

Detailed course description/Syllabus

Faculty: Faculty of Economics and International Relations
Programme: International Business Studies

I. General information

Name of the course	European Union Decision – Making Workshop	
Name of the course in English	European Union Decision – Making Workshop	
Language of instruction	English	
Code/Specialization	WE-ST1-MG-Ib-12/13Z-EURO International Business	
Profile of the course	General Academic	
Course category	Facultative	
Type of studies	1 (Bachelor Degree)	
Number of semesters/semester no.	1/5	
Number of hours	Full-time:	Simulation: 30
	Part-time:	Simulation: 18
Number of ECTS	Full-time: 2	
	Part-time: 2	

II. Preliminary requirements

No.	Description
1	General Knowledge about the European Union.

III. Objectives of the Course

Code	Description
C1	Familiarize the Students with theoretical aspects of negotiations and decision - making, together with designing, enforcing and implementing different EU policies.
C2	Provide the Student with tools allowing him / her to become an effective negotiator, both in public and private environment.
C3	Offering the Student the possibility to understand and accept the need for an open - minded approach to the issues related with negotiations with public and business partners.

IV. Learning outcomes

Code	Category	Description	KEK
E1	W	The Student will become familiar with the policy - making theory and negotiation rules that function inside the institutions of the European Union .	WE-ST1-MG-W01-12/13Z WE-ST1-MG-W02-12/13Z WE-ST1-MG-W03-12/13Z WE-ST1-MG-W07-12/13Z WE-ST1-MG-W08-12/13Z WE-ST1-MG-W10-12/13Z WE-ST1-MG-W15-12/13Z WE-ST1-MG-W16-12/13Z
E2	U	The Student will be able to become an active part in political and business negotiations.	WE-ST1-MG-U01-12/13Z WE-ST1-MG-U02-12/13Z WE-ST1-MG-U03-12/13Z WE-ST1-MG-U04-12/13Z WE-ST1-MG-U05-12/13Z WE-ST1-MG-U06-12/13Z WE-ST1-MG-U08-12/13Z
E3	K	The Student will understand the need for cooperation and compromise in policy - making and business negotiations.	WE-ST1-MG-K01-12/13Z WE-ST1-MG-K03-12/13Z WE-ST1-MG-K04-12/13Z WE-ST1-MG-K05-12/13Z WE-ST1-MG-K06-12/13Z WE-ST1-MG-K07-12/13Z WE-ST1-MG-K09-12/13Z

V. Course contents

Conversatory

Code	Description	D (30)	Z ()
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K1	Introduction to Effective European Policy - Making and Negotiations.	5	3
K2	How to Become a Good Negotiator?	5	3
K3	European Policy - Making Negotiations - Simulation.	20	12

VI. Methods of teaching

Code	Description
N1	Lecture
N3	Presentation
N4	Discussion
N5	Group work
N6	Simulation

VII. Means of assessment

Tutorials' assessment

Code	Description
F4	Presentation
F5	Group project
F8	Effort in class
F9	Practice

Lectures' assessment (final course grade)

Code	Description
P4	Weighted mean of constituent grades

VIII. Assessment criteria

*Learning outcome **E1** weight: 17%*

Not achieved required outcome (grade 2.0)	The student is not familiar with the theoretical part of discussed material.
Achieved the outcome to a satisfactory degree (grade 3.0)	The student is familiar with the theoretical part of the material in

	question between 60 - 70% of the whole content.
Achieved the outcome to a good degree (grade 4.0)	The student is familiar with the theoretical part of the material in question between 70 – 80% of the whole content.
Achieved the outcome to a very good degree (grade 5.0)	The student is familiar with the theoretical part of the material in question between 80 - 90% of the whole content.
Achieved the outcome to an exceptional degree (grade 5.5)	The student is familiar with the theoretical part of the material in question between 90 - 100% of the whole content.

