

COURSE DETAIL

BUSINESS NEGOTIATIONS

Country

Australia

Host Institution

University of Sydney

Program(s)

University of Sydney

UCEAP Course Level

Upper Division

UCEAP Subject Area(s)

Business Administration

UCEAP Course Number

135

UCEAP Course Suffix**UCEAP Official Title**

BUSINESS NEGOTIATIONS

UCEAP Transcript Title

BUSINESS NEGOTIATN

UCEAP Quarter Units

6.00

UCEAP Semester Units

4.00

Course Description

This course provides understanding of the theory of negotiation as it is practiced in a variety of strategic settings. The course is relevant to the broad spectrum of negotiation problems that are faced by managers and specific examples from international strategy such as M and A and joint ventures are used. The course provides an opportunity to develop skills experientially and to understand negotiation in useful analytic frameworks. Considerable emphasis is placed on role-playing exercises and case studies. This course requires participation in a number of negotiations. Preparation for these negotiations, which are a large part of the final grade, requires time-pressured reading of material in class.

Language(s) of Instruction

English

Host Institution Course Number

SIEN3107

Host Institution Course Title

BUSINESS NEGOTIATIONS

Host Institution Campus

Host Institution Faculty

Host Institution Degree

Host Institution Department

International Business

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