COURSE DETAIL

THE ART OF NEGOTIATION
Country Taiwan
Host Institution National Taiwan University
Program(s) National Taiwan University
UCEAP Course Level Upper Division
UCEAP Subject Area(s) Communication
UCEAP Course Number 106
UCEAP Course Suffix
UCEAP Official Title THE ART OF NEGOTIATION
UCEAP Transcript Title ART NEGOTIATION
UCEAP Quarter Units 3.00
UCEAP Semester Units 2.00

Course Description

Negotiation is a cornerstone skill in both personal and professional realms, influencing outcomes from business deals to interpersonal relationships. By adopting the Harvard Negotiation Project framework, this course aims to empower students with the knowledge, strategies, and practical techniques necessary to excel in various negotiation scenarios, fostering mutually beneficial agreements and sustainable relationships. Topics include the basic principles of negotiation, development of effective communication skills, application of analytic frameworks, and navigation of power dynamics, which will allow students to foster the needed skill sets for successful negotiation.

Language(s) of Instruction
English

Host Institution Course Number
Write5039

Host Institution Course Title
THE ART OF NEGOTIATION

Host Institution Course Details
https://nol.ntu.edu.tw/nol/coursesearch/print_table.php?course_id=Q01%20U0810&c...

Host Institution Campus

Host Institution Faculty

Host Institution Degree

Host Institution Department
NTU Academic Writing Education Center

Course Last Reviewed
2024-2025

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