



University of Engineering and Technology
School of Computer Science
Syllabus of Course – Academic Period 2017-I

1. **Code and Name:** GH2016. Leadership and Negotiation

2. **Credits:** 2.5

3. **Hours of theory and Lab:** 1 HT; 3 HP;

4. **Professor(s)**

Meetings after coordination with the professor

5. **Bibliography**

[Bal11] Caravedo Baltazar. *¿Qué tipo de liderazgo necesita el Perú?* Lima:Universidad del Pacífico, 2011.

[Ste04] Robbins. Stephen. *Comportamiento Organizacional*. México,Pearson Educación, 2004.

6. **Information about the course**

(a) **Brief description about the course** This course is designed to help students to develop skills related to leadership, as well as to introduce them to the essential elements of a negotiation, in order for them to gain experience and confidence to function well in their work environments. The aim of the course is to train students in the necessary tools to become integer and resolute professionals that are capable of facing individual and collective challenges. Learning takes place through experience and critical thinking. To do this, students will be exposed to different subjects and activities the allow different ways of thinking and decision making. Always on the basis of three axes: ethical rules, constant self-evaluation and the planning of activities.

(b) **Prerequisites:**

(c) **Type of Course:** Mandatory

7. **Competences**

- Ability to analyze information.
- Ability to identify problems.
- Ability to formulate solution alternatives.
- Understand professional responsibilities and ethics.
- Ability to lead a team.

8. **Contribution to Outcomes**

d) An ability to function on multidisciplinary teams. (**Usage**)

e) Understand correctly the professional, ethical, legal, security and social implications of the profession. (**Usage**)

f) An ability to communicate effectively. (**Usage**)

n) Apply knowledge of the humanities in their professional work. (**Usage**)

o) Improve the conditions of society by putting technology at the service of the human being. (**Usage**)

9. **Competences (IEEE)**

C10. Understanding of the impact on individuals, organizations, and society of deploying technological solutions and interventions.⇒ **Outcome d,n,o**

C17. Ability to properly express in oral and written media as expected from a university graduate. ⇒ **Outcome f**

C18. Ability to participate actively and as a member of a team. ⇒ **Outcome f**

C21. Understanding the professional, legal, security, political, humanistic, environmental, cultural and ethical issues. ⇒ **Outcome e**

10. List of topics

1. Leadership and Negotiation

11. Methodology and Evaluation

Methodology:

Theory Sessions:

The development of the theoretical sessions is focused on the student, through his active participation, solving problems related to the course with the individual contributions and discussing real cases of the industry. The students will develop throughout the course a project of application of the tools received in a company.

Lab Sessions:

Practical sessions are held in the laboratory. Laboratory practices are performed in teams to strengthen their communication. At the beginning of each laboratory the development of the practice is explained and at the end the main conclusions of the activity in group form are highlighted.

Oral Presentations :

Individual and team participation is encouraged to present their ideas, motivating them with additional points in the different stages of the course evaluation.

Reading:

Throughout the course different readings are provided, which are evaluated. The average of the notes in the readings is considered as the mark of a qualified practice. The use of the UTEC Online virtual campus allows each student to access the course information, and interact outside the classroom with the teacher and with the other students.

Evaluation System:

12. Content

Unit 1: Leadership and Negotiation (12)	
Competences Expected: 4	
Learning Outcomes	Topics
<ul style="list-style-type: none">• Development of leadership potential through case studies, dynamics and assessment center in classes with specialized coaches.	<ul style="list-style-type: none">• Introduction to Leadership and Negotiation.• Self-assessment of Leadership.• Leadership: Influence and motivation .• Competency interview.• Leading communication.• Experiential application of leading competencies.• Leadership and negotiation.• Bipartisan negotiation.• Negotiation and teamwork .• Benefit negotiation.• Negotiation and ethics .
Readings : [Bal11], [Ste04]	