

ENGLISH – SYLLABUS (SPECIALTY)

SUBJECT:

METHODS AND TECHNIQUES OF NEGOTIATIONS IN LOGISTICS

Studies: Management

II cycle studies
Excellence in Management
Specialty: Management Of Logistic Services

Faculty: Management

Subject status	Type of studies	Semester/ Term	Teaching hours		ECTS Points
			lectures	classes	
	Full time studies	3	-	16	1

Course description:

The study program on Methods and Techniques of Negotiations in Logistics offers a comprehensive exploration of negotiation principles within the dynamic realm of logistics and supply chain management. Students will delve into the intricacies of effective negotiation strategies, emphasizing the unique challenges and opportunities within the logistics landscape. The curriculum blends theoretical foundations with practical applications, addressing cultural, legal, and technological dimensions of negotiations. Furthermore, the program underscores the significance of ethical conduct and risk management in ensuring sustainable and mutually beneficial outcomes. Graduates will emerge with a nuanced understanding of negotiation dynamics, poised to navigate the complexities of logistics negotiations with confidence and strategic acumen. The course is filled in with many case studies and practical examples of Method and techniques of negotiations in logistics problems, so it should be interesting for all those students who are eager to deal with sales management issues also after the course.

COURSE LEARNING OBJECTIVES:

1. Developing Negotiation Skills: Enhance students' ability to analyse, plan, and execute effective negotiations in the context of logistics and supply chain management.
 2. Understanding Logistics Dynamics: Provide in-depth knowledge of the intricacies of logistics operations and their impact on negotiation strategies.
 3. Cultural Competence in Negotiations: Foster an understanding of cultural influences on negotiation styles and equip students with strategies to navigate diverse cultural landscapes.
 4. Legal Aspects of Logistics Negotiations: Explore legal frameworks governing logistics agreements, ensuring students grasp the legal considerations in negotiation processes.
 5. Technology Integration: Integrate modern technologies and tools into negotiation processes, preparing students to leverage digital solutions for efficient logistics negotiations.
 6. Risk Management in Negotiations: Equip students with skills to identify, assess, and manage risks associated with logistics negotiations, ensuring resilient and sustainable outcomes.
 7. Ethical Negotiations: Instil ethical principles in logistics negotiations, emphasizing the importance of integrity and responsible business practices in the supply chain.
- Teaching the functions and role of Method and techniques of negotiations in logistics for contemporary market entities, developing skills in solving problems, as well as analysing data (from primary and secondary data).
- Creating presentations for the reports and written reports on Method and techniques of negotiations in logistics problems. Training of social competences related to collective problem solving and preparing and introducing all stages of Method and techniques of negotiations in logistics in contemporary world.

COURSE EVALUATION:

Workshops – desk research report (written and oral), classes participation and activities, case studies

Lectures – n/a

The grading scale is as follows:

100% - 85%	5.0 (excellent)
84,9% - 75%	4.5 (very good)
74,9% - 70%	4.0 (good)
69,9% - 60%	3.5 (very satisfactory)
50% - 59,9%	3.0 (satisfactory)
< 50%	2.0 (failure)

Course policies and class rules:

The use of smartphones, mobile phones, all devices with internet access, are not allowed during the exams. During other in-class assignments you can use them for assignment purposes only. Students are expected to take full responsibility for their academic work and academic progress. Students are expected to attend class regularly, for consistent attendance offers the most effective opportunity open to all students to gain a developing command of the concepts and materials of the course. The study programme is strict about student attendance regulations. Students who focus on the business of the class increase their likelihood of success. They can do so by listening attentively to the instructor or to other students while participating in discussions. During class, they can participate as fully as possible and volunteer to answer questions. Students should minimise all behaviours that distract others during the class. Talking to other students apart from class discussions is inappropriate. Students who arrive late should seat themselves as quietly and as near to the door as they can. Students who must leave before the class period ends should exit quietly. The course material is designed to be completed within the semester time frame.

Finally, please feel free to come and see me to ask questions or to discuss difficult material. The course material is all cumulative. If you do not understand what happens in the first week, you will not understand what happens in the last week.

Teaching Methods:

Lectures and case studies (multimedia, case study – projects on sales management topics)

Course overview:

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Main topics:

1. Introduction to Logistics Negotiations
2. Negotiation Planning and Analysis
3. Cultural Influences on Logistics Negotiations
4. Legal Frameworks in Logistics Agreements
5. Technology in Logistics Negotiations
6. Risk Management Strategies
7. Ethical Considerations in Supply Chain Negotiations

Literature**Main texts:**

1. Fisher, R., Ury, W., & Patton, B. (2011). "Getting to Yes: Negotiating Agreement Without Giving In." Penguin Books.
2. Cullen, P. (2017). "Negotiation: Strategies for Mutual Gain." Wiley.
3. Lewicki, R. J., Saunders, D. M., & Barry, B. (2015). "Negotiation: Readings, Exercises, and Cases." McGraw-Hill Education.
4. Shell, G. R. (2006). "Bargaining for Advantage: Negotiation Strategies for Reasonable People." Penguin.

Additional required reading material:

1. 5. Dixit, A. K., & Nalebuff, B. J. (2008). "The Art of Strategy: A Game Theorist's Guide to Success in Business and Life." Norton & Company.
2. 6. Lax, D. A., & Sebenius, J. K. (2006). "3-D Negotiation: Powerful Tools to Change the Game in Your Most Important Deals." Harvard Business Review Press.
3. 7. Malhotra, D., & Bazerman, M. H. (2008). "Negotiation Genius: How to Overcome Obstacles and Achieve Brilliant Results at the Bargaining Table and Beyond." Bantam.

Rules of the exams on subject (Assessments)

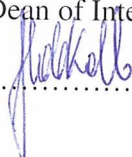
Lectures – n/a

Classes – case study, discussion, attendance, activities, project, essay

Date of submitting the syllabus: 30.09.2023

Accepted by: Dean of International Affairs

Signature:



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