

Course ID	Course Description	Course Objectives
HSMG 7330 Negotiations in Health Care	Negotiating skills are used in all aspects of life. F us use negotiations in one way or another. Some intuitive, and some stretch our preferred methods discussion of the fundamentals of negotiation with studies.	<ol style="list-style-type: none"> 1• Identify the four phases of Negotiations 2• Recognize the four types if communication styles that influence negotiations 3• Create alternatives to negotiated agreements 4• Interpret the underlying needs in a negotiation 5• Analyze the level of power of the negotiating partners 6• Examine the value of objective criteria in a negotiation