

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 Campus

Host Institution Faculty

Host Institution Degree

Host Institution Department

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