

# Arbitration and Negotiation

Single subject and programme course

7.5 credits

Skiljeförfarande och förhandling

747A23

Valid from: 2010 Autumn semester

**Determined by**  
The Quality Board at the Faculty of Arts  
and Sciences

**Date determined**  
2008-12-20

## Main field of study

Commercial Law

## Course level

Second cycle

## Advancement level

A1X

## Course offered for

- Master´s Programme in Commercial and Business Law with focus on Europe
- Master Programme in Commercial and Business Law

## Entry requirements

For admission to the course, required apart from general entry requirements is that the specific entry requirements concerning English, social studies and the Swedish language that apply for admission to the business law programme are satisfied, and that the following courses/course parts (or the equivalent) are completed: Commercial and Business Law, Theories and Methods of Law, Public and EEC/EU Law, Contract, Tort and Insurance Law and additional courses/course parts comprising at least 25 HE credits in commercial and business law.

## Intended learning outcomes

On completion of the course, the student should be able to

- account for dispute resolution outside the regular courts, both national and international business relations

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## Course content

The course begins with self-studies of different negotiation techniques and methods that the student has the opportunity to apply in different role plays. The student should write descriptions of the different the role play scenarios and outcomes, in which an evaluation of the own effort and approach should be included. The course continues with lectures on arbitration law, and gives the student an opportunity to prepare and present a case before an arbitration panel.

## Teaching and working methods

The teaching takes the form of lectures, seminars and role play/arbitration role play. The seminars place substantial demands on the students' activity. The student is expected to apply self-study to a large extent, as well as to work in groups. This should strengthen, develop and deepen the student's acquired knowledge.

## Examination

The course is examined in part through active participation in compulsory seminars, and in part through written assignments. The latter may be carried out both individually and in groups. The course is completed with an individual written examination.

If the LiU coordinator for students with disabilities has granted a student the right to an adapted examination for a written examination in an examination hall, the student has the right to it. If the coordinator has instead recommended for the student an adapted examination or alternative form of examination, the examiner may grant this if the examiner assesses that it is possible, based on consideration of the course objectives.

Students failing an exam covering either the entire course or part of the course twice are entitled to have a new examiner appointed for the reexamination.

Students who have passed an examination may not retake it in order to improve their grades.

## Grades

Three-grade scale, U, G, VG

## Other information

Planning and implementation of a course must take its starting point in the wording of the syllabus. The course evaluation included in each course must therefore take up the question how well the course agrees with the syllabus.

The course is carried out in such a way that both men's and women's experience and knowledge is made visible and developed.

## Department

Institutionen för ekonomisk och industriell utveckling