PURDUE UNIVERSITY
REQUEST FOR ADDITION, EXPIRATION,
OR REVISION OF AN UNDERGRADUATE COURSE
(10000-40000 LEVEL)

DEPARTMENT Communication

EFFECTIVE SESSION Fall 2013

INSTRUCTIONS: Please check the items below which describe the purpose of this request.

☐ 1. New course with supporting documents
☐ 2. Add existing course offered at another campus
☐ 3. Extension of a course
☐ 4. Change in course number
☐ 5. Change in course title
☐ 6. Change in course credit type

PROPOSED:

Subject Abbreviation
Course Number
Long Title Conflict and Negotiation
Short Title

EXISTING:

Subject Abbreviation COM
Course Number 37600

Abbreviated title will be entered by the Office of the Registrar if omitted. (30 CHARACTERS ONLY)

TERMS OFFERED: Check All That Apply:

Fall ☒ Spring ☒ Summer ☒

CAMPUS(ES) INVOLVED

☒ Columbia
☒ Cont Ed
☒ Ft. Wayne
☒ Indianapolis
☒ N. Central
☒ Tech Statewide
☒ W. Lafayette

CREDIT TYPE

1. Fixed Credit: Cr. Hrs. ☐ ☑
2. Variable Credit Range: Minimum Cr. Hrs. (Check One) To ☐ Or ☑
3. Equivalent Credit: Yes ☐ No ☑

COURSE ATTRIBUTES: Check All That Apply

1. Pass/Not Pass Only
2. Satisfactory/Unsatisfactory Only
3. Repeatable
4. Credit by Examination
5. Fees: ☒ Coop ☐ Lab ☐ Rate Request Include comments to explain fee
6. Registration Approval Type
7. Variable Title
8. Honors
9. Full Time Privilege
10. Off Campus Experience

Schedule Type

Lecture
Recitation
Presentation
Laboratory
Lab Prep
Studio
Distance
Clinic
Experiential
Research
Ind. Study
Pract/Observ

Minutes Per Week
75
Meetings Per Week
2
Weeks Offered
16
% of Credit Allocated

Cross-Listed Courses

OFFICE OF THE REGISTRAR

Department Head
Date

Registrar
Date

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Date

Department Head
Date

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I. Course Description: This course surveys theory and research focused on the role of communication in conflict and negotiation, and helps students develop skills needed to manage conflict effectively in their personal and professional relationships.

II. Prerequisite: COM 114 or consent of instructor.

III. Course Goals: Upon completing this course, you should be able to:
1) demonstrate an awareness of your own conflict behavior;
2) apply relevant theories to the conflict behavior of yourself and others; and
3) use a set of skills associated with a collaborative model of conflict.

IV. Portfolio Requirement for Communication Majors: If you major in either or both of Interpersonal and Organizational Communication or Media and Public Communication via the 2009-2010 bulletin or a later bulletin, you will be required to create a portfolio as part of the new sequence of required one-credit classes: COM 12000, COM 30800, and COM 48000. In COM 37500 you will create work product that can be used as evidence for some of the student learning objectives for that portfolio.

V. Course Tools:

- Two required textbooks, available from Follett's IPFW Bookstore in the Walb Student Union, The Bookmark on North Anthony Boulevard, and from various web-based booksellers.


- Links to required readings and other important course information will be e-mailed to course participants. Important information will be posted to the course web site. Accordingly, you are required to have an e-mail account and access to the World Wide Web. It is expected that your e-mail account will not be set to block e-mail from me as spam and that you will check this account regularly.

VI. Course Assignments: This course will be graded on a 1000 point scale, as follows:

- Tests (2 at 225 points each = 450 points). The tests will cover material in lecture, class discussions and the readings.

- Conflict Analysis Papers (2 at 150 points each = 300 points). Each conflict analysis paper assignment will ask you to apply the course material to a conflict you have been part of in a well-written, detailed, typed and
stapled three to five page essay. These papers will each be assigned approximately three to four weeks prior to their due date, as indicated on the Course Schedule. You are responsible for keeping a copy of each paper.

