

Executive MASTER of BUSINESS ADMINISTRATION

EVIDENCE - BASED

NEGOTIATION & CONFLICT MANAGEMENT (BUS 785)

DESCRIPTION: This course is about understanding the dynamics of conflict in the workplace and how to use negotiation and conflict management skills.

In addition to participating in a formal negotiation simulation throughout the week, course participants will be involved in a series of interactive skills development sessions that will aid them in formal negotiations and enhance an executive's role in managing workplace conflict.

TOPICS INCLUDE:

- conflict management techniques
- strategies for formal negotiations
- negotiation-style self-assessments
- creative problem-solving
- formal mediation and arbitration
- interested party mediation

FACILITATORS: Eleanor Gallant and Tim Carroll

DATES: June 20–24, 2016, 8:30 am–5:00 pm*
(coffee breaks and lunches provided on site)

*Course could continue into the evening depending on group assignments. Full attendance during the week is mandatory—no exceptions.

LOCATION: UPEI School of Business, Don and Marion McDougall Hall, Room 329. On-campus accommodations are available.

ELIGIBILITY CRITERIA: This is a graduate-level course and, as such, both academic and work experience will be assessed. An undergraduate degree in any discipline is required, as well as a minimum of three years of full-time relevant work experience.

COST: \$3,000 (includes tuition, part-time student fees, textbook, and course materials).

REQUIREMENTS: Pre-course readings and a post-course report.

TO APPLY:

- Download and complete a Graduate Programs Application Form;
- Attach a detailed résumé and fax to MBA coordinator, UPEI School of Business at 902.628.4302.
- We will assess your application and someone will contact you with a decision.

APPLICATION DEADLINE: May 27, 2016. There are a limited number of seats available, so please apply early.

NOTE: Your acceptance to this course does not guarantee acceptance into UPEI's Executive MBA program. Admission to the MBA program is a separate process. A portion of the tuition paid for this graduate course may be deducted from the MBA program fees if you enrol in the program within 12 months of registering for this single graduate course. This course serves as a credit toward the Executive MBA.



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For more information, please contact Grace McCourt
at 902.566.6474 or mba@upei.ca
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people ▪ excellence ▪ impact

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ELEANOR GALLANT, BA, BHS, FBA, MBA, MCE, CHRP

Eleanor Gallant specializes in Labour Relations, Human Resource Management, Education, Conflict Resolution, and Mediation.

With more than thirty years of experience in the Labour Relations and Human Resources fields, her positions have included Assistant Executive Director of Human Resource and Support Services for the Cape Breton Regional Hospital; Director of Human Resources, Admissions and Finance at Holland College; Manager of Human Resources for the City of Charlottetown; Chief Human Resources Officer for the Inuvialuit Regional Corporation; and Director of the Contaminants Remediation Training Organization of Canada.

Her consulting company, Human Resources Strategic Solutions, specializes in human resource management, employee/labour relations, conflict resolution, as well as training and development.

Her educational experience includes fourteen years as a part-time professor in the UPEI School of Business as well as an instructor in the Conflict Resolution and Management Development Programs at UPEI. She also taught in the Business Administration program at Holland College.

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TIM CARROLL

Tim Carroll is an associate professor at the UPEI School of Business, where he has been teaching courses in marketing, strategy, and management for the last 25 years.

His research interests include the development of “soft skills” for managers. He has been delivering courses and seminars in conflict management for 10 years to both executives and students.

Professor Carroll’s negotiating experience dates back to the late 1970s when he was with the Ontario Vegetable Board and, later, was a PEI Member of the Legislative Assembly and a member of Executive Council.

He continues to be an active volunteer and consultant to both government and the private sector.

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