

Office of Academic Affairs  
Tarleton State University  
Date Prepared: 12/1/08  
Dates Revised:

### Master Course Syllabus Outline

Department: MMAS  
Course Prefix/Number: MGMT 402  
Course Title: Creating Productive Relationships  
Master Syllabus Approved by Department on: 12/1/08

I. Catalog Description:

A practical and theoretical course dealing with behavior. Emphasis will be on identifying and classifying behavior in order to better understand behavior and to develop strategies for effectively managing interpersonal relationships. Exercises and role-playing are used to illustrate major points. Materials fee required.

II. Prerequisites: None

III. Expanded Course Description:

The course explores one or more theories of human personality and how various personality types interact with each other. Strategies for working with different personality types are developed. Interpersonal behavioral issues like trust, fear, difficult people, making work fun, goal setting, motivations, teamwork, team functioning and other relevant issues are explored. Strategies for working with others around these issues are also developed. Throughout the course experiential exercises and activities are used to show students how to work with others to achieve goals and objectives and to learn.

IV. Intended Student Outcomes:

Knowledge

Upon completion of the course students will have an understanding of:

- Various types of personalities and their characteristics
- Characteristics of productive and effective teams
- The concept of trust between co-workers
- The impact of fear in the workplace
- The use of fun to enhance effective working together
- Procedures and techniques for dealing with difficult people

Skill

- Upon completion of the course students will have developed the following skills
- Recognition of the personality type of others
- Applying appropriate strategies for working with different personality types
- Teamwork
- Trust building
- Using fun and humor to enhance the work environment
- Applying appropriate strategies for dealing with difficult persons.
- Setting goals with fellow workers
- Developing working relationships

V. The following items are subject to faculty discretion as described in each faculty member's individual course outline/syllabus:

- a) Course Requirements
- b) Required Text(s)
- c) Bibliography

VI. Academic Honesty: Cheating, plagiarism (submitting another person's materials or ideas as one's own), or doing work for another person who will receive academic credit are all-impermissible. This includes the use of unauthorized books, notebooks, or other sources in order to secure or give help during an examination, the unauthorized copying of examinations, assignments, reports, or term papers, or the presentation of unacknowledged material as if it were the student's own work. Disciplinary action may be taken beyond the academic discipline administered by the faculty member who teaches the course in which the cheating took place.

VII. Students With Disabilities Policy: It is the policy of Tarleton State University to comply with the Americans with Disabilities Act (ADA) and other federal, state, and local laws relative to the provision of disability services. Students with disabilities attending Tarleton State University may contact the Office of Disability Services at (254) 968-9478 to request appropriate accommodation. Furthermore, formal accommodation requests cannot be made until the student has been officially admitted to Tarleton State University.

Department Head Signature/Date:

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Signature

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Date