

# 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**

NEGOTIATION

### **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

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