



**Lincoln University**  
**COURSE SYLLABUS**

Course Title: **Communications in Leadership and Negotiations**  
Course Number: **BA 370**  
Semester: Spring 2015  
Class meetings: Thursdays, 9:00-11:45  
Credit: 3 Units  
Lecture hours: 45  
Prerequisite(s): None  
Co-requisites: None  
Instructor: Dr. Sylvia Y. Schoemaker Rippel  
Office hours and location: T, Th. 11:45-12:30 and by arrangement, room 307  
Email: [sysr@lincolnuca.edu](mailto:sysr@lincolnuca.edu)  
Course-related email for the semester: [profsylvia@gmail.com](mailto:profsylvia@gmail.com)  
Course blog and other content to be announced in class.

**Instructional Materials and References**

REQUIRED TEXTS:

Barrett, D. J. (2013). Leadership communication. (4<sup>th</sup>. Ed.) New York: McGraw-Hill.  
(ISBN: 0073403202 / 9780073403205)

Lewicki, R. J., et al. (2011). Essentials of negotiation (5<sup>th</sup> Ed.). New York: McGraw-Hill.  
(ISBN: 978-0-07-353036-9)

RECOMMENDED TEXT:

Business Communication Handbook.

COURSE TEXTS COMPANION SITES

Leadership Communication Text:

[http://highered.mcgraw-hill.com/sites/0073403148/information\\_center\\_view0/](http://highered.mcgraw-hill.com/sites/0073403148/information_center_view0/)

Negotiation Text Link:

[http://highered.mcgraw-hill.com/sites/0073102768/information\\_center\\_view0/](http://highered.mcgraw-hill.com/sites/0073102768/information_center_view0/)

## **COURSE DESCRIPTION**

### **BA 370 – COMMUNICATIONS IN LEADERSHIP AND NEGOTIATIONS**

This course concentrates on critical communications skills, particularly those needed for intelligent, face-to-face interactions, for effective tactics to achieve cooperation and gain consensus. There is emphasis on various strategies used in negotiating, for both individuals and leaders. Written and oral assignments are involved. (3 units)

## **COURSE OBJECTIVES**

Primary objectives are to:

1. Improve your ability to comprehend and produce effective written and oral business communications for leadership and negotiation purposes,
2. Evaluate business communications within appropriate contexts, and
3. Apply systematic communicative language processing strategies for critical thinking, problem solving, conflict resolution, decision making, goal setting and attainment.

## **FORMAT**

The course sessions will include lectures , A/V-augmented presentations (text-based and other topically related slides and relevant audio/video/web resources), written and oral classroom exercises applying course concepts, small group and classroom discussions, student presentations of individual and group assignments based on course units, with emphasis on engaging students in learning by doing.

## **TOPICAL OUTLINE**

The scope of the course involves applying and extending communication skills relevant to managerial discourse, leadership and negotiation, including the theoretical foundation and technological extensions of business communications.

For each of the units (as well as additional assignments given in class), students will do the following:

- **Read** assigned materials with care and understanding,
- **Reflect** on the assignments in writing (a brief paragraph or two), discussing your thoughts on the primary content; include points of personal interest.

- **Review** main points of the reading and create a personalized three-level primary question and answer outline on a minimum of three or four selected items from the assigned readings. The outline should develop the main topics in question form with a clear and concise answer followed by significant details with definitions and examples, including your own ideas and evaluations.
- **Email** your assignments to me at profsylvia@gmail.com, with your outline and reflections attached or in the body of your email. Be sure to keep a copy of the email for yourself and add it to your ePortfolio/PowerPoint presentations for midterm and final submission and sharing.

Upon successful completion of this course, the student will be able to:

1. Learn to analyze the communicator, audience, purpose, context, and strategies of business communications in functional settings.
2. Select appropriate content, style and organization for varied situations.

