

**SSES NEGOTIATIONS FOR STARTUPS**  
**2025 Syllabus and assignment details**  
**Current per March 25, 2025**

1. Overview
2. Schedule
3. Assessment and grading
4. Plagiarism
5. Literature and assignment instructions

**1. Overview**

Negotiations and sales are here defined as the art and science of securing agreements between two or more interdependent parties. This course aims to (1) help students to understand the theory and processes of negotiations and sales in a variety of settings, (2) highlight the components of an effective negotiation, and (3) help students to analyse own behaviour in negotiations.

This is an SSES *skills* course aimed at improving participants level of understanding and practice of negotiations. The pedagogy is based on active learning through reading and writing assignments, discussions with guest lecturers, and negotiations exercises.

**2. Schedule**

Can be updated due to guest lecturer availability. Refer to <https://sses.instructure.com/> for current schedule.

The course has two types of sessions that are only conducted live in classroom.

- Negotiations exercises. Applied negotiations exercises and discussions on learnings. Session length ca. 180 mins.
- Seminars and guest lectures. Due to the course emphasis on participation and focus on live interaction (Q&A) as well as requests by the guest lecturers these sessions will not be recorded.

There are also written assignments to be submitted at specified times throughout the course.

*NB it is the responsibility of course participants to ensure that course requirements are understood and to request clarifications or additional information at the beginning of the course.*

### **3. Assessment and grading**

Please note that there is no linear relationship between the grade weighting and time/effort required per assignment/grading component.

Active participation (10% grade weight) – weighted assessment of attendance and guest lecture interactions/seminar contribution. As this is a skills course there is no way to make up for missed sessions, as these focus on interactions with guests and other students.

Assignment deadlines (early submission possible):

1. Assignment 1 (pass/fail) – Tuesday March 25 @ 17:00
2. Assignment 2 (10% grade weight) – Tuesday April 1 @ 17:00
3. Assignment 3 (10% grade weight) – Tuesday April 22 @ 15:00
4. Assignment 4 (10% grade weight) – Tuesday April 29 @ 17:00
5. Assignment 5 (10% grade weight) – Thursday May 8 @ 15:00
6. Assignment 6 (50% grade weight) – Tuesday May 20 @ 17:00

Combined assignment assessment criteria as determined by the course director:

- Structure – the level of symmetry and logic of the written assignment.
- Correctness – to what extent the main points of the readings are covered.
- Application – to what extent the main points of the readings are understood.
- Clarity – how well points and insights are conveyed.

Grading of the course components and overall course grade is conducted and calculated according to the current SSE/SSES academic policies in the [SSE Master Handbook pg. 19-20](#).

*Stockholm School of Entrepreneurship (SSES) is a collaboration of six schools in the Stockholm area. In order to harmonize the SSE grading scale with that of the other participating schools and to adapt to the pedagogical design of the courses, SSE has decided to use the following grading scale:*

*(from Fall 2020): Component (assignment) grading & point conversion:*

*Pass = 55  
Good = 67.5  
Very good = 82.5  
Excellent = 95*

*At the end of the course, the grade points are summarized and translated to overall course grade:*

<u>SSE:</u>		<u>Other schools:</u>	
90-100:	<i>Excellent</i>	90-100:	<i>A</i>
75-89:	<i>Very good</i>	80-89:	<i>B</i>
60-74:	<i>Good</i>	70-79:	<i>C</i>
50-59:	<i>Pass</i>	60-69:	<i>D</i>
0-49:	<i>Fail</i>	50-59:	<i>E</i>
		0-49:	<i>F</i>

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#### **4. Plagiarism**

It is important to clarify that this course operates under SSE academic guidelines. This specifically means that;

- Plagiarism of any kind (course literature, other student assignments, unreferenced sources) is not allowed,
- All submissions are assessed with a plagiarism checker,
- Any instances of plagiarism will lead to failing both the specific assignment and the course as a whole and also be subject to disciplinary procedures through SSES and will be reported to the student's home school.

