

## 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 Campus

### Host Institution Faculty

### Host Institution Degree

### Host Institution Department

NTU Academic Writing Education Center

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