

COURSE DETAIL

INTERNATIONAL NEGOTIATION

Country

Netherlands

Host Institution

Maastricht University - University College Maastricht

Program(s)

University College Maastricht

UCEAP Course Level

Lower Division

UCEAP Subject Area(s)

International Studies

UCEAP Course Number

19

UCEAP Course Suffix**UCEAP Official Title**

INTERNATIONAL NEGOTIATION

UCEAP Transcript Title

INTL NEGOTIATION

UCEAP Quarter Units

2.00

UCEAP Semester Units

1.30

Course Description

Learn about international negotiations and how countries, companies, and institutions plan and seek to achieve their goals in a multicultural and often multilateral setting. Students learn the negotiation and cultural skills necessary for completing a successful international negotiation: analytical, strategic, social, and bargaining. Students are trained to analyze complex negotiation situations and then apply theories to maximize their outcomes. After every simulation, students discuss their strategies/ negotiation skills and outcomes with their peers and the tutor. In the final EU simulation, students experience participating in an international negotiation.

Language(s) of Instruction

English

Host Institution Course Number

SKI2083

Host Institution Course Title

INTERNATIONAL NEGOTIATION

Host Institution Campus

University College Maastricht

Host Institution Faculty

Host Institution Degree

Host Institution Department

Skills Training

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