



APPLIES TO ACADEMIC YEAR 2012/2013

## GRA 8138 Negotiations

### Programme

Executive Master of Business Administration (EMBA) Program

### Responsible for the course

Laura E Mercer Traavik

### Department

Department of Leadership and Organizational Behaviour

### Term

According to study plan

### ECTS Credits

2

### Language of instruction

English

### Introduction

Negotiations are omnipresent in our lives. We might find ourselves negotiating at work with our employers, employees, colleagues, customers, or suppliers and at home with our friends, children, spouses, and family members. We negotiate every day. But how good are we? Do we achieve our goals? What are our goals? Do we pay too much? Do we feel satisfied or disappointed after we have finished a negotiation? Do we yield to others' preferences too easily? When conflict arises how can we achieve high quality solutions? Negotiation research presents findings to these questions and examines situations where people are interdependent, need to reach a joint solution and do not have identical preferences. For managers and leaders negotiation is an essential competence.

This course will provide theory and research that will help you understand and analyse the critical elements and processes in a negotiation. By using roles plays and cases you will have the opportunity to learn through doing, and the possibility to investigate your own talents, skills, and weaknesses as a negotiator. In addition, we will build on the class's own negotiation experiences to illustrate both best practices and common pitfalls.

### Learning outcome

The aim of the course is to link theory, prescriptions based on research, and your experiences, so that you can improve your analysis, planning, and assessment of your own negotiation experiences.

After the course you should have **acquired** an increased confidence in negotiating and improved negotiation skills, a **knowledge** of what a negotiation is, the central mechanisms in a negotiation, negotiation strategies and tactics, the most recent research findings, and lastly, you should **be able to**, plan for a negotiation, implement a negotiation strategy and to analyse negotiation outcomes.

### Prerequisites

The EMBA prerequisites in general

### Compulsory reading

#### Books:

Thompson, Leigh L.. 2008. The truth about negotiations. Harlow, Great Britain: Pearson Education Ltd.

### Recommended reading

#### Course outline

- Introduction to Negotiation
- Negotiation strategy and tactics
- Challenges in a negotiation
- Developing your own negotiation style

### Computer-based tools

None

**Learning process and workload**

Lectures, role-plays, cases, discussions.

**Examination**

In class assignments

Individual hand-in

Pass or Fail grade based on In class assignments and individual hand-in.

**Examination code(s)**

GRA 81381 - Pass or Fail grade based on In class assignments and individual hand-in.

**Examination support materials****Re-sit examination**

Re-takes are only possible at the next time a course will be held. When course evaluation consists of class participation or process elements, the whole course must be re-evaluated when a student wants to retake a exam. Retake examinations entail an extra examination fee.

**Additional information**