HON-H300 (17091) Negotiation, Managing Conflict & Change
Stephen Hayford
Lecture: MW 1:00pm-2:15pm, HU 111
Honors Discussion: M 11:15am-12:05pm, PY 286

This course will blend a rigorous scholarly treatment of the topics of negotiation, conflict resolution and leading change with an exploration of how that body of knowledge can be brought to ground and applied in the dynamic, diverse, and globalized environments students will encounter when they leave Indiana University. They will become wiser and more thoughtful decision makers; more competent problem solvers; bolder, less risk averse leaders of people; and more effective, persuasive communicators. They will also be more mindful, more aware of the effect that their personality and style of negotiating and resolving conflict has on their ability to relate to and work successfully with a diverse array of people and organizations.