I. Catalog Description and Credit Hours of Course:

Readings/skill development course designed to develop communicative skills required in leadership positions. (3)

II. Prerequisites: MG301

III. Purposes or Objectives of the Course:

Upon completion of the course, the student should be able to:

A. Demonstrate understanding of the communication complexities and principles surrounding selected topics of organizational leadership.

B. Demonstrate effective interpersonal skills relevant to managerial communication topics addressed in the course.

C. Demonstrate the ability to analytically progress from communication theory to communication practice.

D. Demonstrate critical thinking through effective discourse and writing.

IV. Student Learning Outcomes:

Upon completion of this course the students will be able to:

A. explain and illustrate how to create value through the use of integrative negotiation practices.

B. demonstrate their ability to negotiate desired outcomes in a variety of situations.

C. differentiate between distributive and integrative negotiation tactics.

V. Expectations of Students:

Students are expected to actively discuss issues in an informed way. Completion of all assigned work is expected, including a research paper. Essay exams are written for this course.

VI. Course Content or Outline:

This course is designed to treat in depth current, relevant topics selected by the professor for the practicing manager. For example, topics might include negotiation, organizational socialization, and/or intercultural communication.

VII. Textbook and/or Other Required Materials:


C. C. Topic-specific readings.

VIII. Basis for Performance Evaluation:

A. Exams

B. Quality of course participation

C. Research paper