# COURSE DETAIL

| BUSINESS NEGOTIATIONS |
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| **Country**<br>Hong Kong |
| **Host Institution**<br>Chinese University of Hong Kong |
| **Program(s)**<br>Chinese University of Hong Kong |
| **UCEAP Course Level**<br>Upper Division |
| **UCEAP Subject Area(s)**<br>Business Administration |
| **UCEAP Course Number**<br>112 |
| **UCEAP Course Suffix** |
| **UCEAP Official Title**<br>BUSINESS NEGOTIATIONS |
| **UCEAP Transcript Title**<br>BUS NEGOTIATIONS |
| **UCEAP Quarter Units**<br>4.50 |
| **UCEAP Semester Units**<br>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/aqs_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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