- Negotiation Report (150 points): A report and review of the practice negotiation experience. This paper will be assigned prior to the second practice negotiation, as indicated on the Course Schedule. You are responsible for keeping a copy of each paper.

- Class contributions (100 points) You are expected to attend class. Beyond mere attendance, though, this is a participatory course. Your productive contributions to class discussions and activities are important. In addition, brief homework assignments beyond the readings will be assigned. This portion of your grade reflects my assessment of your participation in class discussions and activities and brief homework assignments. Each unexcused absence will reduce your grade for this component by 10 points. 11 or more unexcused absences will result in a grade of F for the course. All that is required here is that you account for yourself for each class period, as follows: 1) If you know in advance you won’t be able to attend a given class, you should let me know the reason in advance, preferably by e-mail as that provides us with a written record. 2) In emergency situations where you can’t tell me in advance of your absence, it’s your responsibility to account for those absences as soon as possible afterward and in no event more than two weeks afterward. 3) If you arrive to class after I have taken attendance, it’s your responsibility to see me after class to insure that I have recorded your presence. 4) Leaving class early without permission shall constitute an unexcused absence.

VII. Grading Scale: $A = 930-1000; A- = 900-929; B+ = 870-899; B = 830-869; B- = 800-829; C+ = 770-779; C = 730-769; C- = 700-729; D+ = 670-699; D = 630-669; D- = 600-629; F = 0-599.$

VIII. Late or Missing Assignments and Tests: In the absence of extreme circumstances, assignments will not be accepted after the date and time they are due, Failure to turn in an assignment will result in a grade of F for the course.

IX. Academic Integrity: You are expected to be familiar with what constitutes academic misconduct in this course and at IPFW, and with what the penalties are for such conduct, as set forth in parts II and III of the IPFW Code of Student Rights, Responsibilities and Conduct, which is available online at <http://www.ipfw.edu/committees/senate/code/>.

As Professor Carr used to say on his syllabi, "If caught cheating or plagiarizing, a student will receive no credit for the assignment and/or an ‘F’ for the course. Any instances of academic dishonesty will be reported to the Dean and Vice Chancellor and may result in expulsion from the University. Most instances of academic dishonesty result from a combination of the last-minute rush, poor judgment and a lack of familiarity with academic propriety. Consult the instructor well in advance of an assignment due date to clarify your responsibilities."

X. Incompletes: A grade of incomplete will only be given in compliance with IPFW’s policy on incomplete grades as set forth in Section 6.4 of the IPFW Academic Regulations, available online at <http://www.ipfw.edu/committees/senate/regulations/grades.html> and then only under extraordinary circumstances. If such circumstances arise, please let me know and we will discuss whether an incomplete is appropriate.
XI. Campus Services:

- **Services For Students With Disabilities**, Walb Student Union 113, 481-6657, [http://www.ipfw.edu/disabilities/](http://www.ipfw.edu/disabilities/), provides specialized academic support services and other assistance to persons with qualifying disability conditions. You become eligible for those services in this class only after you deliver your SSD Accommodation Letter to me.

- **The Writing Center**, Helmke Library 2nd Floor, 481-5740, [http://www.ipfw.edu/writing/](http://www.ipfw.edu/writing/), provides one-on-one assistance with writing, both in person and online. There are also links to valuable writing resources on their web page.

- **Center for Academic Support and Advancement (CASA)**, Kettler Hall G21, 481-5419, [http://www.ipfw.edu/success/](http://www.ipfw.edu/success/), provides tutoring by appointment. You may also find useful the hints on their web page for note taking, text reading, and test taking.

- **Information Technology Services**, Kettler Hall 206, 481-6030 [http://www.ipfw.edu/its/](http://www.ipfw.edu/its/), provides student e-mail accounts and web space and administers the student computing labs. Valuable computing help is available on their web site and by telephone.

