A. Course Description

Credits: 4

Lab Hours/ Weeks: Corequisites: None

Lecture Hours/ Week:

MnTC Goals: None

This course helps students understand the role of negotiations in purchasing goods and services to support manufacturing operations and service. Topics include: establishing negotiation objectives, analyzing and using various negotiating strategies and tactics, negotiating legally and ethically, and evaluating the effectiveness of negotiating policies, procedures and human resources.

B. Course Effective Dates: 08/16/2013 - Present

C. Outline of Major Content Areas:

See Course Description for major content areas.

D. Learning Outcomes (General)

1. To recognize that negotiation is a vital part of our lives.
2. To understand the fundamentals of negotiations.
3. To understand the fundamentals strategies and tactics of negotiations.
4. To understand how to resolve and manage differences.
5. To understand the role of ethics in negotiations.
6. Demonstrate the ability to analyze and understand negotiations in real world organizations.

E. Learning Outcomes (MN Transfer Curriculum)

This contains no goal areas.

G. Special Information

None