NEGOTIATIONS

Course Number:  LITG 7087  Call Number:  000126

Semester:  Spring 2015
Professor:  Aaron
Credits:  2 classroom
Primary Basis for the Grade:  Combination of written analysis in the form of analytical journal entries as well as your analysis of recorded negotiation performance
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:  T 4:00pm to 7:00pm
Location:  114

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. This course will involve feedback on recorded negotiation performance; initially ungraded and solely for student benefit. The final grade will be based on a combination of written analysis in the form of analytical journal entries as well as your analysis of recorded negotiation performance.

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SPECIAL NOTE:
This course is designed to meet on a front-loaded schedule and will be completed in 10 meetings. Details of dates will be supplied on the syllabus.

Last updated:  11-4-14  cc