*Learning outcome **E2** weight: 25%*

Not achieved required outcome (grade 2.0)	The student does not know the features of an effective negotiator.
Achieved the outcome to a satisfactory degree (grade 3.0)	The student does know the features of an effective negotiator with the rate of awareness between 60 and 70%.
Achieved the outcome to a good degree (grade 4.0)	The student does know the features of an effective negotiator with the rate of awareness between 70 and 80%.
Achieved the outcome to a very good degree (grade 5.0)	The student does know the features of an effective negotiator with the rate of awareness between 80 and 90%.
Achieved the outcome to an exceptional degree (grade 5.5)	The student does know the features of an effective negotiator with the rate of awareness between 90 and 100%.

*Learning outcome **E3** weight: 58%*

Not achieved required outcome (grade 2.0)	The Student did not take part in the policy - making simulation.
Achieved the outcome to a satisfactory degree (grade 3.0)	The Student took part in the policy

	- making simulation with the rate of involvement between 60 and 70%.
Achieved the outcome to a good degree (grade 4.0)	The Student took part in the policy - making simulation with the rate of involvement between 70 and 80%.
Achieved the outcome to a very good degree (grade 5.0)	The Student took part in the policy - making simulation with the rate of involvement between 80 and 90%.
Achieved the outcome to an exceptional degree (grade 5.5)	The Student took part in the policy - making simulation with the rate of involvement between 90 and 100%.

Student may be awarded a positive final grade from the course provided that they achieve all learning outcomes at least to a satisfactory degree. The final grade is calculated according to the following formula:

$$17\% * \text{learning outcome E1} + 25\% * \text{learning outcome E2} + 58\% * \text{learning outcome E3}$$

IX. Student workload

Type of activity	Number of hours	
	full-time	part-time
Contact hours with the teacher as set in the programme of study	30	18
Contact hours with the teacher during office hours (e.g. presentations, projects)	1	2
Contact hours with the teacher during tests and examinations	1	1
Preparation for classes (reading, preparing homework etc.)	1	5
Information gathering, preparation of results	1	2
Preparation of a report, project, paper, presentation, discussion	15	17
Preparation for a test, examination	1	5

Total	50	50
Number of ECTS	4	4

X. Course implementation matrix

Learning outcomes	KEK	Objectives of the course	Course contents	Methods of teaching	Means of assessment
E1	WE-ST1-MG-W01-12/13Z WE-ST1-MG-W02-12/13Z WE-ST1-MG-W03-12/13Z WE-ST1-MG-W07-12/13Z WE-ST1-MG-W08-12/13Z WE-ST1-MG-W10-12/13Z WE-ST1-MG-W15-12/13Z WE-ST1-MG-W16-12/13Z	C1 C2	K1 K3	N1 N6	F4 F5 F8 F9 P4
E2	WE-ST1-MG-U01-12/13Z WE-ST1-MG-U02-12/13Z WE-ST1-MG-U03-12/13Z WE-ST1-MG-U04-12/13Z WE-ST1-MG-U05-12/13Z WE-ST1-MG-U06-12/13Z WE-ST1-MG-U08-12/13Z	C2 C3	K3	N6	F5 F8 F9 P4
E3	WE-ST1-MG-K01-12/13Z WE-ST1-MG-K03-12/13Z WE-ST1-MG-K04-12/13Z	C2 C3	K3	N6	F5 F8 F9 P4

	WE-ST1-MG-K05-12/13Z WE-ST1-MG-K06-12/13Z WE-ST1-MG-K07-12/13Z WE-ST1-MG-K09-12/13Z				
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XI. References

Primary references

No.	Description
1	R. Fells, Effective Negotiation: From Research to Results, Cambridge University Press, 2009.

Further references

No.	Description
1	L. Obholzer, Ch. Reh, How to Negotiate under Co-decision in the EU: Reforming Trilogues and First-Reading Agreements. In: Politics and Institutions, CEPS Policy Briefs, 08 May 2012.

XII. Information on teachers

Person responsible for the course

Remigiusz GAWLIK, Ph.D. (International Economics Department)
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Teachers

No.	Teacher
1	Remigiusz GAWLIK, Ph.D. (International Economics Department)