

## **MANA 7397: Effective Negotiating**

Goals for MANA 7397:

1. Develop insight and skill in distributive (i.e., win-lose) negotiating.
2. Develop insight and skill in integrative (i.e., win-win) negotiating.
3. Develop insight and skill for multi-party as well as two-party negotiating.
4. Develop insight and skill related to cross-cultural negotiating.