

NEGOTIATIONS

Course Number: 24 LITG 723 001

Call # 000059

Semester: Spring 2011

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: T 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: 11-07-10 no