

## 325-656 Conflict and Negotiation

<b>Credit Points:</b>	12.50
<b>Level:</b>	9 (Graduate/Postgraduate)
<b>Dates &amp; Locations:</b>	2009, This subject commences in the following study period/s: July, - Taught on campus.
<b>Time Commitment:</b>	Contact Hours: To be advised. Total Time Commitment: Not available
<b>Prerequisites:</b>	Entry into the Master of Human Resource Management OR the Master of International Business.
<b>Corequisites:</b>	None
<b>Recommended Background Knowledge:</b>	None
<b>Non Allowed Subjects:</b>	None
<b>Core Participation Requirements:</b>	<p>&lt;p&gt;For the purposes of considering request for Reasonable Adjustments under the Disability Standards for Education (Cwth 2005), and Student Support and Engagement Policy, academic requirements for this subject are articulated in the Subject Overview, Learning Outcomes, Assessment and Generic Skills sections of this entry.&lt;/p&gt;         &lt;p&gt;It is University policy to take all reasonable steps to minimise the impact of disability upon academic study, and reasonable adjustments will be made to enhance a student's participation in the University's programs. Students who feel their disability may impact on meeting the requirements of this subject are encouraged to discuss this matter with a Faculty Student Adviser and Student Equity and Disability Support: &lt;a href="http://services.unimelb.edu.au/disability"&gt;http://services.unimelb.edu.au/disability&lt;/a&gt;&lt;/p&gt;</p>
<b>Coordinator:</b>	Ms Penny Webster
<b>Subject Overview:</b>	Individual and group conflict is an inevitable aspect of day to day life. This subject will review the major causes of conflict in the workplace and its negotiation through individual, collective and institutional mechanisms. Students will be offered the opportunity to apply negotiation techniques to case studies and in simulations throughout the semester.
<b>Objectives:</b>	<p>On successful completion of this subject, students should be able to:</p> <ul style="list-style-type: none"> <li># Explain how conflict arises within and between organisations by an examination of the goals and activities of its principal parties, and the structural and institutional changes that have occurred in recent years;</li> <li># Have knowledge and comprehension of the main theories, models and constructs related to conflict and its resolution within the contexts of industry, organisation and employment;</li> <li># Analyse and synthesise these theories and evaluate their usefulness;</li> <li># Effectively prepare and execute a real negotiation.</li> </ul>
<b>Assessment:</b>	One 2-hour end-of-semester examination (50%) and written and oral assignment(s) not exceeding 3000 words (50%).
<b>Prescribed Texts:</b>	To be advised.
<b>Breadth Options:</b>	This subject is not available as a breadth subject.
<b>Fees Information:</b>	Subject EFTSL, Level, Discipline & Census Date, <a href="http://enrolment.unimelb.edu.au/fees">http://enrolment.unimelb.edu.au/fees</a>
<b>Generic Skills:</b>	<p>On successful completion of this subject, students should have improved the following generic skills:</p> <ul style="list-style-type: none"> <li># The ability to apply theories, models and frameworks to understanding conflict and negotiation in the real world</li> <li># Analytical and interpretive skills relevant to a study of conflict and negotiation</li> </ul>

	<ul style="list-style-type: none"><li># Research skills involving the use of written and electronic sources and other forms of data and information</li><li># A range of analytical approaches to critically evaluate complex arguments</li><li># The ability to evaluate, interpret and present independent points of view in oral and written communication.</li></ul>
<b>Notes:</b>	This subject will be offered in intensive mode in Semester 2. Students should be aware that a large portion of assessment in this subject is by oral performance.
<b>Related Course(s):</b>	Master of Human Resource Management Master of International Business Master of International Business Master of International Business Master of International Business