



Course syllabus

School of Business and Economics

Department of Marketing and Tourism Studies

1FE958 Internationell förhandling, 7,5 högskolepoäng

1FE958 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 2023-06-19 by School of Business and Economics. Form of examination, prerequisites and standard texts revised.

The course syllabus is valid from spring semester 2024

Prerequisites

At least 15 credits completed courses in Business Administration G1N, of which at least 7.5 credits in marketing. 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 successful negotiation in an international context

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 with help from 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 and the internet. No compulsory meetings on campus are included. Dates for compulsory components are stated in the learning platform.

Examination

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

The course is examined through a project work 1.5 credits, three assignments 2 credits, 2 credits and 1 credit, and a digital test 1 credit.

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.

Repeat examination is offered in accordance with Local regulations for courses and examination at the first and second-cycle level at Linnaeus University. An examiner can, in exceptional cases, decide that a student who is close to the level for a passing grade may carry out supplementary assignments in order to reach the passing 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 in regular carried out anonymously.

Credit 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.