

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 Sociologia

Host Institution Degree

Host Institution Department

Course Last Reviewed

2023-2024

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