COURSE DETAIL

NEGOTIATION SKILLS
Country Australia
Host Institution University of New South Wales
Program(s) University of New South Wales
UCEAP Course Level Upper Division
UCEAP Subject Area(s) Business Administration
UCEAP Course Number 121
UCEAP Course Suffix
UCEAP Official Title NEGOTIATION SKILLS
UCEAP Transcript Title NEGOTIATION SKILLS
UCEAP Quarter Units 6.00
UCEAP Semester Units 4.00

Course Description

This course provides a set of generic concepts and skills for negotiation and resolving interpersonal and inter-group conflicts. Students work with theory, skills, and processes of negotiation relevant to a wide range of contexts (including commercial, organizational, political, legal, and industrial relations). This course provides an analytical understanding of negotiations including negotiation planning, strategy, and tactics, as well as develops practical skills necessary for implementation of this knowledge. Students gain these practical skills through negotiation role play exercises, which develop in complexity as the course progresses.

Language(s) of Instruction
English

Host Institution Course Number
MGMT3721

Host Institution Course Title
NEGOTIATION SKILLS

Host Institution Course Details
https://www.business.unsw.edu.au/Programs-Courses-Site/Courseoutlines/MGMT3721_...

Host Institution Campus
New South Wales

Host Institution Faculty

Host Institution Degree

Host Institution Department
Management

Course Last Reviewed
2022-2023

Print