



APPLIES TO ACADEMIC YEAR 2016/2017

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 your 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. 2015. Forhandlinger. 4. utg. Universitetsforlaget

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 is groups

Computer-based tools

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

Re-sit examination

Re-sit at the next ordinary exam.

Additional information