COURSE DETAIL

UCEAP Semester Units

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** Е **UCEAP Official Title NEGOTIATION UCEAP Transcript Title NEGOTIATION UCEAP Quarter Units** 2.50

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 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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