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| 1. Course Identity | | | |
| Course Name/Block | Negotiation and Conflict Resolution | | |
| Faculty | Business and Economics | **Study Program** | Management |
| Code | SEM824 | **Credits** | 2 |
| Group | Study Program | **Enrollment** | Compulsory |
| Semester(s) in which the course is taught | 8 | **Availability** | Limited within Study Program |
| Learning Method | Classroom Learning | **Media** | Blended |
| Category | Technical Course | **Prerequisites** | - |

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| 2. Course Description |
| The Negotiation and Conflict Resolution course provides a theoretical foundation and practical methods to have effective negotiations and manage conflicts in real-life situations in an organization or company. Students can learn more effective conflict management in resolving interpersonal and inter-group conflicts, from the perspective of students and companies. |

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| 3a. GRADUATE LEARNING OUTCOMES (CPL) | |
| CPL Code | **CPL** |
| S1 | Being devoted to God Almighty and having a good moral character |
| PP2 | Mastering the rules, principles, and techniques of cross-functional communication, organizational level, and culture to be able to communicate effectively across functions and across organizational levels |
| KU4 | Being able to make the right managerial decisions in various types of organizations at the operational level, according to data and information analysis on organizational functions analysis on organizational functions |
| KK2 | Being able to establish positive collaboration with the local, national, and international communities in the business sector |
| KK4 | Having the ability to think "out of the box" in implementing the value ​​of perfection in accordance with the Islamic treatises by approaching and reasoning to solve problems based on management science |
| KK5 | Having the ability to think visionary and to be open, communicative, creative, responsive to change and responsive to advances in science and technology within the scope of management science |

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| 3b. COURSE LEARNING OUTCOME (CPMK) | | |
| CPL Code Supported | **CPMK Code** | **CPMK** |
| S1, PP2, KK2 | CPMK01 | Students are able to describe the basic concept of negotiation and conflict resolution in an organization through:  • Appropriate use of negotiation to control situations to achieve goals  • Appropriate decision-making based on agreement in distributive negotiation  • Appropriate use of models and methods to analyze integrative negotiation strategies and tactics for successful integrative negotiations  • Analysis of how to develop and select a negotiation strategy. |
| S1, KU4 | CPMK02 | Students are able to develop competencies related to negotiation and conflict resolution that are needed in an organization through:  • The understanding of the effects of changes in perception and communication on negotiation processes.  • The understanding of the effects of bargaining power and ethics on negotiation processes. |
| S1, KK2, KK4, KK5 | CPMK03 | Students are able to develop competencies related to the relations, key elements, culture, and practice of negotiation through:  • Understanding of the effect of relations and culture on negotiation dynamics.  • Accuracy in using key elements to make negotiation process more effective.  • Analysis of how to negotiate in real life through a negotiation case in an organization |

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| 4.Learning Materials and Main References | |
| Learning Materials |  |
| Main References | Lewicki, R. J., Barry, B., and Saunders, D. M. (2016). [*Essentials of Negotiation*](http://www.amazon.com/Essentials-Negotiation-Roy-Lewicki/dp/0073530360/ref=sr_1_1?s=books&ie=UTF8&qid=1347236541&sr=1-1). 6th Edition. Mc Graw-Hill Education. New York: USA. (LBS-A 2016).  Lewicki, R. J., Barry, B., and Saunders, D. M. (2015). [*Negotiation*](http://www.amazon.com/Essentials-Negotiation-Roy-Lewicki/dp/0073530360/ref=sr_1_1?s=books&ie=UTF8&qid=1347236541&sr=1-1)*: Readings, Exercises, and Cases*. 7th Edition. Mc Graw-Hill Education. New York: USA. (LBS-B 2015). |

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| Date: | Date: | Date: |
| Validated by Dean | Examined by Head of Study Program | Prepared by: |
|  |  |  |
| Dean | Head of Study Program | Head of Syllabus/Curriculum Development Team |

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TRANSLATOR STATEMENT

The information appearing herein has been translated

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