

MAC 8285: Negotiation

The objective of this course is to facilitate your becoming a more knowledgeable, effective and reflective negotiator. You will acquire a toolkit of negotiation approaches and principles, how to use those approaches and principles to improve outcomes, and practice being reflecting so that you are constantly seeking to improve your performance.

Credits: 1.5

Prerequisites:

Co-Requisites:

MAC 8220

MAC 8240

MAC 8254

MAC 8280

MAC 8220, MAC 8240, MAC 8254, MAC 8280, MAC 8282