna.pdf>
- S. Jung, P. Krebs, *The Essentials of Contract Negotiation*, Cham 2019
- R. Schulze, F. Zoll, *European Contract Law*, Baden-Baden 2016
- Alternative Dispute Resolution: From Roman Law to Contemporary Regulations*, eds. B. Sitek, A.W. Bauknecht, K. Ciućkowska-Leszczewicz, J.J. Szczerbowski, C. Lázaro Guillamón, S. Kursa, Warsaw 2016
- K.P. Berger, *Private Dispute Resolution in International Business: Negotiation, Mediation, Arbitration*, vol. 2: *Handbook*, Alphen aan den Rijn 2015

### **Selected supplementary literature**

- S. B. Goldberg, F.E.A. Sander, N.H. Rogers, S.R. Cole, *Dispute Resolution: Negotiation, Mediation, Arbitration, and Other Processes*, New York 2020
- C. Chatterjee, *Negotiating Techniques in Diplomacy and Business Contracts*, Cham 2021
- M. Salehijam, *Mediation and Commercial Contract Law: Towards a Comprehensive Legal Framework*, Abingdon, Oxon 2021
- Dispute Prevention and Resolution Services, Department of Justice, Canada, “Dispute Resolution Reference Guide”, <https://www.justice.gc.ca/eng/rp-pr/csj-sjc/dprs-sprd/res/drrg-mrrc/03.html>

### **III.**

#### **Requirements to complete the course**

1. Passing the classes:
  - presence (one absence allowed only; in case of subsequent absences, students will be expected to make up for each missed class within two weeks)
  - active participation in class discussion (obtaining at least two notes for active participation will be the basis for raising the final result by half a grade)
  - written assignment (essay questions) at the last class
2. Passing the lecture
  - final test (multiple choice), based on the materials for lectures 1–5 provided by the lecturer