

Name : Leadership and Negotiation					
module/course code	Student workload	Credits (ECTS)	Semester	Frequency	Duration
IAB8202	510 (minutes/week)	4.53 ECTS	2	Even	1x per semester
	Types of courses : Face to face Independent Study Structured Tasks	Contact hours : 150 minutes/week		Independent study 360 minutes / week	Class size X students 15 students
1	Prerequisites for participation : ---				
2	Learning outcomes : <ol style="list-style-type: none"> 1. CPMK1: Mastering and applying theories that use leadership and negotiation perspectives, including: cross-cultural theory, decision-making theory, and business ethics (S5, S7, KU5, KK1.2, KK2.6, PP1, PP2) 2. CPMK4: Able to identify and evaluate effective leadership and negotiation styles in different situations/contexts (KU2, KK3.2) 3. CPMK6: Improve leadership and negotiation skills and expertise (S5, S7, KU5, KK3.2, PP1, PP2) 4. CPMK7: Able to analyze and evaluate empirical research in the field of leadership and negotiation (KU2, PP4) 				
3	Description : This course discusses the theory comprehensively along with leadership and negotiation research and integrates it with the application of leadership and negotiation in local (Indonesian) and international contexts.				
4	Subject aims/Content : <ol style="list-style-type: none"> 1. Key Concepts of Leadership 2. Evolution and Leadership Theories 3. Power, Politics and Networking (Power, Politics and Networking) 4. Ethical Leadership and Decision Making 5. Strategic Leadership and Crisis and Change Management 6. Cross-Cultural Leadership 7. Main Concepts of Negotiation 8. Negotiation Style 9. Communication as Key in Effective Negotiations 10. Important Emphasis on Negotiation Preparation 11. Negotiation on various Business Projects 12. Negotiations in Contexts Around the World 				
5	Teaching methods: Lectures are held face-to-face (with various lecture methods) by lecturers for (3 x 50 minutes) x 14 meetings				
6	Assessment methods:				

	Presentation 10%% 10% discussion 40% Duty MID-Term Exam 20% FINAL-Term Exam 20%
7	<p>Other information e.g. bibliographical references :</p> <p>1. Book (B)</p> <p>Leadership:</p> <ol style="list-style-type: none"> 1. Dubrin, Andrew. J. (2014). Principles of Leadership, 7th ed., South-Western Cengage Learning: Florence, US. 2. Eikenberry, Kevin. (2007). Remarkable Leadership: Unleashing Your Leadership Potential One Skill at a Time, Jossey-Bass A Wiley Imprint: San Francisco, CA 3. Hughes R., Ginnett R., Curphy G. (2014). Leadership: Enhancing the Lessons of Experience, McGraw-Hill/Irwin. 4. Ladkin, Donna (2010), Rethinking Leadership: A New Look at Old Leadership Questions, Edward Elgar Publishing Limited: UK 5. Lussier, RN & Achua, CF (2016), Leadership: Theory, Application, Skill Development, 6th ed., South-Western, Thomson: USA. <p>Negotiation:</p> <ol style="list-style-type: none"> 6. Berghoff, EA et al. (2007). The International Negotiations Handbook. Success through Preparation, Strategy, and Planning. PILPG and Baker & McKenzie. 7. Brett, Jeanne M (2007), Negotiating Globally, Second Edition, John Wiley & Sons, 111 River Street, Hoboken. 8. Ghauri, Pervez N. Usunier, Jean-Claude (2003), International Business Negotiations, 2nd Ed, Elsevier Ltd The Boulevard, Langford Lane Kidlington: UK. 9. Lewicki R., Saunders D., Barry B. (2014). Negotiation, McGraw-Hill/Irwin. 10. Steve Gates, (2011), The Negotiation Book, A John Wiley and Sons Ltd 11. Steven P. Cohen, (2002), Negotiating Skills for Managers, McGraw-Hill 12. Zartman, William I. (2008), Negotiation and Conflict Management: Essays on theory and practice, Routledge: New York <p>2. Journal Articles (AJ)</p> <ol style="list-style-type: none"> a. John R. Ogilvie, Deborah L. Kidder, (2008) "What about negotiator styles?", International Journal of Conflict Management, Vol. 19 Issue: 2, pp.132-147, https://doi.org/10.1108/10444060810856076 b. Silva, Alberto (2014). What can we learn from great business leaders? Journal of Leadership Studies, Fall 2014, Vol. 8, Issue 3, p. 52-57. c. Stahl, Gunter K., Brannen Mary Yoko (2013). Building Cross-Cultural Leadership Competence: An Interview with Carlos Ghosn, Academy of Management Learning & Education, September, Vol. 12, Issue 3, p. 494-502. d. Other selected journal articles (TBA)