NEGOTIATIONS
Semester: Spring 2014

Course Number: LITG 7023 001       Call #  000048
Professor: Lawrence
Credits: 3 Classroom
Primary Basis for the Grade: TBA
Prerequisites: None

Enrollment: Limited to 32; Please complete Limited Enrollment Lottery Form.
Meets Seminar Requirement? No
Meets Writing Requirement? No
Meets Client Counseling Requirement? No
Meeting Times: Tuesday 4:40-7:40
Location: 104, 100A, 100B

COURSE DESCRIPTION:

In this course students learn the "science and art" of negotiation. Students are introduced to significant literature and theory in negotiation and have the opportunity to practice negotiating through a sequence of negotiations simulations.

Last updated: 11-1-13 cc