

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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