

Name: Public Sector Communication & Negotiation					
module/course code: IAP61001	Student workload: 510 Minutes/Week	Credits (ECTS): 4.53 ECTS	Semester 3	Frequency Semester Odd	Duration 1x / 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>Intended Learning Outcomes:</p> <p>ILO 3 Students are able to communicate alternative solutions within their authorities. ILO 8 Students can analyse staff reviews in the decision-making process. ILO 9 Students can carry out the duties and functions effectively and efficiently by using information and analytical skills.</p> <p>Course Learning Outcomes:</p> <ol style="list-style-type: none"> 1. Students can understand concepts and theories in communication and negotiation, especially in the public sector. 2. Students can apply the concepts and theories of communication and negotiation in public and community organizations. 3. Students can analyze cases of communication and negotiation in Indonesia. 4. Students can understand techniques and models in communication and negotiation. 5. Students can use communication and negotiation techniques in organizations 6. Students can understand the relationship between lobbying, negotiation, and communication 				
3	<p>Description</p> <p>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.</p>				
4	Teaching methods: Lectures, Discussions				
5	Assessment methods: Assignments, Mid-Term Exam, Final-Term Exam, Quizzes				
6	<p>Other information e.g. bibliographical references:</p> <ol style="list-style-type: none"> 1. Megawati, E. (2022). <i>Komunikasi Publik (Implementasi Pengawasan Diseminasi Informasi Publik terkait Covid-19)</i>. Yogyakarta: Deepublish. 2. Djohan. (2022). <i>NEGOSIASI DAN KOMUNIKASI</i>. MNC Publishing. 3. Isma Adila, A. B. (2020). <i>Ekonomi Politik Komunikasi (Sebuah Realitas Industri Media di Indonesia)</i>. Malang: Universitas Brawijaya Press. 4. Kaja, S. M. (2021). <i>KOMUNIKASI ADMINISTRASI</i>. Klaten: Penerbit Lakeisha. 				

