

SYLLABUS

Negotiation 15 credits

J0013N

Förhandling

Course syllabus admitted: Autumn 2017 Sp 1 - Autumn 2017 Sp 2

DECISION DATE
2017-02-15

Negotiation 15 credits J0013N

Förhandling

First cycle, J0013N

Education level	Grade scale	Subject	Subject group (SCB)
First cycle	U G VG	Rättsvetenskap	Law and Legal Studies

Entry requirements

In order to meet the general entry requirements for first cycle studies you must have successfully completed upper secondary education and documented skills in English language

Selection

The selection is based on final school grades or Swedish Scholastic Aptitude Test.

Examiner

Jan Norman

Course Aim

Negotiating is a prominent form of collective decision making in political and administrative contexts as well as business contexts. At the same time negotiating is an essential way for solving conflicts. Even when other rules for collective decision making are applied, elements of negotiating exist. Communication is an essential tool in negotiation. A large part of communication is non-verbal. The aim of the course is to give the student fundamental knowledge about negotiating and negotiation's application, communication and body language.

Contents

The course is composed of the following sections: Business negotiations, labor union negotiations, international negotiations, political negotiations, negotiation strategies, communication and body language. In order to illustrate the afore mentioned subjects different theoretical perspectives as well as key aspects such as negotiating strength, negotiator's area of competence and commission, actors' strategic and tactical choices, external influences on proceedings, and actors in the negotiating process are presented. Furthermore the characteristics and stages of the negotiating process as well as similarities and differences between the different types of negotiations and their results are illustrated. Analyses of empirical negotiating situations and processes are analysed. Analytical negotiation methodology is studied as well. The course includes verbal as well as non-verbal communication exercises. Negotiation exercises in the form of role-playing are a part of the course.

Realization

Each course occasion's language and form is stated and appear on the course page on Luleå University of Technology's website.

Instruction consists of lectures, seminar exercises with practical cases, video analyses, communication exercises and roll playing. Theory, training and analysis are a part of every section. Participation in seminar exercises and role-playing is compulsory. Literacy in English is a prerequisite as some of the literature is in english.

Examination

If there is a decision on special educational support, in accordance with the Guideline Student's rights and obligations at Luleå University of Technology, an adapted or alternative form of examination can be provided. Participation in seminar exercises and role-playing is compulsory. Grading is based on participation in seminar exercises and role-playing. Grades are also based on written and oral presentations of elective course literature of at least 250-300 pages and group work on a specific negotiation process. Grading: Pass with honors, Pass, Fail.

Remarks

Students must register for the courses themselves or contact ETKS educational administration eduetks@ltu.se not later than three days after the quarter commences. Failure to do so can result in the place being lost. This rule also applies to students with a guaranteed place.

Overlap

The course J0013N is equal to J0004N, IER349

Literature. Valid from Autumn 2010 Sp 1

Cars, G., Förhandlingsplanering. KTH, Stockholm, 1992.
Clementson, V. & Norman, J., Förhandling - kamp eller samarbete. Bokförlaget NU 1991
Eberstein, Humlin & Milton, Förhandlarboken. Norstedts Juridik AB, 2003
Falkinger, A., Förhandla kvinna. Annfa utbildning, Bromma, 2003
Fischer, R. & Ury, W. & Patton, B., Vägen till ja (Getting to yes). Liber förlag, Malmö 1992.
Ury, W., Vägen förbi Nej. Svenska Dagbladet, 1992, or similar book of th same author.

Artikelsamling

IES.:Material till förhandlingsspel och fallanalyser.

Articles, court cases and other electronic material can be added and is then included in the course claim.

Other literature can be determined by examiner.

Course offered by

Department of Business Administration, Technology and Social Sciences

Items/credits

Number	Type	Credits	Grade
0001	Report	15	U G VG

Study guidance

Study guidance for the course is to be found in our learning platform Canvas before the course starts. Students applying for single subject courses get more information in the Welcome letter. You will find the learning platform via My LTU.

Last revised

by Director of Undergraduate Studies Daniel Örtqvist, Department of Business Administration, Technology and Social Sciences 2017-02-15

Syllabus established

by Department of Business Administration and Social Sciences 2007-02-28