COURSE DETAIL

INTERNATIONAL NEGOTIATION
Country Korea, South
Host Institution Korea University
Program(s) Korea University
UCEAP Course Level Lower Division
UCEAP Subject Area(s) International Studies
UCEAP Course Number 73
UCEAP Course Suffix
UCEAP Official Title INTERNATIONAL NEGOTIATION
UCEAP Transcript Title INTL NEGOTIATION
UCEAP Quarter Units 4.50
UCEAP Semester Units 3.00

Course Description

This course is an introduction to international negotiation. Topics include the basics of negotiation, diplomatic and business negotiation, communication skills, understanding and navigating cultural differences in international negotiation settings, strategic approaches to negotiation, and the role of English as a lingua franca.

The course also examines and analyzes diplomatic negotiation in relation to the current era of globalization and the importance of bilateral and multilateral international negotiations between companies or governments.

Language(s) of Instruction
English

Host Institution Course Number
DISS221

Host Institution Course Title
INTERNATIONAL NEGOTIATION

Host Institution Course Details
https://infodepot.korea.ac.kr/lecture1/lecsubjectPlanViewNew.jsp?year=2024&term...

Host Institution Campus

Host Institution Faculty

Host Institution Degree

Host Institution Department

Course Last Reviewed
2024-2025

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