Course Number: LITG 7023         Call Number: 000087
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: T 4:40 to 7:40 pm
Location: 118, 100A, and 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 sequenced series of negotiations simulations.

SPECIAL NOTES:

Limited Enrollment-32. Usually offered every semester.

Last updated: 4-3-14 no