

# MGT2040 : Fundamentals of Strategic Negotiations

The course explores the terminology, theories, and application of negotiations in a wide variety of organizational contexts. The primary focus for this class is single party negotiations although concepts related to multiparty and complex negotiations will be introduced. Consideration will be given to defining a successful negotiation outcome as well as to the behaviors and strategies that contribute to negotiation success.

**Credits** 4.0

**Prerequisites**

None

**Corequisites**

None