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 Course Details
https://sydney.edu.au/courses/units-of-study/2019/ibus/ibus3107.html

Host Institution Campus

Host Institution Faculty

Host Institution Degree

Host Institution Department
International Business

Course Last Reviewed
2024-2025

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