

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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