

MGMT90218 Stakeholders and Internal Influence

Credit Points:	6.25
Level:	9 (Graduate/Postgraduate)
Dates & Locations:	2016, Parkville This subject commences in the following study period/s: April, Parkville - Taught on campus. October, Parkville - Taught on campus.
Time Commitment:	Contact Hours: 16 hours Total Time Commitment: Not available
Prerequisites:	None
Corequisites:	None
Recommended Background Knowledge:	None
Non Allowed Subjects:	None
Core Participation Requirements:	<p><p>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.</p> <p>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: http://services.unimelb.edu.au/disability</p></p>
Contact:	<p>Melbourne Business School</p> <p>T: +61 3 9349 8788 E: programs@mbs.edu (mailto:programs@mbs.edu) W: mbs.edu/education-development/execeducation/specialist (mbs.edu/education-development/execeducation/specialist)</p>
Subject Overview:	<p>Stakeholders and Internal Influence is a practical, two-day course that develops the skills required to work effectively within, across and between organisations. The subject has an intervention design with a full-day facilitated workshop, a four-week intervention period and a second full-day workshop. This spacing allows participants to reflect on what they have learned and put the learning into practice. There are also pre-course readings and leadership assessments to prepare participants, provide meaningful insights and build a base of relevant knowledge. Although the course involves only two days face-to-face, the individual experience is a genuine leadership journey.</p> <p>The subject covers the skills and tools that ensure positive workplace discussions and outcomes. What is your conflict and communication style? What issues could this cause? How do you build relationships and connections that help achieve workplace outcomes? How do you have conversations with team members, actively listen, provide support and coach them? How can you better understand your team members, your colleagues, and your organisation so that you can navigate a complex landscape? The course focuses on learning through doing and following activities with reflection. Every lesson leads to an actionable learning that makes a difference.</p> <p>The subject is structured as follows:</p> <ol style="list-style-type: none"> Two weeks' preparation: pre-readings, interview with supervisor, 'challenging scenario at work' personal case study All-day facilitated workshop Four-week intervention period: additional readings and self-assessment, application of new knowledge / skills approaches to personal case study, reflective journal, connect with 'accountability partner'

	<p>d) All-day facilitated workshop</p> <p>e) Post-program reflective assessment</p>
Learning Outcomes:	<p>On successful completion of this subject students should be able to:</p> <ul style="list-style-type: none"> # Understand personal conflict and communication styles (both self and others) # Demonstrate adaptive communication skills # Understand how to effectively approach diverse workplace scenarios # Apply stakeholder mapping to team, department, organisation and / or industry # Understand how to measure communication effectiveness of self, team and organisation
Assessment:	<p>Pre-workshop interview with supervisor (10%), personal case study and 500 word corresponding write-up (10%), due pre-workshops; Inter-workshop completion of 45-minute long conflict and communication style assessment, due mid-workshops (hurdle requirement); Effective participation and engagement in 60-minute recorded communication and influence activity, due in-class (20%); 1500 word reflective paper on intervention and classroom material, to be submitted post-program (60%).</p>
Prescribed Texts:	<p>Herminia, I. & Hunter, M. (2007). 'How Leaders Create and Use Networks.' Harvard Business Review, Vol. 85 Issue 1, pp. 40-47. Cuddy, A., Kohut, M. & Neffinger, J. (2013). 'Connect, then Lead.' Harvard Business Review, Vol. 91 Issue 7/8, pp. 54-61.</p>
Breadth Options:	<p>This subject is not available as a breadth subject.</p>
Fees Information:	<p>Subject EFTSL, Level, Discipline & Census Date, http://enrolment.unimelb.edu.au/fees</p>
Related Course(s):	<p>Specialist Certificate in Leadership</p>