

# 100-2 Preliminary Syllabus, Da-Yeh Univ

Information			
Title	協商與談判	Serial No. / ID	2729 / GMN5311
Dept.	管理學院碩士在職專班	School System / Class	碩士在職專班1年A班
Lecturer	魏志雄	Full or Part-time	專任
Required / Credit	Optinal / 3	Graduate Class	No
Time / Place	(六)89A / B101	Language	Chinese

Introduction	
Negotiation Theory and Practice	

Outline	
1Negotiation introduction	
2Negotiation models	
3Negotiation nature	
4Negotiation psychology	
5face to face Negotiation	
6Negotiation opening	
7Negotiation process	

Prerequisite	
Interpersonal relations and communication skill	