

Name: Public Sector Communication & Negotiation					
module/course code IAP61001	Student workload 510 (minutes/week)	Credits (ECTS) 4.53 ECTS	Semester III	Frequency ODD SEMESTER	Duration 1x per semester
	Types of courses: Tutorial/Lecture/ Response	Contact hours: 150 minutes/week		Independent study: 360 minutes/week	Class size X students: 30 Students (S1)
1	Prerequisites for participation -				
2	<p>Learning Outcomes:</p> <p>CPL1 Applying logical, critical, systematic and innovative thinking in the context of the development or implementation of science and technology that pays attention to and applies humanities values according to their field of expertise</p> <p>CPL2 Able to demonstrate independent, quality, and measurable performance</p> <p>CPL3 Examines the implications of developing or implementing science, technology that pays attention to and applies the values of the humanities in accordance with their expertise based on scientific principles, procedures and ethics to produce solutions or ideas</p> <p>CPL10 Able to formulate and communicate alternative solutions that are beyond his authority to his leadership.</p> <p>CPL12 Mastering the concepts and theories of ethics and integrity of public administration.</p> <p>CPL22 educates the public about the priority of the public interest in the life of the nation and state</p> <p>CPMK1 Students are able to understand concepts and theories in communication and negotiations, especially in the public sector (CPL10)</p> <p>CPMK2 Students can apply concepts and theories of communication and negotiation in public and community organizations (CPL1; CPL10; CPL22)</p> <p>CPMK3 Students are able to analyze communication and negotiation cases in Indonesia (CPL3)</p> <p>CPMK4 Students are able to understand techniques and models in communication and negotiation (CPL1; CPL10)</p> <p>CPMK5 Students can use communication and negotiation techniques in organizations (CPL12; CPL2)</p> <p>CPMK6 Students can understand the relationship between lobbying, negotiation, and communication (CPL12)</p>				
3	Public sector communication and negotiation is one of the fields of study in the study of public administration. This course provides knowledge and communication and negotiation skills where both can be used to support ongoing governance. This sustainability includes communication and negotiation in the public sector explaining various communication and negotiation processes that emphasize the communication aspect as one of the determinants of smooth governance. Public sector communication				

	and negotiation course materials include communication theory, communication models, elements of communication, political communication, communication technology, ethics in negotiating, principles and laws of negotiation, processes and stages of negotiation, styles in negotiating, models in negotiations, tactics in negotiations, conflicts and negotiation, and the relationship between lobbying and communication.
4	<p>Subject aims/content:</p> <ol style="list-style-type: none"> 1. The concept of communication and negotiation 2. Public Communication Ethics 3. Model of Public Communication 4. Political communication 5. Communication technology 6. Ethics in negotiating 7. Principles and Laws of Negotiation 8. Negotiation processes and stages 9. Style in negotiating 10. Models and Strategies in Negotiations 11. Tactics in Negotiations 12. Conflict and Negotiation 13. Lobbying and Communication Relations
5	Teaching methods lectures, discussions
6	Assessment methods: assignments, Mid-Term Exam, Final-Term Exam, quizzes,
7	<p>Other information e.g. bibliographical references:</p> <p>Alvonco, Johnson, 2014, Practical Communication Skill, PT. Elex Media Komputindo: Jakarta.</p> <p>Berger, Charles R, Rollof, Michael E, dan Roskos-Ewoldsen, David R, 2014, Handbook Ilmu Komunikasi, Nusa Media: Bandung.</p> <p>Fajar, M, 2009, Ilmu Komunikasi Teori Dan Praktik, Graha Ilmu: Universitas Mercubuana.</p> <p>Hutagalung, Inge, Teori-Teori Komunikasi dalam Pengaruh Psikologi, 2015, PT. Indeks: Jakarta. Ibrahim,</p> <p>Idi Subandy, 2007, Kecerdasan Komunikasi Seni Berkomunikasi kepada Publik, Simbiosis Rekatama Media: Bandung Mulyana,</p> <p>Dawson, Roger. 2015. Secret of Power Negotiation. Jakarta: Gramedia</p> <p>Deddy, 2004, Komunikasi Efektif Suatu Pendekatan Lintas Budaya, PT. Remaja Rosdakarya: Bandung Mulyana,</p> <p>Deddy, 2007, ILMU KOMUNIKASI; Suatu Pengantar, PT. Remaja Rosdakarya, Bandung. Mulyana,</p> <p>Deddy, 2008, Human Communication : Prinsip-Prinsip Dasar, PT. Remaja Rosdakarya: Bandung.</p> <p>Endang Lestari & Maliki. 2002. Negosiasi, Kolaborasi, dan Jejaring Kerja. Jakarta: LAN RI</p> <p>Lasmahadi, Arbono. 2005. Bernegosiasi di Tempat kerja. Jakarta: Salemba Humanika</p> <p>Robbins, Stephen P. & A. Judge. Timothy. 2011. Organizational Behavior: Fourteenth Edition. New Jersey: Pearson Education.</p> <p>Suciati, 2015, Komunikasi Interpersonal, Mata Padi Persindo, Yogyakarta.</p> <p>Sirait, Charles Bonar, 2008, THE POWER OF PUBLIC SPEAKING; Kiat Sukses Berbicara di Depan Publik, PT. Gramedia Pustaka Utama, Jakarta.</p> <p>Widjadja, H.A.W. 2000, Ilmu Komunikasi, Rineka Cipta: Jakarta.</p> <p>Zainal Abidin Partao. 2006. teknik Lobi dan Diplomasi untuk insan Public Relations. Jakarta: Indeks</p>