

ELR 580 Introduction to Negotiations and Conflict Resolution

Title-DEAdd-2016-12-08

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Form Information

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First Step: **ONLY** change the text in the [brackets] so it looks like this: **CRIM 101 Intro to Criminology-DEAdd-2015-08-10**

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Course Level*	graduate-level
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Distance Education Section

- Complete this section only if adding Distance Education to a New or Existing Course

Course Prefix /Number*	ELR 580
Course Title*	Introduction to Negotiations and Conflict Resolution
Type of Proposal*	<i>See CBA, Art. 42.D.1 for Definition</i> online

<p>Brief Course Outline*</p>	<p><i>Give an outline of sufficient detail to communicate the course content to faculty across campus. It is not necessary to include specific readings, calendar or assignments</i></p> <p><i>As outlined by the federal definition of a "credit hour", the following should be a consideration regarding student work - For every one hour of classroom or</i></p> <p><i>direct faculty instruction, there should be a minimum of two hours of out of class student work.</i></p> <p>Brief Course Outline:</p> <ul style="list-style-type: none"> • Introducing the concepts and processes of Negotiations and Conflict Resolution. • Examining the Historical Background and Present Nature of Negotiations and Conflict Resolutions. • Underlying Concepts, Approaches and Tactics of Distributive Bargaining. • Underlying Concepts, Approaches and Tactics of Integrative Bargaining. • Applying Bargaining approaches to Negotiations Planning. • Analyzing the Impact of Perception, Cognition and Communication Styles on Conflict Resolution. • Analyzing the Impact of Emotion on Conflict Resolution. • Synthesizing research-based strategies in Effective Negotiations and Conflict Resolution. • Ethics in Negotiations • Creating Productive Relationships in Negotiations • Analyzing the Dynamics of Team-based Negotiations • Comparing the Dynamics of International and Cross-cultural Negotiations • Applying Evidence-based Best Practices to Negotiations and Conflict Resolutions • Researching issues of ethics and cross-cultural differences within negotiations to increase student's ability to understand strategies related to effective negotiations. • Research issues of communication style and perception within conflict resolution to understand conflict resolution applications.
<p>Rationale for Proposal (Required Questions from CBA)</p>	
<p>How is/are the instructor (s) qualified in the Distance Education delivery method as well as the discipline?*</p>	<p>Qualifications to teach online can be attributed to past experience and professional development completed during my career in academia. I have taught online courses with several higher education institutions for the past 8 years and I have completed required training programs offered by Higher education institutions. I have significant experience with different online platforms to deliver course material. I have utilized Blackboard and Desire2learn tools to build and conduct online classes. I have participated in professional development that has enhanced my online teaching skills. I have completed the following:</p> <p>Quality Matters Program (QM). QM is a nationally recognized, faculty-centered, peer review process designed to certify the quality of online courses and online components. The Quality Matters Rubric has become the most widely used set of standards for the design of online and blended courses at the college level.</p> <p>EDUC-495: Online Virtual Teaching and Learning. A course that covered best practices, standards, models of online learning, course design and delivery, new technologies and their applications, social media, and practical experience in designing an online or hybrid class. There was a heavy emphasis on the use of new and emerging technologies in adult and K-12 education.</p>
<p>For each outcome in the course, describe how the outcome will be achieved using Distance Education technologies.*</p>	<p>This course will be conducted primarily through discussion, Individual research assignments that will be shared with peers, and project-based learning. Students will engage in online discussion through the discussion forums while learning new methods and techniques in negotiation and conflict resolution. This will provide students the opportunity to talk with other students, share negotiation and conflict resolution tips, and research findings with others in the classroom. This will contribute to the collective knowledge of the class. Students will ultimately participate in simulated negotiation group projects, which will be instructor evaluated. Specific methods for each objective are outlined below.</p> <ol style="list-style-type: none"> 1. Identify, analyze, synthesize, and evaluate strategies and applications related to negotiations and conflict resolution through research. Students will achieve this objective by researching topics related to negotiations and conflict resolutions and sharing their findings with their peers by utilizing a virtual method such as wiki or blogging. By researching and dissecting various strategies and applications of negotiations and conflict resolution, the students will gain an understanding of what tactics are useful during a negotiation or when attempting to resolve a conflict. 2. Demonstrate knowledge of negotiations and conflict resolution through effectively communicating knowledge or an analysis of an assigned case study through a discussion forum with peers. Students will achieve this objective by developing and presenting an analysis, concepts, or strategies relating to an assigned case study within a discussion forum. Students will be assessed on quality of discussion comments, number of posts, and additional supporting documents shared throughout the class. Students will comment on, ask questions about, and critique each others supplemental documentation through the discussion forums. 3. Apply effective negotiation and conflict resolution techniques and principles while participating in project based learning. Students will achieve this objective by participating in a simulated negotiation exercises. The students will engage in negotiations through group discussions. The student will utilize virtual methods such as chat and collaborate to accomplish this task. By simulating a negotiation, the student will gain a better understanding of how to apply negotiation and conflict resolution techniques and strategies. 4. Students will select a specific topic of interest and write a scholarly research paper to meet the objectives of this course. The research is in relation to issues of ethics and cross-cultural differences within negotiations and issues of communication style and perception within conflict resolution.

<p>How will the instructor-student and student-student interaction take place?* (if applicable)</p>	<p>Student-student interaction will be achieved in several ways. Students will be encouraged to share personal items of interest through two discussion forums dedicated for this purpose: a Bio Forum in which students post information about themselves, their careers, and their interests, and a Cafe Forum in which students can exchange ideas and questions on topics not specifically related to the course. There will also be a General Course Forum in which students can pose questions and comments about the course as a whole.</p> <p>Instructor-Student Interaction is achieved through the instructor being an active participant in the module discussion forums by posting initial questions for discussion, sharing in documentation that is pertinent and useful, and by providing comments and critiques on students' posts.</p>
<p>How will student achievement be evaluated?</p>	<p>Negotiation Exercises = 20% (Objective 3)</p> <p>Quizzes from Assigned Readings = 10% (Objective 1)</p> <p>Research Paper #1 = 10% (Objective 4)</p> <p>Midterm Exam = 10% (Objective 3)</p> <p>Case Analysis = 20% (Objective 2)</p> <p>Research Paper #2 = 10% (Objective 4)</p> <p><u>Final Exam</u> = 20% (Objective 3)</p> <p>Total 100%</p>
<p>How will academic honesty for tests and assignments be addressed?*</p>	<p>Academic Honesty will be addressed in the following:</p> <p>1.The following academic integrity policy will appear in the syllabus for this course:</p> <p>Indiana University of Pennsylvania expects a full commitment to academic integrity from each student. Students will be required to submit all papers involving referenced work to Turn-it-in. Assignments will be designed to minimize the potential for violations of academic integrity.</p> <p>Failure to comply with the policies and procedures may result in a decrease in grade, involuntary withdrawal from an academic program, suspension, expulsion, or rescission of a conferred degree. IUP's "Academic Integrity Policy and Procedures" are available in the Graduate Catalog, which is available at http://www.iup.edu/page.aspx?id=127235.</p>

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Please submit an ihelp if you have any questions <http://ihelp.iup.edu>