A. Course Description

Credits: 4

Lab Hours/ Weeks: Corequisites: None

Lecture Hours/ Week:

MnTC Goals: None

This course helps students to understand the roles of negotiations in purchasing goods and services to support manufacturing operations. Topics include how to establish negotiations objectives, how to analyze and to use various negotiating strategies and tactics, how to negotiate in line with legal and ethical considerations, and how to evaluate the effectiveness of negotiating policies, procedures and personnel.

B. Course Effective Dates: 08/24/2002 - Present

C. Outline of Major Content Areas:

See Course Description for major content areas.

D. Learning Outcomes (General)

None

E. Learning Outcomes (MN Transfer Curriculum)

This contains no goal areas.

G. Special Information

None