

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 Campus

New South Wales

Host Institution Faculty

Host Institution Degree

Host Institution Department

Management

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