



Literature for JAEN80, Negotiations applies from the autumn semester 2026

Literature established by Faculty of Law Board of education at undergraduate and postgraduate levels on 2026-05-25 to apply from 2026-05-25

All literature listed is the latest edition

Compulsory literature

Magdalena Frennhoff Larsén, *The EU in International Negotiations*, Palgrave Macmillan Cham
Pervez N. Ghauri et al., *International Business Negotiations: Theory and Practice*, Edward Elgar

Recommended literature

Ho-Wong Jeong, *International Negotiation Process and Strategies*, Cambridge
Roy J. Lewicki et al. *Negotiation: Readings, Exercises and Cases*, McGraw-Hill International Edition
Bertram I. Spector, *An Introduction to International Negotiation: Concepts, Processes and Research*, Routledge

Articles and additional sources will be added. These are specified on the course page in the e-learning platform