

MGMT 303 Management and Leadership Development

This course introduces students to the major concepts of the behavioral sciences that apply to the management of organizations. The course focuses on understanding factors and developing skills that affect the behavior and ultimately the performance of individuals and groups within organizations. Course activities are structured to provide students with opportunities for skill development through application, practice and reflection. *(Prerequisite: MGMT 101) (3 credits)*

Course Learning Outcomes:

By the end of the course, students will be able to:

1. Demonstrate critical knowledge and understanding of traditional leadership models and more recent developments in leadership theory.
2. Critically evaluate effective leadership in modern organizations.
3. Employ a range of self-assessment tools to evaluate their own leadership skills.
4. Demonstrate effective oral and written communication skills appropriate for a leadership role.
5. Critically evaluate team members' traits and behaviors and develop leadership styles to increase team motivation levels.
6. Formulate personal development objectives based on the outcomes of assessment and diagnostic tools.

Textbook & Course Materials:

- Whetten, D. A., & Cameron, K. S. (2016). *Developing management skills* (10th ed.). Pearson.

Course Content:

1. Developing Self-Awareness and Emotional Intelligence
2. Managing Personal Stress and Time Management
3. Analytical Problem-Solving and Lateral Thinking
4. Communication Styles
5. Power & Influence
6. Motivating Others and Diagnosing Performance Problems
7. Conflict Management and Resolution
8. Delegation Empowerment
9. Forming & Leading Teams
10. Change Management and Leadership vs. Management