

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 Campus

Host Institution Faculty

Host Institution Degree

Host Institution Department

Social Policy and Development

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