

Montgomery County Community College

LEARNING OUTCOMES	LEARNING ACTIVITIES	EVALUATION METHODS
4. Design effective approaches for team building and collaborative conflict resolution and negotiation.	Reading Discussion Lecture Small group assignments Multimedia materials Role play assignment	Project with Consistent Rubric Written assignment

At the conclusion of each semester/session, assessment of the learning outcomes will be completed by course faculty using the listed evaluation method(s). Aggregated results will be submitted to the Associate Vice President of Academic Affairs. The benchmark for each learning outcome is that *70% of students will meet or exceed outcome criteria.*

#### SEQUENCE OF TOPICS:

1. Defining Negotiation and Its Components
2. Personality
3. Conflict
4. Negotiation Style
5. Key Negotiating Temperaments
6. Communicating in Negotiation
7. Managing Diversity
- 8.

COURSE APPROVAL:

Prepared by: Paul Johnson, Eileen Kearney, Theresa Sullivan  
VPAA/Provost or designee Compliance Verification:

Date: 11/2015  
Date: 1/2016



*was developed, approved and will be delivered in full compliance with the policies and procedures established by the College.*