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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