Bus 322: Negotiation and Dispute Resolution

SCHOOL OF BUSINESS ADMINISTRATION

Negotiation is one mechanism employed to resolve disputes and secure agreements between two or more individuals or groups. The purpose of this course is to study the process of negotiation and dispute resolution as presented in a variety of settings. The course is relevant to a broad spectrum of problems faced by a wide variety of individuals and groups in business and in their day-to-day lives. Through negotiation exercises, this course allows students an opportunity to develop skills experientially and to identify and differentiate negotiation styles and techniques.

3 Credits

Prerequisites

- Pre-Requisite: Successful Completion of 54 Hours.

Instruction Type(s)

- Lecture: Lecture for Bus 322

Subject Areas

- Business/Commerce, General

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