

**Class Overview**

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| **General Class Information**  *All fields must be completed and posted in UVaCollab and World Viewable in SIS no later than two weeks prior to registration.* | | | | | | | | |
| **Subject Area &**  **Catalog Number** | PC4050 | **Class Title** | NEGOTIATION OF CONTRACTS AND MODIFICATIONS-SP, 2016 | | | | |
| **Credit Type** | **Undergraduate**  **Graduate** | | **Credit**  **Noncredit** | | **Delivery Method** | **P (In-Person)**  **CI (Classroom/Internet)**  **WB (Web-Based)** | |
| **Re-licensure**  **Re-certification Points** | N/A | | | **Approval Date**  *(For internal use only)* | | |  | |

1. **Class Description (Use the SIS 400 characters from catalog description)**

THIS COURSE INTRODUCES STUDENTS TO THE VARIOUS SKILLS AND TECNIQUES NECESSARY TO BECOME AN EFFECTIVE NEGOTIATOR FOR FEDERAL ACQUISITIONS. CONCEPTS, METHODS, AND THEORIES RELATING TO THE NEGOTIATIONS PROCESS WILL BE ANALYZED AND CRITIQUED. IN ADDITION, THE COURSE WILL REVIEW COOMUNICATIONS SKILLS, BUSINESS ETHICS AND THE FEDERAL REGULATIONS RELATED TO NEGOTIATIONS OF FEDERTAL CONTRACTS. PREREQUISITE: PC 4030.

1. **Learning Outcomes**

KNOWLEDGE OF NEGOTIATION TECHNIQUES AND PRINCIPLES FOR USE IN GOVERNMENT CONTRACTING AS WELL AS EVERYDAY SITUATIONS.

1. **Assessment Components**

MIDTERM, FINAL AND ONLINE CLASS DISCUSSION

1. **Required Text (include ISBN, specific edition)**

"GETTING TO YES: NEGOTIATION AGREEMENT WITHOUT GIVING IN"; BY FISHER, URY AND PATTON. PENGUIN, 2ND REVISED EDITION, 1991. ISBN 0140157352

1. **Required Additional Resources and Technical Components**

NONE.

1. **Other Class Expectations (for Classroom/Internet and Web-Based classes, specify any live (synchronous) meetings dates, times, delivery mode)**

NONE.