

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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