

COURSE DETAIL

BUSINESS NEGOTIATION

Country

Korea, South

Host Institution

Korea University

Program(s)

Korea University

UCEAP Course Level

Upper Division

UCEAP Subject Area(s)

Business Administration

UCEAP Course Number

112

UCEAP Course Suffix**UCEAP Official Title**

BUSINESS NEGOTIATION

UCEAP Transcript Title

BUS NEGOTIATION

UCEAP Quarter Units

4.50

UCEAP Semester Units

3.00

Course Description

This course is designed to present the fundamentals of negotiation; the art and science of addressing disputes, and securing agreements between two or more parties. The course material is relevant to a wide variety of problems faced by professionals, managers, and entrepreneurs; it aims at successfully conducting negotiations in a variety of settings. Students engage in diverse negotiation exercises, followed by debriefings of the exercises and brief lectures and illustrations on the science of negotiation.

Language(s) of Instruction

English

Host Institution Course Number

BUSS394

Host Institution Course Title

BUSINESS NEGOTIATION

Host Institution Campus

Host Institution Faculty

Host Institution Degree

Host Institution Department

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