

# COLLEGE OF CHEMISTRY COURSE GUIDE (../INDEX.HTML)

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## UGBA 152 - NEGOTIATION AND CONFLICT RESOLUTION (3 UNITS)

### COURSE OVERVIEW

#### SUMMARY

UGBA 152 is one of the courses that can be taken for the business and management concentration for chemical engineering majors. This course enhances skills to analyze conflict and negotiation situations, and develop strategies to better deal with these situations.

#### PREREQUISITES

UGBA 105 (not particularly enforced)

#### TOPICS COVERED

- Distributive and Integrative Bargaining
- Conflict Resolution
- Cross-Cultural Negotiation
- Psychology and Emotion in Negotiation
- Power
- Team Negotiations
- Special Topics

## WORKLOAD

### COURSEWORK

- Final paper or presentation
- Class participations and negotiations
- Homework or papers depending on instructor

### TIME COMMITMENT

3 hours of class each week.

## CHOOSING THE COURSE

### WHEN TO TAKE

It can be taken anytime .

## ADDITIONAL COMMENTS AND TIPS

Compared to the technical classes a chemical engineer must take, this class is a lot less demanding. The class heavily relies on class participation. You will gain confidence in negotiating and be able to develop skills to analyze these situations.

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**COLLEGE OF CHEMISTRY PEER SERVICES**

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