

<b>Course Title</b>	<b>:</b>	<b>Effective Negotiation and Positive Conflict Management: Secrets of Successful Teamwork</b>
<b>Course Code</b>	<b>:</b>	<b>GEK1015</b>
<b>Department</b>	<b>:</b>	<b>Psychology</b>

### **Synopsis**

In this course we will explore the personal, interpersonal and professional challenges in teamwork based on knowledge deriving from positive psychology. Students will identify the strengths and challenges they bring in their own educational and life experiences. We will study teamwork and conflict management with particular attention to communication styles, the impact of change, the ability to deal with differences and resolve conflict to build a common understanding and framework for working through challenging conflict situations and to make group decisions. We will explore principles and practices of negotiation and conflict management and emphasize the positive potential of conflict and learn how to approach conflict situations constructively and with increased social intelligence such as competence and confidence in teamwork.