

ORGB 644. MANAGERIAL NEGOTIATIONS IN HEALTHCARE.

Credits: 2

Offered by: Management (Graduate Studies)

Terms offered: Summer 2025

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Description

Fundamentals of negotiation and dispute resolution in order to better understand the dynamics that lead to successful negotiation outcomes in healthcare settings: distributive negotiations, integrative negotiations, ethics, salary and contract negotiations, cross cultural negotiations, gender and negotiations, interests rights and power, online and third party negotiations.

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