



APPLIES TO ACADEMIC YEAR 2012/2013

ESP 2004 Negotiation Skills for Managers

Programme

Responsible for the course

Laura E Mercer Traavik

Department

Department of Leadership and Organizational Behaviour

Term

According to study plan

ECTS Credits

0

Language of instruction

Norwegian and english

Introduction

Learning outcome

Prerequisites

Compulsory reading

Recommended reading

Course outline

Computer-based tools

Learning process and workload

Examination

Examination code(s)

Examination support materials

Re-sit examination

Additional information