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 Course Details

Host Institution Campus
PUC-Rio

Host Institution Faculty

Host Institution Degree

Host Institution Department
Departamento de Administração

Course Last Reviewed

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