SMGT 1419: The Power of Influence

A. COURSE DESCRIPTION
   Credits: 3
   Lecture Hours/Week: 3
   Lab Hours/Week: *.*
   OJT Hours/Week: *.*
   Prerequisites: None
   Corequisites: None
   MnTC Goals: None
   This course is an introduction to several concepts of leadership. Vision/mission statements, communicating like a leader, empowering employees, setting an example, recognizing others and celebrating successes will be covered. Participants will learn through experiential activities such as group discussions, role-plays, games, and case studies. (Prerequisites: None)(3 credits: 3 lecture/0 lab)

B. COURSE EFFECTIVE DATES:  11/13/2008 - Present

C. OUTLINE OF MAJOR CONTENT AREAS

D. LEARNING OUTCOMES (General)
   1. Interpreting a variety of personality styles (DISC)
   2. Analyzing techniques to deal with different personality styles in a positive manner
   3. Define leadership
   4. Assess the difference between informal and formal leadership roles within an organization
   5. Defining different styles of leadership
   6. Define mutual reward theory
   7. Explain importance of appearance to leadership image
   8. Analyze improved communication techniques
   9. Examine methods of speaking with data and facts
   10. Perform active listening skills
   11. Produce a personal mission statement
   12. Critique techniques to becoming a positive force within the organization
   13. Explain followership development as a leadership tactic
   14. Assess methods to strengthen followers
   15. Evaluate a variety of meeting management techniques
   16. Diagnose the learner's current circle of influence and ways to increase their influence
   17. Explain what constituents expect of leaders
   18. Demonstrate how a leader sets an example
   19. Analyze how to foster an environment of collaboration
   20. List ways to celebrate followers' success

E. Minnesota Transfer Curriculum Goal Area(s) and Competencies
   None
F. LEARNER OUTCOMES ASSESSMENT
   As noted on course syllabus

G. SPECIAL INFORMATION
   None noted