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| Module designation  | Elective 4: Negotiation and Lobbying in Nursing   |
| Semester(s) in which the module is taught                     | 6 <sup>st</sup> semester  |
| Person responsible for the module                             | Made Sumarwati, MN  |
| Language  | Bahasa Indonesia/ English   |
| Relation to curriculum  | Elective  |
| Teaching methods  | 1. Lecture and discussion<br>2. Role play   |
| Workload (incl.contact hours, self-study hours)               | Total contact hours of scheduled learning activities:<br>1. In class session: 100 minutes/week for 16 weeks or 26.67 /semester<br>2. Self-study hours: 120 minutes/week or 32 hours/semester<br>3. Assignment: 120 minutes/week for 16 weeks or 32 hours/semester   |
| Credit points   | 2 credit points (2-0)/ 3.63 ECTS  |
| Required and recommended prerequisites for joining the module | Communication (recommended prerequisites)   |
| Module objectives/intended learning outcomes                  | Upon completion of this course, students will be able to:<br><br>1. ILO1 (A1) Show devotion to God Almighty, demonstrate a professional attitude, apply ethical principles, and have legal and cultural perspectives in nursing based on the values of honesty, caring, and persistence in performing duties in the field of nursing; CLO 1: Show respect for others and responsible to work independently.<br>2. ILO2 (K1) Master the application of nursing science and general skills in nursing ; CLO 2: Apply the concept of negotiation and lobbying in nursing in a given situation.<br>3. ILO 4 (S2): Develop and improve continuous professional skills in nursing; CLO3: Implement the key negotiation and lobbying skills to reach satisfactory agreements in nursing. |

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| Content                            | <p>Content will include:</p> <ol style="list-style-type: none"> <li>1. Why do we need to learn negotiation and lobbying</li> <li>2. Negotiation concept and styles</li> <li>3. Lobbying concept</li> <li>4. Negotiation preparation</li> <li>5. Principles of negotiation</li> <li>6. The Implementation strategies</li> <li>7. Cultural diversity and negotiation</li> </ol> |
| Examination forms                  | <ol style="list-style-type: none"> <li>1. Written exam</li> <li>2. Reflective essay</li> </ol>  |
| Study and examination requirements | <p>Examination requirements:</p> <ol style="list-style-type: none"> <li>1. Student must attend, at a minium, 75% of face-to-face or synchronous online class meetings</li> <li>2. Student must submit all assignments before the deadline</li> <li>3. Student must attend the exam</li> </ol>   |
| Reading list                       | <p><i>Advances in Group Decision and Negotiation (2015).</i> Bilyana Martinovsky (Ed). Springer Netherlands</p> <p><i>Handbook of International Negotiation (2015).</i> Mauro Galluccio (Ed). Springer International Publishing Switzerland.</p>  |