

97-2 Preliminary Syllabus, Da-Yeh Univ

Information			
Title	談判理論與實務	Serial No. / ID	1660 / IRM3120
Dept.	人力資源暨公共關係學系	School System / Class	大學日間部3年2班
Lecturer	陳月娥	Full or Part-time	專任
Required / Credit	Optinal / 3	Graduate Class	NO
Time / Place	(四)34 / B301 (五)5 / B301	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	