

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	-

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.

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

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: <ul style="list-style-type: none"> • 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: <ul style="list-style-type: none"> • The understanding of the effects of changes in perception and communication on negotiation processes.

		<ul style="list-style-type: none"> The understanding of the effects of bargaining power and ethics on negotiation processes.
S1, KK2, KK4, KK5	CPMK03	<p>Students are able to develop competencies related to the relations, key elements, culture, and practice of negotiation through:</p> <ul style="list-style-type: none"> 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

4. Learning Materials and Main References

Learning Materials	
Main References	<p>Lewicki, R. J., Barry, B., and Saunders, D. M. (2016). <i>Essentials of Negotiation</i>. 6th Edition. Mc Graw-Hill Education. New York: USA. (LBS-A 2016).</p> <p>Lewicki, R. J., Barry, B., and Saunders, D. M. (2015). <i>Negotiation: Readings, Exercises, and Cases</i>. 7th Edition. Mc Graw-Hill Education. New York: USA. (LBS-B 2015).</p>

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

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