

Weekly schedule

To know the deadlines for the different activities visit the **Activities section** (in the main menu). Remember that the sum of the punctuations of all activities is 10. You can do all you prefer to until a maximum of 10 points which is the maximum grade you can obtain in the continuous evaluation.

	Units	Activities (10.0 points)
Week 1	Unit 1: Leadership versus Management 1.1. Basic Knowledge 1.2. Introduction 1.3. Management vs Leadership 1.4. Leadership Theories and Styles 1.5. Leadership and Management Issues in the 21st Century 1.6. Bibliographical References 1.7. Master Class	Test Unit 1 (0.25 points)
Week 2	Unit 2: A Review of Leadership Theories and Frameworks 2.1. Introduction 2.2. Early Theories: Trait Theory vs Behavioral Theories 2.3. Contingency Theories of Leadership 2.4. Bibliographical References 2.5. Master Class	Ethical Leadership Then and Now (2.5 points) Forum: Ethical Leadership Then and Now (1.75 points) Test Unit 2 (0.25 points)
Week 3	Unit 3. Leaders and Followers 3.1. Introduction 3.2. Servant Leadership 3.3. Critical Leadership Behaviours and Values 3.4. Transformational vs Transactional Leadership 3.5. Bibliographical References 3.6. Master Class	Test Unit 3 (0.25 points)
Week 4	Review week	
Week 5	Unit 4: What Is Negotiation? 4.1. Introduction 4.2. Negotiation: Some Practical Definitions 4.3. Thomas-Kilmann Instrument 4.4. Types of Negotiation 4.5. Bibliographical References 4.6. Master Class	Test Unit 4 (0.25 points)
Week 6	Unit 5: Negotiation as a Process 5.1. Introduction 5.2. The Process of Negotiation 5.3. Positions and Interests 5.4. Positional Negotiation and Interest-Based 5.5. Bibliographical References 5.6. Master Class	Test Unit 5 (0.25 points)

	Units	Activities (10.0 points)
Week 7	Unit 6. Communication Skills 6.1. Introduction 6.2. Personal Power and Negotiation 6.3. Communication Skills 6.4. Influence: Head, Heart, Hands 6.5. Bibliographical References 6.6. Master Class	Test Unit 6 (0.25 points)
Week 8	Review week	
Week 9	Exam week	