

**BUSN 006: Negotiation Principles**

This class helps students plan for negotiating situations that arise in business environments. Students are introduced to the negotiating process through the study of written materials, classroom discussions, and role-playing. Emphasis is placed on understanding communication dynamics, defining goals, establishing tactics, assessing one's bargaining power, and resolving disagreements and conflicts. Through one-on-one and group role-playing, students have hands-on experience gaining negotiating skills. This class also discusses ethical issues arising in negotiations and negotiating in a cross-cultural context.

Letter Grade, Pass/No Pass

Units: 3

Lecture Hours: 48 – 54, Lab Hours: 0

Prerequisites: None

Co-Requisites: None

Advisory: None

Transferable to CSU only