



Course Code ENMA-520 (MBAN-744)	Course Title Leadership and Negotiation Techniques	ECTS Credits 7.5
Prerequisites ENMA-510 (MBAN-609)	Department Management & MIS	Semester Fall, Spring, Summer
Type of Course Core	Field Engineering Management	Language of Instruction English
Level of Course 2 nd Cycle	Lecturer(s) Dr. Epaminondas Epaminonda	Year of Study 1 st
Mode of Delivery Face to Face	Work Placement N/A	Co-requisites None

Objectives of the Course:

The main objectives of the course are to:

- Present main theories of leadership
- Analyze factors that influence effective leadership
- Discuss differences in leadership styles between different groups of employees
- Outline features of contemporary leadership
- Introduce the concept of innovation
- Explain the importance of innovation in modern organizations
- Outline main steps in product development
- Offer practical suggestions to help innovation and new product development

Learning Outcomes:

After completion of the course students are expected to be able to:

1. Present and discuss diverse theories of leadership
2. Use theoretical leadership concepts to develop leadership competencies to be utilized in organizational settings
3. Develop strategies which can exploit the ability to think outside the of box in order to solve problems effectively
4. Identify the conditions that both nurture and prevent innovation and creativity, in order to develop strategies to overcome any likely blockages to creativity and innovation
5. Utilize a variety of techniques in order to unblock the elements which prevent innovation and creativity, at both individual and group level

Course Contents:

<ol style="list-style-type: none"> 1. Definition and Significance of Leadership 2. The Global and Cultural Contexts of Leadership 3. The Foundations of Modern Leadership 4. Individual Differences and Traits 5. Developing Leaders 6. Introduction to Innovation 7. Managing Innovation within Firms 8. New Product Development 9. Practical Steps to Help Innovation and New Product Development
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Learning Activities and Teaching Methods:

Lectures, Discussion, Videos, Group work, Case studies, Research and writing
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Assessment Methods:

Attendance and Participation, Assignments, Midterm Exam, Final Exam

Required Textbooks / Reading:

Title	Author(s)	Publisher	Year	ISBN
The Art and Science of Leadership, Global 7 th Ed.	Afsaneh Nahavandi	Pearson	2015	10:1292060182
Book Website: http://catalogue.pearsoned.co.uk/educator/product/The-Art-and-Science-of-Leadership-Global-Edition/9781292060187.page				

Recommended Textbooks / Reading:

Title	Author(s)	Publisher	Year	ISBN
Innovation Management and New Product Development, 5 th Ed.	Paul Trott	Pearson	2013	10:0273736566
Book Website: http://catalogue.pearsoned.co.uk/educator/product/Innovation-Management-and-New-Product-Development/9780273736561.page				