

JAEN80, Negotiations, 3 credits

Förhandlingar, 3 högskolepoäng

Second Cycle / Avancerad nivå

Details of approval

The syllabus was approved by Faculty of Law Board of education at undergraduate and postgraduate levels on 2026-03-04. The syllabus comes into effect 2026-03-04 and is valid from the autumn semester 2026.

General information

The course Negotiations is a compulsory course within the Master's Programme in European Economic Law at the Faculty of Law. The course is open to students in the programme leading to a Swedish Professional Law degree as well as students participating in exchange programmes with the Faculty of Law, and who follow the courses on the Master's Programme in European Economic Law in their studies at an advanced level.

Language of instruction: English

Main field of study *Specialisation*

European Economic Law A1N, Second cycle, has only first-cycle course/s as entry requirements

Learning outcomes

The aim of the course is to help develop skills in conducting negotiations and concluding agreements in a wider context. Students will be encouraged to reflect on and compare basic principles of negotiations in different legal systems.

Knowledge and understanding

After completing the course the student shall be able to:

- understand the principles governing contract formation and agreement drafting across different legal traditions
- describe the role of lawyers as negotiators in transnational settings

- explain how different legal systems approach the negotiation, formation, and interpretation of agreements.

Competence and skills

After completing the course the student shall be able to:

- devise and implement strategic approaches to negotiation
- apply negotiation theory to practical scenarios involving parties from different legal backgrounds
- draft clear, functional, and enforceable agreements reflecting negotiated terms
- present and defend positions effectively in oral and written form.

Judgement and approach

After completing the course the student shall be able to:

- reflect critically on how legal, commercial, and cultural factors influence negotiation strategy and outcomes
- evaluate the ethical dimensions of negotiation conduct
- adapt approaches to different legal and cultural contexts
- assume responsibility for collaborative work and professional conduct in group settings.

Course content

The course covers negotiation from both theoretical and practical perspectives.

The theoretical component addresses the core principles underpinning negotiation and agreement drafting, including the role of lawyers as negotiators in commercial and cross-border settings. Students examine how different legal traditions shape the negotiation process, the formation of agreements, and the expectations parties bring to the table. The aim is to develop an appreciation of the goals and assumptions underlying legal rules relevant to negotiation and drafting.

The practical component places students in simulated transnational negotiation scenarios. Working in teams, students develop negotiation strategies, engage in multi-party discussions, and experience the dynamics of reaching a balanced agreement. In parallel, students draft agreements reflecting negotiated outcomes, developing the skill of reducing negotiated terms into clear, functional, and enforceable legal instruments. The course emphasises the integrated nature of negotiation and drafting as complementary professional skills.

Course design

Teaching is provided in the form of lectures and seminars. Seminars involve practical negotiation exercises and require active student participation; attendance is therefore mandatory. Overall, students must attend at least 75% of all scheduled classes to pass the course. A student who does not meet the attendance requirement must submit a

written make-up assignment.

Assessment

Assessment is continuous and based entirely on practical activities. Students are assessed on their participation in class presentations and group negotiation exercises throughout the course (100% of the final grade).

The examiner, in consultation with Disability Support Services, may deviate from the regular form of examination in order to provide a permanently disabled student with a form of examination equivalent to that of a student without a disability.

Grades

Grading scale includes the grades: Fail, Pass, Pass with Credit, Pass with Distinction
To receive a B on the course, all criteria for a B must be met. To receive a BA on the course, most of the BA criteria must be met. To receive an AB on the course, most of the AB criteria and all of the BA criteria must be met.

B – Pass

To pass, the student must demonstrate basic knowledge of negotiation theory and practice, and an ability to critically evaluate how different legal contexts shape negotiation dynamics. The student must demonstrate basic knowledge of the rules governing interpretation, drafting, and structuring of agreements, and basic ability to apply these in constructing an agreement. The student must demonstrate basic negotiation and argumentation skills in oral form, and an ability to work effectively both individually and in groups.

BA – Pass with credit

To achieve this grade, the student must demonstrate good knowledge of negotiation theory and practice, and good ability to critically evaluate how different legal contexts shape negotiation dynamics. The student must demonstrate good knowledge of the rules governing interpretation, drafting, and structuring of agreements, and sound ability to apply these in constructing an agreement. The student must demonstrate good negotiation and argumentation skills in oral form, and good ability to situate arguments within relevant legal frameworks and to work effectively both individually and in groups.

AB – Pass with distinction

To achieve this grade, the student must demonstrate very good knowledge of negotiation theory and practice, and very good ability to critically evaluate how different legal contexts shape negotiation dynamics, including the interactions between national, European, and international frameworks. The student must demonstrate very good knowledge of the rules governing interpretation, drafting, and structuring of agreements, and very good ability to apply these in constructing an agreement. The student must demonstrate very good negotiation and argumentation skills in oral form, and very good ability to situate arguments within relevant legal frameworks, differentiate between legal and non-legal considerations, and work effectively both individually and in groups.

Entry requirements

Students within the Master's Programme in European Economic Law qualify automatically for this course.

Students on the programme leading to a Swedish Professional Law degree and who follow the Master's Programme in European Economic Law in their studies at advanced level: prerequisites are stated in the curriculum for the Master of Law Programme at the Faculty of Law.

Exchange students must have passed at least two and a half years of law studies at university level.

Further information

The University views plagiarism as a very serious academic offence, and will take disciplinary action against students for any kind of attempted malpractice in connection with examinations and assessments. The penalty that may be imposed for this, and other unfair practices in examinations or assessments, includes suspension from the University.