

COURSE DETAIL

BUSINESS NEGOTIATIONS

Country

Hong Kong

Host Institution

Chinese University of Hong Kong

Program(s)

Chinese University of Hong Kong

UCEAP Course Level

Upper Division

UCEAP Subject Area(s)

Business Administration

UCEAP Course Number

112

UCEAP Course Suffix**UCEAP Official Title**

BUSINESS NEGOTIATIONS

UCEAP Transcript Title

BUS NEGOTIATIONS

UCEAP Quarter Units

4.50

UCEAP Semester Units

3.00

Course Description

This course provides an understanding of the theory and processes of negotiation in a variety of settings. This course develops negotiation skills by addressing a variety of negotiation topics experientially by 1) preparing for and simulating a range of negotiation situations and 2) analyzing students' negotiation outcomes and strategies. The course integrates students' experiences with negotiation theory in a weekly debrief. Readings complement the classroom experience and reinforce key messages from the experiences.

Language(s) of Instruction

English

Host Institution Course Number

MGNT100

Host Institution Course Title

BUSINESS NEGOTIATIONS

Host Institution Course Details

https://rgsntl.rgs.cuhk.edu.hk/ags_prd_applx/Public/tt_dsp_crse_catalog.aspx

Host Institution Campus

Host Institution Faculty

Host Institution Degree

Host Institution Department

Management

Course Last Reviewed

2025-2026

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