HMGT 6401 Negotiation and Conflict Management in Healthcare

HMGT 6401 Negotiation and Conflict Management in Healthcare (4 semester credit hours) Executive Education Course. Develops the critical negotiating skills needed to increase personal influence and effectiveness. Topics include recognizing and leveraging sources of power in a negotiation, identifying the opposing party's interests as distinct from their position, and negotiating effectively against a stronger opponent. (4-0) T