

ORGB 633. MANAGERIAL NEGOTIATIONS.

Credits: 3

Offered by: Management (Graduate Studies)

Terms offered: Winter 2026

[View offerings for Winter 2026 in Visual Schedule Builder.](#)

Description

Negotiating is a critical managerial skill. The purpose of this course is to allow students to learn to be more effective negotiators. The class environment used to accomplish this goal includes many exercises, personality inventories, and cases. The focus of the course will be on the processes of bargaining and the emphasis is "hands on" learning, although theories of negotiation and research examining negotiation will also be covered. Each student will have a great deal of control over how much he or she will develop into a better negotiator as a result of participating in this course.

- Section 020: Due to the intensive nature of this course and the fact that Japan is 13 hours ahead of Canada, the standard add/drop and withdrawal deadlines do not apply. Add/drop is the day after the first lecture and withdrawal is the day after the second lecture.

Most students use Visual Schedule Builder (VSB) to organize their schedules. VSB helps you plan class schedules, travel time, and more.

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