#### **4. Generative AI policy**

- It is expected that you use AI (e.g., ChatGPT and similar generative AI tools) in this class. In fact, some assignments will require it. Learning to use AI is an emerging skill and I provide tutorials on how to use them.
- Be aware of the limits of ChatGPT, such as the following:
  - o If you provide minimum-effort prompts, you will get low-quality results. You will need to refine your prompts to get good outcomes. This will take some work.
  - o Don't trust everything it says. If it gives you a number or fact, assume it is wrong unless you either know the answer or can check with another source. You will be responsible for any errors or omissions provided by the tool. It works best for topics you understand.
  - o AI is a tool, but one that you need to acknowledge using. Please include a paragraph at the end of any assignment that uses AI explaining what you used the AI for and what prompts you used to get the results. Failure to do so is in violation of academic honesty policies.
  - o Be thoughtful about when this tool is useful. Don't use it if it isn't appropriate for the case or circumstance.

#### **5. Assignment instructions**

All literature for the course is available online and listed under the respective assignment below at <https://sSES.instructure.com/>.

Assignment format:

- PDF format
- The doc should be named "AssignmentNR\_Yourname\_2025"
- Font Times New Roman 12, single spacing, normal margins.
- Assignments need to be uploaded in the correct folder on the courseweb before the respective deadline.
- Late hand-ins are given 50% grade deduction, feel free to submit assignments earlier.
- All assignments need to be submitted before the end of the course. <sup>[1]</sup><sub>[SEP]</sub>
- As per SSE Academic Policies, submitted assignments are valid only for 2025.

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**Assignment 1 (pass/fail), 1 page max.**

Answer the following questions:

1. How would you describe negotiations using a metaphor?
2. On a scale 1-7, how experienced in negotiations do you consider yourself? (1 = little experience, and 7 = very experienced)
3. On a scale 1-7, how good negotiator do you consider yourself to be? Where 1 = much room for improvement and 7 = very skilled.
4. Please indicate how you would classify your negotiations style on a scale 1-7, where 1 = soft approach and 7 = hard bargainer.
5. What are your expectations on what you will learn during this course.
6. Please briefly describe what topics you find most challenging and what areas you would like to improve in with regards to negotiations.

The one page limit is for the initial upload only.

After uploading Assignment 1 as PDF, read the instructions for Assignment 5: Individual reflection paper.

Assignment 1 is the first page in your course learning log.

Use the Assignment 1 Word document (the one on your computer, not the uploaded one) as a log and update it with brief reflections before, during after each session as preparation for the final assignment.

Example bullet points to help you structure the reflection notes after each session:

Before the session

- What are your expected outcomes or insights from this session?

During/after the session

- Is there any connection (similar or different perspectives) to the course literature or previous sessions?
- Please summarize your 1-3 main takeaways from the session

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### **Assignment 2 (10%) Gender in negotiations, 2 pages.**

1. Use generative AI to summarize the article on one page.
2. Fact check the summary against the article.

[Bowles, H. \(2012\) Psychological Perspectives on Gender in Negotiation, Harvard Kennedy School Faculty Research Working Paper Series](https://dash.harvard.edu/bitstream/handle/1/9830358/RWP12-046_Bowles.pdf) (30 pg.) Link for download [https://dash.harvard.edu/bitstream/handle/1/9830358/RWP12-046\\_Bowles.pdf](https://dash.harvard.edu/bitstream/handle/1/9830358/RWP12-046_Bowles.pdf)

3. On the second page, describe in a method description how you worked with AI; e.g. what prompts you used, any strengths/weaknesses from the recommendations, if you did any iterations, text edits etc. The method description should be detailed enough that a fellow student should be able to follow your description to get similar results.
4. Finally on page 2, list 3 questions for [Pia Engholm](#) (can but do not have to be focused on gender).

