



APPLIES TO ACADEMIC YEAR 2011/2012

## **BIK 1401 Negotiation and negotiation skills**

### **Programme**

Single courses

### **Responsible for the course**

Laura E Mercer Traavik

### **Department**

Department of Leadership and Organizational Behaviour

### **Term**

According to study plan

### **ECTS Credits**

7,5

### **Language of instruction**

Norwegian

### **Introduction**

Negotiation are omnipresent in our lives. At work we negotiate with our employers, colleagues, employees, customers and suppliers. In our private lives we negotiate with friends, children, spouses and family members. We negotiate everyday but how aware are we of what is happening in these situations? How can we become better negotiators? Negotiation research provides us with evidence about how we should act in a negotiation.

In this course theory and research will be presented which will help you understand and analyze the critical elements and processes in a negotiation. By using roles plays and cases you will have the opportunity to develop your competencies and skills.

### **Learning outcome**

After you have completed the course, you should :

#### *Knowledge outcomes:*

1. Be able to analyse a negotiation situation.
2. Know the different types of negotiation strategies and tactics.
3. Have an overview of the negotiation research and the findings that can help you to improve you negotiation skills.

#### *Skills outcomes:*

1. Be able to design a good negotiation plan.
2. Be able to complete a negotiation.
3. Have acquired the requisite skills to handle different negotiation situations.

#### *Values/attitudes outcomes:*

1. Develop an understanding of who you are and what you choose in a negotiation.
2. Develop a clear overview of different approaches to ethical and moral questions related to negotiation.

### **Prerequisites**

No special previous knowledge is required for taking this course

### **Compulsory reading**

#### **Books:**

Rognes, Jørn Kjell. 2008. Forhandling. 3. utg. Universitetsforlaget

#### **Collection of articles:**

Eget kompendium for kurset

### **Recommended reading**

**Course outline**

- I. What is a negotiation and why is it important for work life?
- II. Negotiation and conflict resolution
- III. Negotiation strategies and tactics
- IV. Negotiation and mediation at work (colleagues, customers, and suppliers)
- V. Social psychological research and negotiation
- VI. Negotiation in groups

**Computer-based tools**

Computer-based tools are not used in this course.

**Learning process and workload**

Full time and part time

The course will be conducted through lectures and exercises with a total of 36 course hours.

**Examination**

The course is concluded with a 72 hour individual written take home examination.

**Examination code(s)**

BIK 14011 counts 100% for the grade received in the course BIK 1401 , 7.5 credits

**Examination support materials**

All

**Re-sit examination**

Makeup examinations take place in conjunction with the next scheduled course.

**Additional information**