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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%3Dsr_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%3Dsr_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 |

October 05, 2022

TRANSLATOR STATEMENT

The information appearing herein has been translated

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