

MBA 8541: Negotiation and Mediation

Offered as a joint MBA and Law school elective, course is designed to develop advocacy skills for effective negotiation and mediation in transactional and dispute resolution contexts. Students will be required to review materials in negotiation and mediation theory and practice, and to participate in simulated exercises (both as parties and mediators) while confronting the practical, legal, and ethical dilemmas which often arise.

Credits: 3.0

Prerequisites:

MBA 8450 and MBA 8650