

LEA6180 : Strategic Negotiations

This course explores the theories and applications of single and multiparty negotiations in a wide variety of organizational contexts. Topics may include the exploration of negotiation as an art and science, consideration of negotiating behaviors and characteristics, and strategies to achieve negotiation success for the stakeholders involved.

Credits 4.0

Prerequisites

Master of Science in Leadership Students: [LEA5100](#), [LEA5125](#), [MBA5001](#), [LEA5130](#), [LEA5140](#). Doctor of Nursing Practice Students: None

Corequisites

None