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Tiivistelmä-Referat-Abstract The aim of this thesis is to describe and understand international bargaining process between Poland and the European Union (EU) over the issue of direct payments, which is one of mechanisms of the EU's Common Agricultural Policy (CAP). The research had been conducted within the two-level game model according to which the negotiator has to address the two imperatives at the same time, domestic and international. The methodological principle of research on international negotiations is to multiply the number of observations within the analyzed case what allow for the reliable scientific testing. Methodologically, level games seem to solve the level – of analysis problem by taking into account both domestic and international variables to explain outcomes. Nevertheless within the model were applied the factors of comparative analysis and discourse analysis. The results obtained: 1. Two-level game becomes difficult when applied to the EU because of its structural complexity. The EU does not speak with the one voice while conducting accession negotiations. 2. The internal division of domestic faction can be both creative and destructive. 3. The state can gain strength out of weakness by picturing to the opposing side the growing costs of domestic 'no-agreement'. 4. The role of the Commission during the accession negotiations was recognized as passive. 5. The most profound negotiation tools are: linkage issue, side-payments, package deals and tradeoffs. The most significant strategies: 'tight hands', 'take it or leave it', yielding, contending and problem-solving. The tools stated above had the biggest impact on the course of negotiations.			
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