

Minnesota State College Southeast

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