COURSE DETAIL

NEGOTIATION AND CONFLICT RESOLUTION
Country Thailand
Host Institution Thammasat University
Program(s) Thammasat University
UCEAP Course Level Upper Division
UCEAP Subject Area(s) Political Science
UCEAP Course Number 152
UCEAP Course Suffix
UCEAP Official Title NEGOTIATION AND CONFLICT RESOLUTION
UCEAP Transcript Title NEG&CONFLT RES
UCEAP Quarter Units 5.00
UCEAP Semester Units 3.30

Course Description

This course provides a holistic understanding of conflict and of how and why it occurs from the intrapersonal level to the international level. It introduces concepts and techniques related to the negotiation process as well as examines negotiation pitfalls, preparation, fixed-pie and mixed motive perceptions, distributive and integrative negotiations, negotiation styles, ethics, and key issues.

Language(s) of Instruction
English

Host Institution Course Number
SPD 317

Host Institution Course Title
NEGOTIATION AND CONFLICT RESOLUTION

Host Institution Course Details

Host Institution Campus

Host Institution Faculty

Host Institution Degree

Host Institution Department
Social Policy and Development

Course Last Reviewed
2022-2023

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