COURSE DETAIL

NEGOTIATION THEORY AND PRACTICE
Country Hong Kong
Host Institution University of Hong Kong
Program(s) University of Hong Kong
UCEAP Course Level Upper Division
UCEAP Subject Area(s) Political Science Legal Studies
UCEAP Course Number 143
UCEAP Course Suffix
UCEAP Official Title NEGOTIATION THEORY AND PRACTICE
UCEAP Transcript Title NEGOTIATON THEORY
UCEAP Quarter Units 5.00
UCEAP Semester Units 3.30

Course Description
This course examines diverse approaches to negotiation in a cross cultural context; the practice of collaborative and interest-based negotiation; effectively preparing for a negotiation; and facilitating the three consecutive phases of negotiation: preparation, information sharing and decision making.

Language(s) of Instruction
English

Host Institution Course Number
LLAW3159

Host Institution Course Title
NEGOTIATIONS THEORY AND PRACTICE

Host Institution Course Details

Host Institution Campus

Host Institution Faculty

Host Institution Degree

Host Institution Department
Law

Course Last Reviewed

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