

OFFICIAL COURSE OUTLINE

Course Code:	CRES-1481
Short Title:	Preparing for Your Negotiation Assessment
Long Title:	Preparing for Your Negotiation Assessment (Reality Check)
Prerequisites:	CRES-1100 (formerly CCR100) or CRES-1101 (formerly CCR101), and CRES-1180 (formerly CCR180), CRES-1170 (formerly CCR170), CRES-1190 (formerly CCR190) and CRES-1270 (formerly CCR280)
Co-requisites:	None
School:	Health, Community and Social Justice
Division/Academy/Centre:	Conflict Resolution
Previous Code & Title:	CCR281 – Preparing for Your Negotiation Assessment (Reality Check)
Course First Offered:	June 1, 2008

Credits:	0.5
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Course Description

This course provide you with an opportunity to interact in negotiation role-playing. With a maximum class size of four, you will receive individual and immediate feedback from the instructor. Feedback consists of constructive comments about strengths as well as areas that need additional work, with reference to the criteria for successful assessment completion. CRES-1481 (formerly CCR281) is recommended for assessment preparation. A flash drive will be provided for you to record your role-play.

Course Goals

At the completion of this 1-day (7-hour) course, the learner will be able to:

- Assess readiness for successful completion of program evaluation CRES-1561 (formerly ACCRN299) and identify areas of strength and challenge.

Learning Outcomes

Upon successful completion of this course, the learner will be able to:

1. Effectively prepare for a negotiation.
2. In an hour-long role-play negotiation:
 - Develop and maintain a collaborative atmosphere.
 - Clarify, frame, track, link and fractionalize appropriate issues.
 - Identify own, other's and common interests.
 - Identify and use objective criteria, if applicable.
 - Make progress on negotiable issues.
 - Develop options based on interests and criteria.
 - Develop and encourage greater understanding and reduce interpersonal conflict.

3. Plan for strengthening challenge areas in preparation for program evaluation – CRES-1561 (formerly ACCRN299)

Course Topics/Content

- Negotiation preparation.
- Negotiation process – collaborative atmosphere, manage issues, explore interests, use objective criteria, decrease interpersonal conflict, develop understanding, develop options.
- Negotiator self-evaluation and development planning.

Text & Resource Materials

You must receive a CRES-1481 (formerly CCR281) package prior to attending the course. Call 604-528-5608 for more information.

Equivalent JIBC Courses

None

Instructional Method(s) <i>(select all that apply)</i>	Hours
<input checked="" type="checkbox"/> Direct Instruction (lecture, seminar, role plays, independent study, etc.)	7
<input type="checkbox"/> Supervised Practice (includes simulations & labs)	
<input type="checkbox"/> Practice Education, Field Placement, Internship or Co-op	
Total	7

Course Evaluation

The evaluation criteria used for this course are represented below. Specific course evaluation information will be provided by the instructor at the start of the course.

Criterion	% of Final Grade <small>(may be represented as a range)</small>
Course work (activities, assignments, essays, reports, etc.)	
Quizzes and exams	
Simulations/Labs	60%
Attendance/Participation (in class or online)	40%
Practice Education/Internships	
Total	100%

Comments on Evaluation

Course Grading Scheme*

- JIBC1 (A to F)
 JIBC2 (MAS/NMA)
 JIBC3(CM/IN)
 JIBC4 (P/F)

(* <http://www.jibc.ca/policy/3304> Grading policy)

Other Course Guidelines, Procedures and Comments

Learners must attend the full course to receive credit.

View official versions of related JIBC academic regulations and student policies in the JIBC Calendar on the following pages of the JIBC website:

Academic Regulations:

<http://www.jibc.ca/programs-courses/jibc-calendar/academic-regulations>

Student Academic Integrity Policy
Academic Progression Policy
Admissions Policy
Academic Appeals Policy
Evaluation Policy
Grading Policy

Student Policies:

<http://www.jibc.ca/about-jibc/governance/policies>

Access Policy
Harassment Policy – Students
Student Records Policy
Student Code of Conduct Policy

JIBC Core Competencies

The JIBC promotes the development of core and specialized competencies in its programs. Graduates of our programs will demonstrate high levels of competence in the following areas:

- Critical thinking:** Identify and examine issues and ideas; analyze and evaluate options in a variety of fields with differing assumptions, contents and methods.
- Communication, Oral and written:** Demonstrate effective communication skills by selecting the appropriate style, language and form of communication suitable for different audiences and mediums.
- Leadership:** Inspire individuals and teams to reach their potential by embracing innovation through strategic thinking and shared responsibility.
- Independent learning:** Show initiative by acting independently in choosing effective, efficient and appropriate applied learning, research and problem solving strategies.
- Globally minded:** Self-aware of own identity and culture, recognize the interconnectedness of world events and issues; interact respectfully and authentically across cultures; value multiple perspectives; utilize curiosity to learn with and from others.
- Problem solving:** State problems clearly; effectively and efficiently evaluate alternative solutions; choose solutions that maximize positive and minimize negative outcomes.
- Interpersonal relations:** Know and manage ourselves; recognize and acknowledge the needs and emotions of others including those with diverse cultures, backgrounds and capabilities.
- Inter-professional teamwork:** Understand and work productively within and between groups, respect others' perspectives and provide constructive feedback with special attention to inter-professional relationships.
- Information literacy:** Recognize and analyze the extent and nature of an information need; efficiently locate and retrieve information; evaluate it and its sources critically, and use information effectively and ethically.

