MECO 4342 - Financial and Business Negotiation Analysis

MECO 4342 Financial and Business Negotiation Analysis (3 semester credit hours) This course introduces students to the economic and psychological analysis of negotiation. The objective of the course is to make you a more effective negotiator. Topics to be covered include negotiation preparation, making an opening offer, creating and claiming value, and repeated negotiations. The class revolves around a set of negotiation simulations to practice the skills we learn. Simulations involve a variety of business situations such as negotiating price, hiring, mergers, financial transactions, and starting a new business venture. Prerequisite: ECON 2302. (3-0) R