PA6322 - Negotiations for Effective Management

PA 6322 Negotiations for Effective Management (3 semester credit hours) Students in this course will learn about negotiations, principally in the public sector, and will develop and practice skills to become more proficient negotiators and more effective managers. The course will be a combination of learning about negotiations and participating in exercises and simulated negotiations. The exercises and simulations reinforce theories about the role of negotiations in effective management and enable students to develop their own negotiation skills. (3-0) T (2016-02-05 23:45:00)