

CJUS 222 - Negotiating

*COURSE OUTCOMES	OUTCOMES ACTIVITIES	ASSESSMENT TOOLS
The student will develop negotiating skills and understand their use.	1. Listen to lectures on the theory and practice drugs and behavior, and take accurate notes on the lecture. (W) (R) 2. Read and study written material regarding the core principles of the field and the relationship between theory and practice (CT) (R)	Oral Discussions, Exams and Writing Assignments
The student will understand the dispute resolution process as currently practiced in the legal and business environment.	1. Listen to lectures and take accurate notes on the lectures. (W) (R) 2. Read and study written material regarding the material (CT) (R)	Oral Discussions, Exams and Writing Assignments
The student will understand how to protect self-interests associated to a negotiation.	1. Listen to lectures on the present state of and take accurate notes on the lecture. (W) (R) 2. Read and study written material associated to negotiating strategy. (CT) (R)	Oral Discussions, Exams and Writing Assignments
The student will develop leadership and management skills.	1. Listen to and take accurate notes on the lecture. (W) (R) 2. Read and study written material regarding these issues.(CT) (R)	Oral Discussions, Exams and Writing Assignments

**Indicate the Core Competencies that apply to the outcomes activities and assessment tools: Critical Thinking (CT); technology skills (TS); oral communications (OC); quantitative skills (QS); reading (R); writing (W).