

## COURSE DETAIL

### PSYCHOLOGY OF PERSUASION: CONFLICT, MEDIATION, AND NEGOTIATION

**Country**

Spain

**Host Institution**

Complutense University of Madrid

**Program(s)**

Complutense University of Madrid

**UCEAP Course Level**

Upper Division

**UCEAP Subject Area(s)**

Psychology

**UCEAP Course Number**

134

**UCEAP Course Suffix****UCEAP Official Title**

PSYCHOLOGY OF PERSUASION: CONFLICT, MEDIATION, AND NEGOTIATION

**UCEAP Transcript Title**

PSYCH OF PERSUASION

**UCEAP Quarter Units**

5.00

**UCEAP Semester Units**

3.30

### **Course Description**

This course discusses the identification and use of persuasive communication and conflict management in the context of psychological and social intervention.

### **Language(s) of Instruction**

Spanish

### **Host Institution Course Number**

800203

### **Host Institution Course Title**

PSICOLOGÍA DE LA PERSUASIÓN. CONFLICTO, MEDIACIÓN Y NEGOCIACIÓN

### **Host Institution Course Details**

<https://www.ucm.es/estudios/grado-psicologia-plan-800203>

### **Host Institution Campus**

Campus de Somosaguas

### **Host Institution Faculty**

Facultad de Psicología

### **Host Institution Degree**

Grado en Psicología

### **Host Institution Department**

Psicología Social

### **Course Last Reviewed**

2022-2023

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