

BUSN 006: Negotiation Principles

This class helps students plan for negotiating situations that arise in business environments. Students are introduced to the negotiating process through the study of written materials, classroom discussions, and role-playing. Emphasis is placed on understanding communication dynamics, defining goals, establishing tactics, assessing one's bargaining power, and resolving disagreements and conflicts. Through one-on-one and group role-playing, students have hands-on experience gaining negotiating skills. This class also discusses ethical issues arising in negotiations and negotiating in a cross-cultural context.

Letter Grade, Pass/No Pass

Units: 3

Lecture Hours: 48 – 54, Lab Hours: 0

Prerequisites: None

Co-Requisites: None

Advisory: None

Transferable to CSU only