COURSE DETAIL

LEADERSHIP, NEGOTIATION TECHNIQUES
Country Spain
Host Institution Autonomous University of Barcelona
Program(s) UAB Barcelona Summer School
UCEAP Course Level Upper Division
UCEAP Subject Area(s) Communication Business Administration
UCEAP Course Number 102
UCEAP Course Suffix
UCEAP Official Title LEADERSHIP, NEGOTIATION TECHNIQUES
UCEAP Transcript Title LEADERSHIP TECHNIQS
UCEAP Quarter Units 5.00
UCEAP Semester Units 3.30

Course Description

This course covers practical leadership and negotiation techniques to maximize effectiveness and contribution in the workplace setting. It emphasizes strategic management skills to effectively manage teams, team-working capacity, and problem-solving abilities. The course also covers different types of negotiations, basic bargaining skills, and strategies for mutual gain.

Language(s) of Instruction
English

Host Institution Course Number

Host Institution Course Title
LEADERSHIP, NEGOTIATION TECHNIQUES

Host Institution Course Details
https://www.uab.cat/web/cursos/social-science-law-courses/leadership-negotiatio...

Host Institution Campus
Universitat Autònoma de Barcelona

Host Institution Faculty
Facultat de Sociología

Host Institution Degree

Host Institution Department

Course Last Reviewed
2023-2024

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