

## 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. Text: THE MIND AND HEART OF THE NEGOTIATOR by Leigh Thompson Assessment: attendance and participation (20%), class exercises and quizzes (10%), midterm exam (35%), final exam (35%).

## Language(s) of Instruction

English

## Host Institution Course Number

MGMT3140

## Host Institution Course Title

NEGOTIATION

## Host Institution Campus

HKUST, Business

## Host Institution Faculty

## Host Institution Degree

## Host Institution Department

Management

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