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| **School or Division** | School of Business and Technology |
| **Program or Certificate or** | BAS, Supervision and Management |
| **New degree or certificate program** | NA |
| **Proposed by (faculty only)** | David Hoffman |
| **Presenter (faculty only)** | David Hoffman |
| Note that the presenter (faculty) listed above must be present at the Curriculum Committee meeting or the proposal will be returned to the School or Division and must be submitted for a later date. | |
| **Submission date** | 12/4/2015 |
| **Course prefix, number, and title** | MAN 4441 - Negotiation |

**Section I, New Course Information (must complete all items)**

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| **List School or Division** | School of Business and Technology |
| **List course prerequisite(s) and minimum grade(s) (must include minimum grade if higher than a “D”)** | MAN 3303 or MAN 3120 |
| **Will students be taking any of the prerequisites listed for this course in different parts of the same term (ex. Term A and Term B)** | Yes |
| **List course corequisites** | NA |
| **Is any corequisite for this course listed as a corequisite on its paired course?**  (Ex. CHM 2032 is a corequisite for CHM 2032L, and CHM 2032L is a corequisite for CHM 2032) | No |
| **Course credits or clock hours** | 3 |
| **Contact hours (faculty load)** | 3 |
| **Select grade mode** | Standard Grading (A, B, C, D, F) |
| **Credit type** | College Credit |
| **Course description** (provide below) | |
| This course examines the theories and practices of negotiation used to successfully manage conflict in business and professional settings. The roles of negotiators and their effectiveness as negotiators are also covered. Quizzes, role plays, simulations, discussions, case study examinations, and other methodologies may incorporated to determine student course mastery. | |

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| **General topic outline** (type in outline below) |
| * Foundations of effective conflict resolution and their application to workplace settings to engender positive outcomes. * Examination of negotiation concepts and techniques such as win-win negotiations, interest-based bargaining, and developing trust-building negotiation styles * Understanding the role of power, persuasion and ethics; creativity and problem solving; multiple parties, coalitions, and teams; cross-cultural dynamics; and tacit negotiations and social dilemmas in negotiations. |

**Learning Outcomes:** For information purposes only. Type in all learning outcomes, assessments, and general education competencies as they should be displayed in the syllabus. More rows can be added if necessary.

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| **Learning Outcomes** | **Assessments** | **General Education Competencies** |
| Explain the role and importance of personality theories in conflict management. | Written assignment |  |
| Develop proper communication skills in resolving and managing conflict. | Quizzes, role plays, simulations, discussions, case study examinations, and other methodologies |  |
| Demonstrate the concept of power and the role it plays in developing negotiation strategies. | Quizzes, role plays, simulations, discussions, case study examinations, and other methodologies | COM |
| Summarize the different theories of negotiations and how and when they should be applied . | Quizzes, role plays, simulations, discussions, case study examinations, and other methodologies |  |
| Describe the role cultural differences play in effective negotiations. | Quizzes, role plays, simulations, discussions, case study examinations, and other methodologies | GSR |
| Examine the difference between short-term and long-term gains and their ethical implications. | Quizzes, role plays, simulations, discussions, case study examinations, and other methodologies |  |

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| **ICS code for this course** | ADVANCED AND PROFESSIONAL - 1.15.05 - BUSINESS AND MANAGEMENT |
| **Should any major restriction(s) be listed on this course? If so, select "yes" and list the appropriate major restriction code(s) or select "no".** | Yes  SMAN |
| **Is the course an “International or Diversity Focus” course?** | No, not International or Diversity Focus |
| **Is the course a General Education course?** | No |
| **Is the course a Writing Intensive course?** | No |
| **Is the course repeatable\*?**  (A repeatable course may be taken more than one time for additional credits. For example, MUT 2641, a 3 credit hour course can be repeated 1 time and a student can earn a maximum of 6 credits).  \*Not the same as Multiple Attempts or Grade Forgiveness | No |
| **Do you expect to offer this course three times or less (experimental)?** | No |

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| **Impact of Course Proposal** | |
| **Will this new course proposal impact other courses, programs, departments, or budgets?** | No |
| **If the answer to the question above is “yes”, list the impact on other courses, programs, or budgets?** |  |
| **Have you discussed this proposal with anyone (from other departments, programs, or institutions) regarding the impact? Were any agreements made? Provide detail information below.** | |
| NA | |

**Section II, Justification for proposal**

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| **Provide justification (below) for this proposed curriculum action** |
| This course will provide students in the BAS Supervision and Management with a unique and highly useful program elective aimed at developing student knowledge and skills in the following areas:   1. Examining conflict in the workplace 2. Determining what conflict is and how it occurs 3. How conflict can be managed in the workplace |

**Section III, Important Dates and Endorsements Required**

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| **List all faculty endorsements below. (Note that proposals will be returned to the School or Division if faculty endorsements are not provided).** |
| Alisa Callahan, David Hoffman, Tim Lucas, Deborah McCabe |

**nOTE:** Changes for the Fall 2016 term must be submitted to the Dropbox by the February 5, 2016 deadline and approved no later than the March 4, 2016 Curriculum Committee meeting. Changes during mid-school year are NOT permitted. Extreme circumstances will require approval from the appropriate Dean or Associate Vice President as well as the Provost and Vice President of Academic Affairs to begin in either the Spring 2016 or Summer 2016 term.

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| **Term in which approved action will take place** | Fall 2016 |

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| **Required Endorsements** | **Type in Name** | **Select Date** |
| **Department Chair or Program Coordinator/Director** | David Hoffman | 12/4/2015 |
| **Academic Dean or Associate Vice President** | Dr. John Meyer | 12/4/2015 |

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| **Select Curriculum Committee Meeting Date** | February 5, 2016 |

Completed curriculum proposals must be uploaded to Dropbox by the deadline. Please refer to the *Curriculum Committee Calendar* document available in the document manager in the FSW Portal:

* Document Manager
* VP Academic Affairs
* Curriculum Process Documents

**Important Note to Faculty, Department Chairs or Program Coordinators, and Deans or an Associate Vice President:**

Incomplete proposals or proposals requiring corrections will be returned to the School or Division. If a proposal is incomplete or requires multiple corrections, the proposal will need to be completed or corrected and **resubmitted to the Dropbox for the next Curriculum Committee meeting**. All Curriculum proposals require approval of the Provost and Vice President of Academic Affairs. Final approval or denial of a proposal is reflected on the completed and signed Summary Report.