



## Course syllabus

School of Business and Economics

Department of Marketing

1FE958 Internationell förhandling, 7,5 högskolepoäng

International Negotiation, 7.5 credits

### **Main field of study**

Business Administration

### **Subject Group**

Business Administration

### **Level of classification**

First Level

### **Progression**

G1F

### **Date of Ratification**

Approved 2020-06-24

Revised 2021-02-11 by School of Business and Economics. Changes of prerequisites

The course syllabus is valid from autumn semester 2021

### **Prerequisites**

- Business Administration 30 credits at G1F level, of which at least 15 credits completed courses in organization and marketing, or the equivalent;
- English 6/English B, 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 successful negotiation in an international context

### **Content**

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 remotely with the support of a web study site where instructions and course material are collected. The teaching consists of self-studies based on instructions from the course coordinator, participation in compulsory web-based group assignments and, writing of reports in groups or as individuals. The course requires access to a computer and the internet. No compulsory meetings or tests on campus are included.

## Examination

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

The course is examined through a digital test and two assignments.

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. Grading criteria for the A–F scale are communicated in writing to the student by the start of the course at the latest, as well as how the weighting and weighting of grades on individual examining elements to the final course grade takes place. The basis for the student's grade is determined by the student's fulfillment of the objectives.

Repeat examination is offered in accordance with Local regulations for courses and examination at the first and second-cycle level at Linnaeus University. Students who are close to the passing grade of reports can complement after instructions and time-frame given by the examiner to obtain a pass grade.

If the university has decided that a student is entitled to special pedagogical support due to a disability, the examiner has the right to give a customised exam or to have the student conduct the exam in an alternative way.

## Course Evaluation

During the implementation of the course or in close conjunction with the course, a course evaluation is to be carried out. Results and analysis of the course evaluation are to be promptly presented as feedback to the students who have completed the course. Students who participate during the next course instance receive feedback at the start of the course. The course evaluation is to be carried out anonymously.

## Credit Overlap

The course cannot be included in a degree along with the following 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

Thompson, L.L. *The Mind and Heart of the Negotiator – Global Edition*. Pearson Education Limited. Latest edition. About 430 pages.

### Additional study material

Scientific articles. About 100 pages.