



Performance and health in rapprochement business 7.5 cr

Prestation och hälsa i säljande organisationer 7,5 hp

Set by Faculty of Education and Business Studies

Version

Set at

Valid from

3/3/21

HT2021

Level	G1F
Education level	First cycle
Course identifier	FEG323
Credits	7.5 cr
Main field of study	Business Administration
Subject group	Business Administration
Disciplinary domain	Social sciences 100.0 %

Learning outcomes After completing the course, the student should be able to:

Knowledge and understanding:

- Explain concepts and theories about the connections between health and performance at work in sales organizations. (1)
- Describe and compare models of personality and individual differences. (2)
- Review the historical development of personality research and the basic ideas for the research field. (3)

Ability and competence

- Identify and analyse individual-related and organizational sources of ill health, long-term sustainable well-being and retention in the profession in customer-intensive work environments with a performance focus (4)
- Plan, carry out, document in writing and analyze measurements of individual differences in personality (5)
- Use quantitative and qualitative methods to search, collect, evaluate and critically interpret information from different empirical sources (6)

Values and approach

- Evaluate organizations based on the relationships between individual differences and susceptibility to health-related influencing factors (7)

Course content	In this course, the knowledge of how individuals play a role in sales / performance-oriented organizations. Based on descriptions and analysis of different companies' personnel and performance focus, strategic and operational applications to achieve set goals are discussed. Special focus is placed on how organizational influencing factors such as wage formation, customer relations and work-related justice co-vary with employees' health, performance and retention in the profession. The course deals with these issues from a holistic perspective where the long-term perspective is particularly emphasized. The course also provides an orientation on methods that give the student the skill to measure and follow up these issues at companies and in organizations.		
Teaching	Lectures, seminars, practical tasks and supervision		
Prerequisites	Marketing A 7.5 cr or comparable		
Examination	Spoken and written reports and seminars		
Grade	A, B, C, D, E, Fx, F		
Sustainable environment	A minor part of the course content deals with sustainable development.		
Module			
	0010 Examining seminar (learning outcome 5-6)	5 cr	Grade: UG
	0020 Spoken and written report (learning outcome 5-6)	2.5 cr	Grade: AF