

# 100-2 Preliminary Syllabus, Da-Yeh Univ

Information			
Title	協商與談判	Serial No. / ID	2758 / GMN5311
Dept.	管理學院碩士在職專班	School System / Class	碩士在職專班1年9班
Lecturer	陳月娥	Full or Part-time	專任
Required / Credit	Optinal / 3	Graduate Class	No
Time / Place	(日)123 / 99	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	