

## 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 Campus

Universitat Autònoma de Barcelona

### Host Institution Faculty

Facultat de Sociologia

### Host Institution Degree

### Host Institution Department

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