Course Syllabus

Department: Business Department

Date: 12/17/2012

I. Course Prefix and Number: BUS 240

   Course Name: Dynamics of Leadership

   Credit Hours and Contact Hours: 3 credit hours and 3 contact hours

   Catalog Description including pre- and co-requisites:

   This course is a management course wrapped in a voyage of self-discovery. Through the study of proven leadership theories and their practical applications, the student will: develop their own leadership style, focus their values and beliefs, develop their communication and interpersonal skills, enhance their decision making and problem solving abilities and awaken the leader within. Students will be encouraged to embrace and develop a leadership style best suited to their individual personality, attributes and temperament.

   Relationship to Academic Programs and Curriculum including SUNY Gen Ed designation if applicable:

   This course is not required for the completion any degree. It can serve as a business elective or a general elective.

II. Course Student Learning Outcomes:

   Upon completion of this course the student will be able to:

   1. Describe leadership theories like situational leadership and show appropriate applications of said theories
   2. Describe the differences between management and leadership
   3. Define persuasion and explain various persuasive techniques
   4. Describe the dark side of charismatic leadership as it relates to manipulation, subjugation, and abuse of constituents

   College Learning Outcomes Addressed by the Course:

   X writing  □ computer literacy
   □ oral communications  X ethics/values
   X reading  □ citizenship
   □ mathematics  □ global concerns
   X critical thinking  □ information resources
III. Assessment Measures:

<table>
<thead>
<tr>
<th>List identified College Learning Outcomes(s)</th>
<th>Specific assessment measure(s)</th>
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<tbody>
<tr>
<td>Writing</td>
<td>Students will complete writing assignments that may include a research paper, written homework, experiential analysis papers, and project assignments.</td>
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<tr>
<td>Reading</td>
<td>Students will be required to read the textbook throughout the course in order to demonstrate knowledge of the material. Additional reading materials will be assigned as needed to supplement text information.</td>
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<tr>
<td>Critical Thinking</td>
<td>Students will be asked to apply leadership theories to real world situations and to solve hypothetical problems that leaders face.</td>
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<tr>
<td>Ethics/Values</td>
<td>Students will analyze values and behaviors deemed appropriate and inappropriate for individuals in leadership positions. Special attention will be paid to decisions involving the leader’s constituents and the treatment of subordinates.</td>
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IV. Instructional Materials and Methods

Types of Course Materials:

Textbook – The FLCC College Bookstore is able to provide information on the textbook currently being used in this course. Additional materials such as articles, digital presentations, and guest speakers may be used to supplement the textbook.

Methods of Instruction:

This course may be taught using a traditional lecture and discussion format. Group exercises, individual projects, presentations, research papers, situational analysis assignments, and student-guided dialogues may additionally be used. Voluntary and mandatory visitations and field experiences may also be utilized.

Students may be evaluated on the following basis: tests, quizzes, written homework, submitted projects and papers, group participation, attendance, and class participation.

V. General Outline of Topics Covered:
1. Trait Approach
2. Style Approach
3. Situational Leadership
4. The Socratic Model
5. Path-Goal Theory
6. Leader-Member Exchange Theory
7. Leadership as service
8. Transformational Leadership
9. Team Leadership
10. Women and Leadership
11. Leadership Ethics
12. The Hero as Leader
13. Abilene Paradox
14. "Macho vs. Maestro" Leadership
15. Politics and the Leader
16. Leadership as a response to the environment
17. Creative Performance
18. Persuasion
19. Emergent Leadership
20. Transactional Leadership
21. Individualism vs. Collectivism
22. Charismatic Leadership
23. The Dark Side of Leadership
24. Power vs. Influence
25. Why Compassion
26. Principle-Centered Leadership
27. Leadership Secrets of Atilla the Hun
28. The Follower