

Curricular Unit:

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

Master in L&M 3E 2023/2024

Lecturer	Jorge F.S. Gomes
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Office Hours	To be defined

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.

- 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* (14th 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