Module designation	Elective 4: Negotiation and Lobbying in Nursing
Semester(s) in which the module is taught	6st semester
Person responsible for the module	Made Sumarwati, MN
Language	Bahasa Indonesia/ English
Relation to curriculum	Elective
Teaching methods	1. Lecture and discussion 2. Role play
Workload (incl.contact hours, self-study hours)	Total contact hours of scheduled learning activities: 1. In class session: 100 minutes/week for 16 weeks or 26.67 /semester 2. Self-study hours: 120 minutes/week or 32 hours/semester 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: 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. 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. 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.

Content	Content will include: 1. Why do we need to learn negotiation and lobbying 2. Negotiation concept and styles 3. Lobbying concept 4. Negotiation preparation 5. Principles of negotiation 6. The Implementation strategies 7. Cultural diversity and negotiation
Examination forms	1. Written exam 2. Reflective essay
Study and examination requirements	Examination requirements: 1. Student must attend, at a minium, 75% of face-to-face or synchronous online class meetings 2. Student must submit all assignments before the deadline 3. Student must attend the exam
Reading list	*Advances in Group Decision and Negotiation (2015).* Bilyana Martinovsky (Ed). Springer Netherlands *Handbook of International Negotiation (2015)*. *Mauro Galluccio (Ed).* Springer International Publishing Switzerland.