

## Curricular Unit:

### LEADERSHIP, NEGOTIATION, ETHICS AND SOCIAL RESPONSIBILITY (LNE&SR – 5 ECTS)

Master in L&M 2E 2022/2023 (<https://www.lawandmanagement.pt/en>)

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Office Hours

## Introduction

This course is designed to provide students with an understanding of organisational behaviour, in general terms, and of leadership in modern competitive contexts, in specific terms. The main goal is to understand the importance of organisational behaviour and of the factors that influence leadership and its relationship with ethics and social responsibility. Two of the most important leadership competencies are developed: negotiation and conflict management.

## Goals

- OA1: To understand the relevance of organisational behaviour in current societies;
- OA2: To understand the role and contribution of leadership for team and organisation success;
- OA3: To provide the fundamental concepts of negotiation and conflict management;
- OA4: To frame leadership in modern business environments, characterised by ethical and social responsibility standards.

## Methods

Teaching methods include lectures, case discussion, exercises, and teamwork. Students are also encouraged to share their work experiences in class.

## Lecturer

PhD in Business Administration from the Alliance Manchester Business School, in 2001 (formerly Manchester Business School). Executive Director of the IDBA Programme, and coordinator of the Fast-Track Management Programme. Dr. Gomes has published scientific and non-scientific texts both in national and international books and journals.

## Course Contents

Class/ Date	Topic (subject to change)
1/TBA	Organisational Behaviour and Management
2/TBA	Approaches to leadership: From classic to modern views
3/TBA	Advanced topics in leadership
4/TBA	Leadership and...: Individual presentations
5/TBA	Business ethics, social responsibility, and beyond
6/TBA	Communication skills and performance
7/TBA	Strategies and tactics in negotiation and conflict management I
8/TBA	Strategies and tactics in negotiation and conflict management II
9/TBA	Strategies and tactics in negotiation and conflict management III
19/TBA	Culture and further issues in LNE&SR
TBA	Examination and deadline for group essay return

## Assessment

- a) Participation **(20%)**: participation is based on the student's attendance to classes, and especially on one presentation of a book chapter (from Marques & Dhiman, 2017), on the TBA. During the presentation, the student must show that has read and understood the chapter and must explain its content to the class. No document or PowerPoint file is needed to be sent prior to class, or after it.

Name	Chapter and title ("Leadership and...")

- b) Group essay **(30%)**: a 2,500-word written essay, based on the topic TBA. Essay to be returned by TBA.

Groups composition	Topic

- c) Written individual exam (50%), scheduled to TBA (TBA o'clock). The exam is a 120-minute test and is composed of two groups of questions: the first one is composed of short open-ended questions, and the second group of larger open-ended questions.

## References

**Main source:** Robbins, S.P. & Coulter, M. (2018). *Management* (14<sup>th</sup> Ed.). Pearson.

**Additional sources:**

- Marques, J. & Dhiman, S. (2017). *Leadership today: Practices for personal and professional performance*. Springer.
- Additional elements can include cases, papers, reports, and websites.

### ANNEX: GROUP ESSAY

TBA