



ME2042 Business Negotiations

6.0 credits

Förhandlingsteknik

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

Establishment

Course syllabus for ME2042 valid from Autumn 2012

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.

Exemption for those students in program CMATD, who have read the course MH1021 in autumn 2009 or 2010.

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.

After the course you should be able to:

- Be able to make a quotation (in the Swedish language) with references to standard agreements.
- Be able to make a PowerPoint-presentation (in the Swedish language) of the quotation including photos and movie-clips, which have been edited.
- Be able to evaluate the economic outcome from an investment, which saves personnel.
- Be able to carry out (in the Swedish language) a negotiation successfully, with help from various tools.
- Be able to conclude (in the Swedish language) the meeting after the successful negotiation.

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

Kurskompendium och litteraturkompendium som delas ut vid kursstart.

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.

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

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.