

Teaching guide

IDENTIFICATION DETAILS

Degree:	Integral Leadership Program (UFV-Awarded Title associated with Excellens Programme)		
Faculty/School:	Legal and Business Science		
Course:	IMPACT AND NEGOTIATION		
Type:	Compulsory Internal	ECTS credits:	2
Year:	3	Code:	72143
Teaching period:	Fifth-Sixth semester		
Teaching type:	Classroom-based		
Language:	English		
Total number of student study hours:	50		

SUBJECT DESCRIPTION

SKILLS

<p>Ability to make decisions, being resolute and facing conflicts as an opportunity.</p> <p>Ability to negotiate, being flexible and adaptable, knowing how to navigate complexity and uncertainty.</p>

DISTRIBUTION OF WORK TIME

CLASSROOM-BASED ACTIVITY	INDEPENDENT STUDY/OUT-OF-CLASSROOM ACTIVITY
16 hours	34 hours