

Purpose of this Course

- To teach negotiation skills that will help prepare you for your medical job negotiations
- To provide opportunities to practice applying the skills in simulated negotiations, where you will receive feedback
 - Simulations developed by the USC Institute for Creative Technologies
- To evaluate if online negotiations training effectively prepare medical trainees for job negotiations.

Course Mechanics

- Entire course is online
- Watch a series of lectures to introduce negotiation concepts and tactics, interspersed with practice simulations and questionnaires
- You may stop after each simulation and pick up where you left off
- About 90 minutes, total