

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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