GE1217

Competition & Cooperation

In Diverse Contexts

Conflicts and disputes abound in diverse contexts. This course draws on interdisciplinary research in economics, management, and psychology to provide hands-on analysis and practice, and building blocks of strategies that help students navigate the tension between cooperation and competition in a variety of different contexts. Students will learn how to manage different types of negotiations to reach win-win agreements and avoid lose-lose or win-lose outcomes.

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