



# ME2042 Business Negotiations

## 6.0 credits

Förhandlingsteknik

This is a translation of the Swedish, legally binding, course syllabus.

If the course is discontinued, students may request to be examined during the following two academic years

### Establishment

Course syllabus for ME2042 valid from Autumn 2010

### Grading scale

P, F

### Education cycle

Second cycle

### Main field of study

Industrial Management

### Specific prerequisites

Student must follow a programme for engineering at KTH and have a finished and passed course in Industrial Economics at KTH-Indek.

### Language of instruction

The language of instruction is specified in the course offering information in the course catalogue.

## Intended learning outcomes

The aim is to give theoretical insights and practical methods in the area of quotations and negotiations.

## Course contents

The course consists of lectures regarding such topics as i.e. negotiation techniques and tender presentations. The course also consists of compulsory trainings in form of role-plays.

## Course literature

Compendium for the course and for literature (given when the course starts) and Förhandlingsteknik by Lennart Rosell & Björn Lundén; Björn Lundén Information, latest edition.

## Examination

- SEM1 - Seminars, 3.0 credits, grading scale: P, F
- TEN1 - Examination, 3.0 credits, grading scale: P, F

Based on recommendation from KTH's coordinator for disabilities, the examiner will decide how to adapt an examination for students with documented disability.

The examiner may apply another examination format when re-examining individual students.

## Ethical approach

- All members of a group are responsible for the group's work.
- In any assessment, every student shall honestly disclose any help received and sources used.
- In an oral assessment, every student shall be able to present and answer questions about the entire assignment and solution.