

COURSE DETAIL

CROSS-CULTURAL NEGOTIATION

Country

Spain

Host Institution

Expanish Barcelona

Program(s)

Business in Barcelona,Business and Economics in Barcelona

UCEAP Course Level

Upper Division

UCEAP Subject Area(s)

Economics Communication Business Administration

UCEAP Course Number

110

UCEAP Course Suffix**UCEAP Official Title**

CROSS-CULTURAL NEGOTIATION

UCEAP Transcript Title

CROSS-CULTRL NEGOTN

UCEAP Quarter Units

5.00

UCEAP Semester Units

3.30

Course Description

This highly interactive course explores the fundamentals and nuances of negotiation across a variety of business and intercultural contexts. Students will learn to negotiate effectively through a combination of theory, experiential learning, and real-world cases. The course combines classical models with modern perspectives on behavioral science, cross-cultural dynamics, and power asymmetries. Special emphasis will be placed on negotiation ethics, emotional intelligence, persuasion, and gender in negotiation.

Students will actively participate in role-plays, simulations, and negotiation challenges, with regular reflection and peer feedback. We will also examine high-profile negotiation cases from Spain, the US, and international business (e.g., labor disputes, sports contracts, peace processes). By the end of the course, students will have a toolbox of strategies and a greater self-awareness of their negotiation style.

Language(s) of Instruction

English

Host Institution Course Number

Host Institution Course Title

Host Institution Course Details

<https://uceap.sharepoint.com/:w:/s/DocumentLibrary/IQDtQRBcTJB7QqbFtJM FHJVpATdO...>

Host Institution Campus

Host Institution Faculty

Host Institution Degree

Host Institution Department

Course Last Reviewed

2026-2027

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