

Weekly Program

In the weekly program we show you a **work distribution for the subject contents through the weeks of the module.**

	Units	Activities (10 points)
Week 1 02/01/2017- 06/01/2017	Unit 1: Leadership versus Management 1.1. Introduction 1.2. Management vs Leadership 1.3. Leadership Theories and Styles 1.4. Leadership and Management Issues in the 21st Century 1.5. Bibliographical References 1.6. Master Class	Participation and discussion in the forum during the whole course (1 point) Test Unit 1 (0,25 points)
Week 2 09/01/2017 - 13/01/2017	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	Test Unit 2 (0,25 points) Case Study: Ethical Leadership Then and Now (2,5 points)
Week 3 16/01/2017- 20/01/2017	Unit 3. Leaders and followers 3.1. Introduction 3.2 Servant Leadership 3.3. Critical Behaviors and Values 3.4. Transactional vs Transformational Leadership 3.5. References 3.6. Master Class	Test Unit 3 (0,25 points) Case Study: Flight Path of a Servant Leader (A)
Week 4 23/01/2017- 27/01/2017	Review Week	
Week 5 30/01/2017- 03/02/2017	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) Case Study: The Cinnamon Case: Sales Negotiation (Role Play) - (A) The Seller
Week 6 06/02/2017- 10/02/2017	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 points)
Week 7 13/02/2017- 17/02/2017	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 20/02/2017- 24/02/2017	Review Week	
Week 9 27/02/2017- 05/03/2017	Exam Week	