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 Course Details

Host Institution Campus

Host Institution Faculty

Host Institution Degree

Host Institution Department

Course Last Reviewed
2021-2022

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