

Faculty of Commerce & Business Administration

Negotiation Management

Information :

Course Code : MGT 301

Level : Undergraduate

Course Hours : 3.00- Hours

Department : Department of Marketing

Description :

This course is designed to improve students' skills in all phases of negotiation: understanding prescriptive and descriptive negotiation theory as it applies to dyadic and multiparty negotiations, to buyer-seller transactions and the resolution of disputes, to the development of negotiation strategy and to the management of integrative and distributive aspects of the negotiation process. The course is based on a series of simulated negotiations in a variety of contexts including one-on-one, multi-party, cross-cultural, third-party and team negotiations.