

ORGB 635. ADVANCED MANAGERIAL NEGOTIATIONS.

Credits: 3

Offered by: Management (Graduate Studies)

This course is not offered this catalogue year.

Description

This course explores in greater depth the negotiation concepts developed in ORGB 633. It also looks at other aspects and topics that impact negotiation, such as communication, culture and cognitive processes. Participants will explore the challenges they face to effectively incorporate these skills into their personal and professional lives.

- Due to the intensive nature of this course, the standard add/drop and withdrawal deadlines do not apply. Add/drop is the first lecture day and withdrawal is the second lecture day.
- Prerequisite: ORGB 633.

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

[Launch Visual Schedule Builder](#)