

## Course Descriptions Exchange 2018-2019

Course Title Communication and leadership skills  
 Course Code EBS2019  
 ECTS Credits 4,0  
 Assessment None

Period	Period	Start	End	Mon	Tue	Wed	Thu	Fri
6	6	17-6-2019	28-6-2019	C				

Level Intermediate  
 Coordinator Desiree Schumacher For more information: [d.schumacher@maastrichtuniversity.nl](mailto:d.schumacher@maastrichtuniversity.nl)  
 Language of instruction English

Goals Communication and leadership are, among others, key skills of managers, chairpersons in meetings, coordinators of project teams -in fact- all employees being a leader or not.  
 The objectives of the course are therefore:  
 1. To introduce students to some of the theories and empirical research on communication and leadership.  
 2. To create awareness of the participant's communication style.  
 3. To increase the effectiveness of the participant's communication and leadership skills.

Description This skills training focuses on developing the interpersonal communication skills which leaders in all kinds of organisations should possess in order to achieve the organisation's objectives. This includes:  
 - the ability to identify when a problem should be solved by the leader and when problem-solving should be delegated to the subordinate;  
 - the ability to facilitate problem solving by subordinates by making use of listening skills;  
 - the ability to confront people when they display behaviour that is unacceptable by making use of sending skills;  
 - the ability to deal with the subordinate's response to being confronted by means of switching between a sending and a listening posture; and  
 - the ability to turn conflict into cooperation.

Note: Role plays will be part of this skill.

Literature To be announced.

Prerequisites An advanced level of English

Teaching methods PBL / Lecture / Assignment / Groupwork

Assessment methods Final Paper / Attendance

Evaluation in previous academic year For the complete evaluation of this course please click <http://iwio-sbe.maastrichtuniversity.nl/rapporten.asp?referrer=codeUM>

This course belongs to the following programme / specialisation

Bachelor Economics and Business Economics - Economics	Elective Skills
Bachelor Economics and Business Economics - Economics and Management of Information	Elective Skills
Bachelor Economics and Business Economics - International Business Economics	Elective Skills
Bachelor International Business	Year 2-3 Elective skills
SBE Exchange Bachelor	Bachelor Exchange Skills
SBE Exchange Master	Bachelor Exchange Skills
SBE Non Degree Courses	Bachelor Skills