

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

[Print](#)