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 Course Details
https://www.lse.ac.uk/study-at-lse/summer-schools/summer-school/courses/busines...

Host Institution Campus

Host Institution Faculty

Host Institution Degree

Host Institution Department
Management

Course Last Reviewed

2025-2026

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