COURSE DETAIL

NEGOTIATION
Country Hong Kong
Host Institution Hong Kong University of Science and Technology (HKUST)
Program(s) Hong Kong University of Science and Technology
UCEAP Course Level Upper Division
UCEAP Subject Area(s) Business Administration
UCEAP Course Number 169
UCEAP Course Suffix
UCEAP Official Title NEGOTIATION
UCEAP Transcript Title NEGOTIATION
UCEAP Quarter Units 6.00
UCEAP Semester Units 4.00

Course Description

This course applies the theories, processes, and strategies of negotiation to a variety of settings and the broad spectrum of negotiation problems faced by both the manager in the workplace and the common citizen in the real world. It examines basic negotiation concepts and their use in the negotiation process, how to develop confidence in negotiating, and the behavior and motives of individuals and groups in negotiations.

Language(s) of Instruction
English

Host Institution Course Number
MGMT3140

Host Institution Course Title
NEGOTIATION

Host Institution Course Details
https://prog-crs.hkust.edu.hk/ugcourse/2025-26/search?keyword=MGMT3140

Host Institution Campus

Host Institution Faculty

Host Institution Degree

Host Institution Department
Management

Course Last Reviewed
2025-2026

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