

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

### Master Course Syllabus Outline

Department: Management, Marketing and Administrative Systems

Course Prefix/Number: MGMT 506

Course Title: Influencing Organizational Productivity through Interpersonal Relations

Master Syllabus Approved by Department on: 12/1/08

- I. Catalog Description: A practical and theoretical course dealing with interpersonal behavior and its influence on organizational productivity. Emphasis will be on identifying and classifying behavior in order to better understand behavior and to develop strategies for creating productive relationships with others. Particular emphasis is directed toward the impact of interpersonal behavior in business organizations and the potential effect on productivity. Materials fee required.
- II. Prerequisites: None
- III. Expanded Course Description: This course will incorporate important psychological theories of personality, as such theories relate to the behavior and interaction of organization members, in a study about improving interpersonal relations within organizations. Psychological tests for determining the psychological type of students may be employed. Course serves as a graduate management elective. The course will also serve other graduate students needing or desiring the course. This course would be a good elective for any graduate student wanting a better understanding of psychological theories of personality.
- IV. Intended Student Outcomes:  
Upon completion of the course students will have an understanding of:

#### Knowledge:

- 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 of 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