- **The Learning Community**, 2041 Reed Road (Cor. State), 424-8852 [http://www.tlckidsfirst.com/](http://www.tlckidsfirst.com/), provides childcare services for students.

- A variety of other student services are described on pages 75-86 of the 2013-2014 IPFW Student Handbook. You're encouraged to grab a paper copy on campus if you can. Additionally, a PDF is available at [http://www.ipfw.edu/dotAsset/93e5db45-262a-4711-8421-0f598117d839.pdf](http://www.ipfw.edu/dotAsset/93e5db45-262a-4711-8421-0f598117d839.pdf)

XII. Course Contract: This document, together with assignments and other handouts you may receive from the instructor throughout the semester, explains some of the official course policies. Please read it carefully. If you have any questions, ask your instructor immediately. Your continued enrollment in this course after the first week of class signifies that you understand these policies and agree to participate in this course according to them.

COM 37500-01 Course Schedule (subject to change)

<table>
<thead>
<tr>
<th>Date</th>
<th>Topic</th>
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<tbody>
<tr>
<td>T 1/14</td>
<td>Introductions to the course and each other</td>
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<tr>
<td>R 1/16</td>
<td>Introduction to the subject matter</td>
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<td><em>F 1/17 is last day to add and last day for regular audit - Sun 1/19 is last day to drop for full refund and without a W on your transcript</em></td>
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<tr>
<td>T 1/21</td>
<td>Definitions and models of conflict – Donohue &amp; Kolt, Chapter 1</td>
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<td>R 1/23</td>
<td>Destructive v. constructive conflict</td>
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<td>Conflict Analysis Paper 1 assigned</td>
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<td>T 1/28</td>
<td>Levels of conflict</td>
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<td>R 1/30</td>
<td>Styles of conflict – Donohue &amp; Kolt, Chapter 2</td>
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<td>Date</td>
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<tr>
<td>2/4</td>
<td>Confronting conflict (or not) and cycles of conflict</td>
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| 2/6  | Goals – Hocker & Wilmot  
*I strongly suggest that you start reading Fisher, Ury, & Patton in early February even though we won't begin discussing it until after Exam 1. This will make your late February workload less intense. Trust me.* |
| 11   | Face and attribution – Donohue & Kolt, Chapter 3 |
| 13 & 18 | Marital conflict – Gottman and Lulofs & Cahn |
| 20   | Catch up and review  
*F 2/21 is last day for late audit* |
| 25   | Exam 1 |
| 27   | Introducing the negotiation model – Fisher, Ury, & Patton, pp. 3-57 |
| 3/4  | Practice negotiations  
*Conflict Analysis Paper 1 due and Conflict Analysis Paper 2 assigned* |
| 6    | An "if we need it" day |
| 11 & 13 | No class – Spring Break |
| 18   | Listening and responding |
| 20   | Issues in negotiation – Donohue & Kolt, Chapter 4  
*F 3/21 is last day to withdraw* |
| 25   | Options and criteria – Fisher, Ury, & Patton, pp. 58-95  
*Negotiation Report assigned* |
| 27   | Integrative strategies – Pruitt |
| 1    | Best alternative to a negotiated agreement – Fisher, Ury, & Patton, pp. 99-150 |
| 3    | No class – Central States Communication Association Convention |
| 8    | Negotiation Jujitsu |
| 10   | More practice negotiations |
| 15   | Objections to Interest-based negotiations – Fisher, Ury & Patton, pp. 149-187  
*Conflict Analysis Paper 2 due* |
| 17, 22 & 24 | Still more practice negotiations |
| 29   | Third parties – Donohue & Kolt, Chapter 7 |
| 5/1  | Catch up and review  
*Negotiation Report due* |
| 6    | Exam 2, 1 to 2:30 p.m. |
References:


Two of your classmates:

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