

COURSE DETAIL

NEGOTIATION

Country

Spain

Host Institution

Carlos III University of Madrid

Program(s)

Carlos III University of Madrid

UCEAP Course Level

Lower Division

UCEAP Subject Area(s)

Business Administration

UCEAP Course Number

50

UCEAP Course Suffix

E

UCEAP Official Title

NEGOTIATION

UCEAP Transcript Title

NEGOTIATION

UCEAP Quarter Units

2.50

UCEAP Semester Units

1.70

Course Description

The course offers an introduction to negotiation. Topics include: characteristics of a good negotiator; negotiation types; types of negotiations; positions when negotiating; the Harvard method; preparation for negotiation; development of the negotiation; closing the negotiations.

Language(s) of Instruction

English

Host Institution Course Number

13468

Host Institution Course Title

NEGOCIACIÓN

Host Institution Course Details

<https://aplicaciones.uc3m.es/cpa/generaFicha?est=204&anio=2021&plan=395&asig=13...>

Host Institution Campus

Getafe

Host Institution Faculty

Facultad de Ciencias Sociales y Jurídicas

Host Institution Degree

Grado en Administración de Empresas

Host Institution Department

Materias transversales

Course Last Reviewed

2021-2022

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