

Course description form (syllabus form) – for 1st and 2nd cycle studies

A. General data

Name of the field		Content
Course title:		Business Cooperation Management
Organizational unit:		Faculty of Management
Organizational unit where the course is offered:		Faculty of Management
Course ID		
Erasmus code / ISCED		04-000 – Business Studies, Management Science
Course groups		
Period when the course is offered		Winter semester 23/24
Short description		The course introduces the issue of managing the business cooperation of enterprises. Students will get in touch with theoretical aspects of inter-organizational cooperation, as well as the methods and techniques of developing this cooperation. There will be also described some examples of vertical and horizontal cooperation.
Type of course:		Elective
Full description		<p>The course program covers the following topics:</p> <ol style="list-style-type: none"> 1. Inter-organizational cooperation in management sciences. Cognitive dimensions, research approaches, analytical perspectives. Synergy in cooperation (4 hours). 2. Planning cooperation, phases of cooperation. Development of cooperation from the processual point of view (2 hours). 3. Trust management and resource sharing in inter-organizational cooperation (2 hours). 4. Knowledge as a unique resource in inter-organizational cooperation (2 hours). 5. Supply chain cooperation as an example of vertical tie between organizations (2 hours). 6. Science-business cooperation as an example of horizontal tie between organizations (2 hours).
Prerequisites	Formal	Management – basic course
	Initial	General knowledge of business management
Learning outcomes		After the course, the student:

	<ul style="list-style-type: none"> - can situate the subject of inter-organizational cooperation in the theory of Management and Quality Sciences, - understands the basic cognitive dimensions, research approaches and analytical perspectives related to the subject of inter-organizational cooperation, -can distinguish various phases of cooperation and indicate its characteristic features, - is aware of such issues as relations and trust in cooperation, - knows how to develop inter-organizational cooperation, - knows how to take care of cooperation management, - understands the differences between the management of vertical and horizontal types of cooperation.
ECTS credit allocation (and other scores)	2 ECTS
Assessment methods and assessment criteria	Activeness, attendance
Examination	Assessment based on the total number of points received from activities and attendance
Type of class	Elective
Sposób realizacji przedmiotu	Remotely via zoom
Language	English
Bibliography	<p>Books:</p> <p>Cropper, S., Ebers, M., Huxham, C., Ring, P., S. (red.), (2010). <i>The Oxford Handbook of Inter-organizational Relations</i>, Oxford University Press.</p> <p>Sherman, S., J., Sperry, J., P., Vucelich, S., (2014). <i>Five Keys to Powerful Business Relationships: How to Become More Productive, Effective, and Influential</i>, McGraw-Hill Education.</p> <p>Articles:</p> <p>Das, T., K., Teng, B.,-S., (2001). Trust, Control and Risk in Strategic Alliances: An Integrated Framework, <i>Organization Studies</i>, 22(2), 251-283.</p> <p>Gulati, R., Nickerson, J., A., (2008). Interorganizational Trust, Governance Choice, and</p>

	<p>Exchange Performance, <i>Organization Science</i>, 19(5), 688-708.</p> <p>Kale, P., Singh, H., (2009). Managing Strategic Alliances: What Do We Know Now, and Where Do We Go From There?, <i>Academy of Management Perspectives</i>, 23(3), 45-62.</p> <p>Park, S., H., Russo, M., V., (1996). When Competition Eclipses Cooperation: An Event History Analysis of Joint Venture Failure, <i>Management Science</i>, 42(6), 875-890.</p> <p>Ring, P., S., Van de Ven, A., H., (1992). Structuring Cooperative Relationships between Organization, <i>Strategic Management Journal</i>, 13(7), 483-498.</p>
Internship as part of the course	Not applicable
Coordinators	Filip Tužnik
Group instructors	Filip Tužnik
Notes	None

B. Detailed data

Name of the field	Content
Group instructors:	Filip Tužnik
Title	PhD Eng.
Type of class:	Lecture
Learning outcomes defined for didactic method used during the course	<p>After the course, the student:</p> <ul style="list-style-type: none"> - can situate the subject of inter-organizational cooperation in the theory of Management and Quality Sciences, - understands the basic cognitive dimensions, research approaches and analytical perspectives related to the subject of inter-organizational cooperation, - can distinguish various phases of cooperation and indicate its characteristic features, - is aware of such issues as relations and trust in cooperation, - knows how to develop inter-organizational cooperation, - knows how to take care of cooperation management,

	- understands the differences between the management of vertical and horizontal types of cooperation.
Assessment methods and assessment criteria for didactic method used during the course	Activeness, attendance
Examination for didactic method used during the course	Assessment based on the total number of points received from activities and attendance
Range of content	<ol style="list-style-type: none"> 1. Inter-organizational cooperation in management sciences. Cognitive dimensions, research approaches, analytical perspectives. Synergy in cooperation (4 hours). 2. Planning cooperation, phases of cooperation. Development of cooperation from the processual point of view (2 hours). 3. Trust management and resource sharing in inter-organizational cooperation (2 hours). 4. Knowledge as a unique resource in inter-organizational cooperation (2 hours). 5. Supply chain cooperation as an example of vertical tie between organizations (2 hours). 6. Science-business cooperation as an example of horizontal tie between organizations (2 hours).
Didactic methods	Lecture, discussion, activities
Bibliography	<p>Books:</p> <p>Cropper, S., Ebers, M., Huxham, C., Ring, P., S. (red.), (2010). <i>The Oxford Handbook of Inter-organizational Relations</i>, Oxford University Press.</p> <p>Sherman, S., J., Sperry, J., P., Vucelich, S., (2014). <i>Five Keys to Powerful Business Relationships: How to Become More Productive, Effective, and Influential</i>, McGraw-Hill Education.</p> <p>Articles:</p> <p>Das, T., K., Teng, B.,-S., (2001). Trust, Control and Risk in Strategic Alliances: An Integrated Framework, <i>Organization Studies</i>, 22(2), 251-283.</p> <p>Gulati, R., Nickerson, J., A., (2008). Interorganizational Trust, Governance Choice, and</p>

	<p>Exchange Performance, <i>Organization Science</i>, 19(5), 688-708.</p> <p>Kale, P., Singh, H., (2009). Managing Strategic Alliances: What Do We Know Now, and Where Do We Go From There?, <i>Academy of Management Perspectives</i>, 23(3), 45-62.</p> <p>Park, S., H., Russo, M., V., (1996). When Competition Eclipses Cooperation: An Event History Analysis of Joint Venture Failure, <i>Management Science</i>, 42(6), 875-890.</p> <p>Ring, P., S., Van de Ven, A., H., (1992). Structuring Cooperative Relationships between Organization, <i>Strategic Management Journal</i>, 13(7), 483-498.</p>
Group limit	
Time span	
Location	