

MAN6447 : Negotiation and Deal-Making

Negotiation and deal-making are essential business skills that enable entertainment business professionals to grow companies, establish a strong business presence, and enhance product development. In this course, students explore the skills needed to become a strong negotiator and dealmaker, through instruction in topics like deal-structuring skills, self-awareness and negotiation skill development, tools and concepts for negotiation preparation, development of deal memos and contracts, negotiation and deal-making role-playing and critiquing the role-playing scenarios.

Credits 3.5