

COURSE DETAIL

BARGAINING AND NEGOTIATION: INTERESTS, INFORMATION, STRATEGY AND POWER

Country

United Kingdom - England

Host Institution

London School of Economics

Program(s)

Summer at London School of Economics

UCEAP Course Level

Upper Division

UCEAP Subject Area(s)

Business Administration

UCEAP Course Number

119

UCEAP Course Suffix

S

UCEAP Official Title

BARGAINING AND NEGOTIATION: INTERESTS, INFORMATION, STRATEGY AND POWER

UCEAP Transcript Title

BARGAIN&NEGOTIATION

UCEAP Quarter Units

5.50

UCEAP Semester Units

3.70

Course Description

In this interactive course, you engage with the strategic, psychological, and cultural aspects of negotiations. Using live negotiation simulations, ranging from two-party negotiations to multi-party multi-issue negotiations, you have an opportunity to put into practice effective negotiation strategies based on academic research. Through rigorous reflection and feedback from peers and faculty, you learn about your own personal negotiation strengths and weaknesses, and you develop a personal plan to become a better negotiator.

Language(s) of Instruction

English

Host Institution Course Number

MG209

Host Institution Course Title

BARGAINING AND NEGOTIATION: INTERESTS, INFORMATION, STRATEGY AND POWER

Host Institution Campus**Host Institution Faculty****Host Institution Degree****Host Institution Department**

Management

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