



South Central College

MKT 1940 Leadership Strategies

Course Outcome Summary

Course Information

Description	This course is designed to provide students with interpersonal concepts and skills necessary to succeed as leaders in business and industry. By enhancing interpersonal skills, students will be able to capitalize on continued individual growth. The issue of business ethics will be discussed in length in order to help students deal effectively and responsibly when faced with ethical situations. (Prerequisites: None)
Total Credits	3
Total Hours	48

Types of Instruction

Instruction Type	Credits/Hours
Lecture	3/48

Institutional Core Competencies

Civic Engagement and Social Responsibility - Students will be able to demonstrate the ability to engage in the social responsibilities expected of a community member.

Communication - Students will be able to demonstrate appropriate and effective interactions with others to achieve their personal, academic, and professional objectives.

Critical and Creative Thinking - Students will be able to demonstrate purposeful thinking with the goal of using a creative process for developing and building upon ideas and/or the goal of using a critical process for the analyzing and evaluating of ideas.

Cultural Competence - Students will be able to demonstrate an attitude of personal curiosity, a rising knowledge of cultures, and an evolving range of skills for living and working among others with other worldviews and ways of life.

Course Competencies

1. Develop a framework for interpersonal development

Learning Objectives

Explain how interpersonal skills are learned

Identify personal needs for improvement in interpersonal relationships

Describe opportunities for interpersonal skills development on the job

2. Explain individual differences

Learning Objectives

Explore individual differences through the use of personality inventory tools
Develop insight into how personality, mental ability, emotional intelligence and values differ from others
Respond to differences in personality, mental ability and values among people

3. Develop teamwork skills

Learning Objectives

Identify types of teams in organizations
Explain advantages and disadvantages of teams
Apply interpersonal-related tactics for effective team play

4. Explore and use group problem solving and decision making techniques

Learning Objectives

Describe the difference between rational and political decision making
Make effective use of brainstorming
Use a variety of problem solving tools such as check sheets, nominal group techniques and fishbone diagrams

5. Examine conflict resolution with others

Learning Objectives

Recognize personal methods of resolving conflict
Identify styles of handling conflict
Develop effective techniques for resolving conflict in work and personal life

6. Develop skills for becoming an effective leader

Learning Objectives

Identify key leadership traits for personal development
Explore charismatic leaders and understand their abilities
Develop team leadership skills

7. Develop positive political skills

Learning Objectives

Manage effectively the impressions you give, including business etiquette
Implement political techniques for building relationships in and outside the organization
Demonstrate how to avoid committing political blunders

8. Enhance ethical behavior

Learning Objectives

Recognize the importance of ethical behavior in establishing strong interpersonal relationships in organizations
Identify character traits associated with being an ethical person
Use systematic methods for making ethical decisions and behaving ethically

9. Create an employment profile

Learning Objectives

Complete a pre-employment simulation that includes a resume, cover letter and thank you letter
Participate in a peer and/or outside evaluator interview
Develop a personal website presence on an instructor approved career website

SCC Accessibility Statement

South Central College strives to make all learning experiences as accessible as possible. If you have a disability and need accommodations for access to this class, contact the Academic Support Center to request and discuss accommodations. North Mankato: Room B-132, (507) 389-7222; Faribault: Room A-116, (507) 332-7222.

Additional information and forms can be found at: www.southcentral.edu/disability

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