



Course syllabus

School of Business and Economics
Department of Marketing and Tourism Studies

1FE958 Internationell förhandling, 7,5 högskolepoäng
International Negotiation, 7.5 credits

Main field of study

Business Administration

Subject

Business Administration

Level

First cycle

Progression

G1F

Date of Ratification

Approved 2020-06-24.

Revised 2024-06-10. Revision of scored examination compents and update of standard texts.

The course syllabus is valid from spring semester 2025.

Prerequisites

At least 15 credits completed courses in Business Administration G1N, of which at least 7.5 credits in marketing, or the equivalent. English 6, or the equivalent.

Objectives

After completing this course the student should be able to:

- explain key concepts in negotiation
- describe different negotiation styles and reflect on his/her own style
- analyse cultural aspects of negotiation
- apply theoretical knowledge within the field to plan, perform and evaluate

Content

The course contains:

- essential concepts in negotiation
- how to prepare negotiation
- win-win negotiation
- negotiation styles and skills
- cultural aspects of negotiation
- power, gender and ethics in negotiation

Type of Instruction

Teaching is carried out as distance learning via a learning platform and consists of self-studies based on instructions from the course coordinator. The teaching consists of lectures, tutoring and role-play. The course requires access to a computer with internet connection and a webcam.

Examination

The course is assessed with the grades A, B, C, D, E or F.

The course is examined through an individual written assignment which is presented orally at a seminar 1 credit, negotiation exercise in group which is presented orally and written 1.5 credits, negotiation exercise in group which is presented orally and written 3.5 credits and individual written digital test 1.5 credits.

The grade A constitutes the highest grade on the scale and the remaining grades follow in descending order where the grade E is the lowest grade on the scale that will result in a pass. The grade F means that the student's performance is assessed as fail.

Resit examination is offered in accordance with Linnaeus University's Local regulations for courses and examination at the first- and second-cycle levels.

In the event that a student with a disability is entitled to special study support, the examiner will decide on adapted or alternative examination arrangements.

Course Evaluation

A course evaluation should be conducted during the course or in connection with its conclusion. The results and analysis of the completed course evaluation should be promptly communicated to students who have completed the course. Students participating in the next course instance should be informed of the results of the previous course evaluation and any improvements that have been made, no later than at the start of the course.

Overlap

The course cannot be included in a degree along with the following course/courses of which the content fully, or partly, corresponds to the content of this course:
1FE947 with 7,5 credits.

Required Reading and Additional Study Material

Required reading

Lewicki, Roy J., Saunders, David M. & Barry, B. *Negotiation*. New York, NY: McGraw-Hill Education. Latest edition. About 680 pages.

Additional study material

Scientific articles. About 100 pages.