COURSE DETAIL

NEGOTIATION AND CONFLICT RESOLUTION
Country Canada
Host Institution McGill University
Program(s) McGill University
UCEAP Course Level Upper Division
UCEAP Subject Area(s) Communication Business Administration
UCEAP Course Number 125
UCEAP Course Suffix
UCEAP Official Title NEGOTIATION AND CONFLICT RESOLUTION
UCEAP Transcript Title NEGOT/CONFL RESOLUT
UCEAP Quarter Units 6.00
UCEAP Semester Units 4.00

Course Description

This course examines negotiation theory and practice, equipping students with the tools to effectively negotiate in diverse situations. Through an experiential learning approach, students will engage with negotiation strategies across a broad range of themes, including conflict resolution, salary negotiation, cross-cultural negotiations, and the psychological aspects of persuasion.

Language(s) of Instruction
English

Host Institution Course Number
ORGB 325

Host Institution Course Title
NEGOTIATION AND CONFLICT RESOLUTION

Host Institution Course Details

Host Institution Campus

Host Institution Faculty

Host Institution Degree

Host Institution Department

Course Last Reviewed
2024-2025

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