### **Assignment 3 (10%) Tactical use of biases, 2 pages.**

1. Use generative AI to summarize the article on one page.
2. Fact check the summary against the article.

[Rhode et al. \(2014\) The Tactical Utilization of Biases in Negotiations, Berlin School of Law and Economics Working Papers](https://www.berlin-professional-school.de/fileadmin/portal/Dokumente/IMB_Working_Papers/WP_80_TheTacticalUtilizationofCognitiveBiases.pdf) (20 pg.) Link for download [https://www.berlin-professional-school.de/fileadmin/portal/Dokumente/IMB\\_Working\\_Papers/WP\\_80\\_TheTacticalUtilizationofCognitiveBiases.pdf](https://www.berlin-professional-school.de/fileadmin/portal/Dokumente/IMB_Working_Papers/WP_80_TheTacticalUtilizationofCognitiveBiases.pdf)

3. On the second page, describe in a method description how you worked with AI; e.g. what prompts you used, any strengths/weaknesses from the recommendations, if you did any iterations, text edits etc. The method description should be detailed enough that a fellow student should be able to follow your description to get similar results.
4. Finally on page 2, list 3 questions for [David Frykman](#).

### **Assignment 4 (10%) AI driven negotiations, 2 pages**

1. Use generative AI to summarize on one page what are the most important implications that AI will have for business negotiations, provide links to sources.
2. On the second page, describe in a method description how you worked with AI; e.g. what prompts you used, any strengths/weaknesses from the recommendations, if you did any iterations, text edits etc. The method description should be detailed enough that a fellow student should be able to follow your description to get similar results.

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### **Assignment 5 (10%) Investment negotiations, 2 pages.**

1. Read up on venture capital terms and use generative AI to summarize what are the most important ones/create a one-page cheat-sheet for entrepreneurs.
  - [100+ Venture Capital Terms – the Ultimate VC glossary](https://medium.com/rb11/100-venture-capital-terms-the-ultimate-vc-glossary-71a08b938b7a) (ca. 25 min read) Link <https://medium.com/rb11/100-venture-capital-terms-the-ultimate-vc-glossary-71a08b938b7a>
  - [Series A, B, C Funding: How it works](https://www.investopedia.com/articles/personal-finance/102015/series-b-c-funding-what-it-all-means-and-how-it-works.asp) (ca. 20 min read) Link <https://www.investopedia.com/articles/personal-finance/102015/series-b-c-funding-what-it-all-means-and-how-it-works.asp>
  - [Pre-Money vs. Post-Money: What’s the difference?](https://www.investopedia.com/ask/answers/difference-between-premoney-and-postmoney/) (ca. 20 min read) Link <https://www.investopedia.com/ask/answers/difference-between-premoney-and-postmoney/>
2. On the second page, describe in a method description how you worked with AI; e.g. what prompts you used, any strengths/weaknesses from the recommendations, if you did any iterations, text edits etc. The method description should be detailed enough that a fellow student should be able to follow your description to get similar results.
3. Finally on page 2, list 3 questions for [Johan Brenner](#).

### **Assignment 6 (50%) Individual reflection paper, 6 pages**

Course memo and individual reflection paper.

Based a reflection of your initially submitted Assignment 1. and your notes from the course compose a personal reflection in narrative format on what and how you feel the course has contributed to developing negotiation insights and skills according to the course intended learning outcomes (ILOs):

- *Understand the process of human decision-making*
- *Discuss common psychological heuristics and biases*
- *Explain negotiation frameworks e.g. BATNA & reservation price*
- *Better prepare, plan, and act in negotiation and sales situations*
- *Understand the dynamics of bilateral and multiparty negotiation*
- *Identify usage of different negotiation strategies and approaches*

If you do use generative AI also for this assignment, use the last page for method description as in previous assignments. This is not a course evaluation so the personal opinion and feedback on the course as such is not important and will not be graded. It’s also not a course description summary of everything that was included (that’s this document).

Rather, the paper is a free-form exercise that should demonstrate how and to what extent the participant has assimilated personal insights from the readings, lectures, and negotiations exercises, and is graded according to similar criteria as the other assignments. This means that some sessions and/or assignments might have been more valuable than others, which should then be reflected in the text. To students unused to reflection assignments the task might initially seem a bit unclear and ambiguous – just like life and real-world negotiations. It is also a proven format with great pedagogical value that is used extensively in advanced management programs.

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