### STUDENT RESPONSIBILITIES

Students are expected to attend class, to participate in individual and group work in a productive manner, to complete assignments according to schedule and at a level appropriate to university rubrics, and to take personal responsibility for meeting the objectives of the course.

Assignments are due on the dates indicated in the schedule below. Additions/revisions to the schedule will be announced in class as needed. Class attendance is mandatory for content, interactions, and presentations. Researched materials must be documented using a consistent style for both in-text and end-text citations of sources using the published standards of the most recent subject-appropriate style guide, such as APA (social sciences) or MLA (humanities), for example.

### SCHEDULE

#	Date	Topic	Assignment
1	1/22/2015	Introduction	L1: What is Leadership Communication? N01: Nature of Negotiation
2	1/29/2015	Strategy	N02: Strategy and Tactics of Distributive Bargaining N03: Strategy and Tactics of Integrative Negotiation
3	2/5/2015	Document Language and Communication	L2: Leadership Communication Purpose, Strategy, and Structure L3: The Language of Leaders L4: Social Media and Other Leadership Correspondence

4	2/12/2015	Perception, Negotiation	N04: Negotiation: Strategy and Planning N05: Perception, Cognition, and Communication
5	2/19/2015	Presentations and Graphics	L5: Leadership Documents and Reports L6: Leadership Presentations in Person and Online
6	2/26/2015	Communication, EI, Cultural Literacy	N06: Communication L07: Graphics with a Leadership Edge L8: Emotional Intelligence and Interpersonal Skills for Leadership L9: Diversity and Intercultural Communication Leadership
7	3/5/2015	<b>Midterm</b>	
8	3/12/2015	Power, Ethics, Relationships	N07: Finding and Using Negotiation Power N08: Ethics in Negotiation N09: Relationships in Negotiation
-	3/17/2015-3/21/2015	<b>Spring Recess</b>	
9	3/26/2015	Teams	L10: High Performance Team Leadership L11: Meetings: Leadership and Productivity N10: Multiple Parties and Teams ty
10	4/2/2015	Strategic Internal Communication	L12: Leadership in an Organizational Context L13: Leadership through Strategic Internal Communication
11	4/9/2015	Global Negotiation	N11: International and Cross-Cultural Negotiation
12	4/16/2015	External Relations	L14: Leadership through Effective External Relations
13	4/23/2015	Best Practices	N12: Best Practices in Negotiation
14	4/30/2015	Review	ePortfolio Presentation
15	5/7/2015	<b>Final</b>	

## ASSESSMENT CRITERIA & METHOD OF EVALUATING STUDENTS

Students will demonstrate their level of achievement through appropriate and accurate application of classic and contemporary principles and best practices in communication for leadership and negotiation.

Students attaining the higher levels of course goals will show successful application of critical and creative communication skills in approaching and solving academic and real-world examples, individually and as group participants. The following tables quantify assignment areas and grade distribution scales.

#### Grading Guidelines

Items	Points
Exercises / Daily Assignments: Oral and Written	10
Midterm	30
ePortfolio I, II	10
Presentation of Assignments	10
Final Exam	40
<b>Total</b>	<b>100</b>

100-95	A
94-90	A-
89-87	B+
86-84	B
83-80	B-
79-77	C+
76-74	C
73-70	C-
69-65	D+
64-60	D
59 or <	F

#### PLEASE NOTE:

Revisions to the schedule will be announced in class as needed. Class attendance is required. Required textbooks should be obtained as soon as possible and brought to class for each session. Class participation is encouraged for enhanced learning through applied content, group interactions, and individual and small group presentations. Plagiarized content is strictly prohibited: Researched materials must be documented using a consistent style for both in-text and end-text citations of sources using the published standards of the most recent subject-appropriate style guide, such as APA (social sciences) or MLA (humanities), for example. Missed exams and assignments require certified excuses (signed documentation by an appropriate medical or other official representative). With documentation, a makeup exam may be scheduled. Electronics are not allowed during exams. Cell phones should not be active during class sessions.

Revised 12/14