Course Number:  LITG 7023  Call Number:  000093
Professor:  Lawrence  
Credits:  3 Classroom  
Primary Basis for the Grade:  Analytical Journal Essays and negotiation participation and performance.  Letter Grade. 
Prerequisites:  None  

Enrollment:  Limited to 32; Please complete a Limited Enrollment Lottery Form.  
Meets Seminar Requirement?  No  
Meets Writing Requirement?  No  
Meets Client Counseling Requirement?  No  

Meeting Times:  Tuesday 4:40 to 7:40 pm  
Location:  114, 118, and 100A  

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 sequenced series of negotiations simulations.  

SPECIAL NOTES:  
Limited Enrollment-32. Usually offered every semester.  

Last updated:  4-10-15  cc