

Group negotiation guidelines: Case Tieto

Please follow these steps to complete Case Tieto

1. Read the case
2. Follow the discussion at class on Friday November 10th to get an understanding of e-invoicing market structure
3. Check the table below for your own group negotiations, with whom you need to negotiate → contact the groups (e.g., if you are in group C, you need to negotiate with A, F, G, and R)
4. Book time slots for negotiations
5. Prepare for the negotiations by having a discussion and agreement of your stance within your case group
6. Do the negotiation and make notes during the negotiation
7. Prepare a maximum 5-page case answer to respond to the questions outlined in the case + max 3 pages on negotiations. Concerning the negotiations, include at least the following points:

Issues to report in your negotiation case report:

- What was your stance towards negotiations with each of the three groups, what kinds of stances did your group have, how far/close were your stances from each other?
- How did the negotiations go?
- What was the outcome of the negotiations (with each of the three groups)?
- If you made a roaming agreement, what were the terms?
 - o Potential fees?
 - o Duration of the contract?
- Were you pleased with the outcome of the negotiations? What did you learn?

	A	C	D	E	F	G	H	J	K	L	Q	R	T
A		x	x	x								x	
C	x				x	x						x	
D	x							x	x		x		
E	x							x	x			x	
F		x					x		x				x
G		x					x		x	x			
H					x	x				x			x
J			x	x							x		x
K			x	x	x	x							
L						x	x				x	x	
Q			x					x		x			x
R	x	x		x						x			
T					x		x	x			x		

Profiles:

Profile Tieto: Groups A, E, H, L

Profile SPIOA: Groups C, F, J, T

Profile SPIOB: Groups D, G, K, R, Q

Grading rubric

Report on the negotiations	Does not provide any information about the negotiations.	For some of the negotiations, the group provides explanation on how the negotiations were done.		The report contains some description on how the negotiations were done, but do not engage in detailed discussion about the outcome of the negotiations.	For each negotiation, the group clearly reports how the negotiation was done, explains how the group prepared to the negotiations, what were the critical issues negotiated, and clearly articulates the outcome of all of the negotiations.
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