



LINCOLN UNIVERSITY

BA 370 – Communications in Leadership and Negotiations Spring 2013 Course Syllabus

Course Title: COMMUNICATIONS IN LEADERSHIP AND NEGOTIATIONS

Course Number: BA 370

Semester: Spring 2013

Class Meetings: Tuesday 12:30 – 3:15 PM

Credit: 3 Units (45 lecture hours)

Instructor: Professor Richard S. Rachlin

Email: rrachlin@lincolnuca.edu

Instructional Materials & References

REQUIRED TEXTS:

Barrett, D.J. (2011). Leadership Communication (3d. Ed.) McGraw-Hill
ISBN: 978-0-07-337777-3

Fisher, Ury & Patton (2011). Getting to Yes (3d Ed. Updated & Revised) Penguin
ISBN: 978-0-14-311875-6

RECOMMENDED TEXTS:

Lewicki, Saunders & Barry (2007). Essentials of Negotiation (5th Ed.) McGraw-Hill
ISBN: 978-0-07-353036-9

Alred, Brusaw & Oliu (2009). The Business Writer's Handbook (9th Ed.) St. Martin's
Press. ISBN: 0-312-57510-6

Course Description

This course concentrates on critical skills, particularly those needed for intelligent, face-to-face interactions, for effective tactics to achieve cooperation and gain consensus. There is emphasis on various strategies used in negotiating, for both individuals and leaders. Both written and oral assignments are involved.

Purpose of Course

This course will stress leadership communication and negotiation.

The leadership component of the course will consider communications skills in writing and speaking, strategy, communicating visions, and introducing change.

By the end of the course you should be able to do the following:

1. Analyze audiences and develop format messages specific to them.
2. Communicate appropriately across different cultures with diverse audiences.
3. Structure and write clear, correct, and confident professional correspondence and reports.
4. Plan and deliver impromptu prepared individual and team presentations confidently and persuasively.
5. Recognize and exemplify communication ethics.
6. Work constructively in teams and evaluate peers effectively.
7. Project a positive ethos and display emotional intelligence and interpersonal skills.
8. Understand transformational leadership and the role of communication in organizations.

The negotiations component of the course will consider fundamentals of negotiation, conflict management, managing interdependence, defining negotiations objectives, selecting the best negotiating strategy, evaluating communication dynamics, finding and using negotiation power through ethical conduct.

Individual Oral Presentations

You will make at least two three-to-five minute individual oral presentations. The first will be without the use of Power Point or slides. The second will be on a topic of your own choice. Please wear professional attire for the second oral presentation at which time Power Point or slides can be used.

Homework

The Applications (Problem-Case Studies) at the end of each chapter in 'Leadership Communication' shall be turned in at the beginning of each class section. They are an important component in class discussion.

Grading Standards

Grades will be based on the following allocation:

Mid-term examination:	30 per cent
Final examination:	40 per cent
Class Attendance & Participation:	15 per cent
Individual Presentations:	15 per cent

Grading
Point/Grade Conversion

100-94	A	76-74	C
93-90	A-	73-70	C-
89-87	B+	69-67	D+
86-84	B	66-64	D
83-80	B-	63-60	D-
79-77	C+	59 or <	F

Course Calendar and Assignments

The assigned material for each date should be read before the class. Homework and class participation on the material is expected and plays an important part of your grade.

Date Assignments

Jan. 22: Lecture on leadership; overview of the course.

Jan. 29: Chapters 1&2 of ‘**Getting to Yes.**’

Feb. 5: Barrett: Chapter 1. Homework: All Applications.

Feb. 12: Chapters 3&4 of ‘**Getting to Yes.**’

Feb. 19: Barrett: Chapter 2. Homework: All Applications; 3-minute impromptu speech on assigned topic.

Feb. 26: Barrett: Chapter 5. Homework: All Applications.

March 5: Chapters 5&6 of ‘**Getting to Yes.**’

March 12: Midterm.

March 19: No class. Spring Recess.

March 26: Chapters 7 thru conclusion of ‘**Getting to Yes.**’

April 2: Ten Questions in Getting to Yes. Discussion of the movie ‘Twelve Angry Men.’

April 9: Barrett: Chapter 7. Homework: All Applications.

April 16: Barrett: Chapter 8. Homework: All Applications.

April 23: Barrett: Chapter 10. Homework: All Applications.

April 30: 5-minute presentation on a topic of your choice. Review for Final.

May 7: Final Exam

Revised: 1/14/2013