

# COURSE DETAIL

## INTERNATIONAL NEGOTIATION

**Country**

Brazil

**Host Institution**

Pontifical Catholic University of Rio de Janeiro

**Program(s)**

Pontifical Catholic University of Rio de Janeiro

**UCEAP Course Level**

Upper Division

**UCEAP Subject Area(s)**

International Studies Business Administration

**UCEAP Course Number**

170

**UCEAP Course Suffix**

E

**UCEAP Official Title**

INTERNATIONAL NEGOTIATION

**UCEAP Transcript Title**

INTL NEGOTIATION

**UCEAP Quarter Units**

6.00

**UCEAP Semester Units**

4.00

**Course Description**

This course examines the processes and role of business negotiation in a world of increasing professional and organizational interdependence. It looks at the influence of criteria such as cultural differences, relational development, communication styles, tactics, behavior, and agreements on international negotiations.

**Language(s) of Instruction**

English

**Host Institution Course Number**

ADM 9980

**Host Institution Course Title**

INTERNATIONAL NEGOTIATION

**Host Institution Campus**

PUC-Rio

**Host Institution Faculty****Host Institution Degree****Host Institution Department**

Departamento de Administração

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