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 Course Details
https://www.maastrichtuniversity.nl/file/ucm-course-catalogue-2023-2024pdf

Host Institution Campus
University College Maastricht

Host Institution Faculty

Host Institution Degree

Host Institution Department
Skills Training

Course Last Reviewed
2022-2023

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