

# **SYSM6313 - Systems Negotiation and Dispute Resolution**

[SYSM 6313](#) ([HMGT 6324](#) and [MECO 6352](#) and [OB 6332](#) and [OPRE 6396](#)) Systems Negotiation and Dispute Resolution (3 semester credit hours) This course explores the theories, processes, and practical techniques of negotiation so that students can successfully negotiate and resolve disputes in a variety of situations including interpersonal, group, and international settings. Emphasis is placed on understanding influence and conflict resolution strategies; identifying interests, issues, and positions of the parties involved; analyzing co-negotiators, their negotiation styles, and the negotiation situations; and managing the dynamics associated with most negotiations. Practical skills are developed through the use of simulations and exercises. (3-0) Y