

## 27631 - Team Management

### Información del Plan Docente

<b>Academic Year</b>	2016/17
<b>Academic center</b>	109 - Facultad de Economía y Empresa
<b>Degree</b>	450 - Degree in Marketing and Market Research
<b>ECTS</b>	6.0
<b>Course</b>	4
<b>Period</b>	Second semester
<b>Subject Type</b>	Compulsory
<b>Module</b>	---

### **1.Basic info**

#### **1.1.Recommendations to take this course**

#### **1.2.Activities and key dates for the course**

### **2.Initiation**

#### **2.1.Learning outcomes that define the subject**

#### **2.2.Introduction**

### **3.Context and competences**

#### **3.1.Goals**

#### **3.2.Context and meaning of the subject in the degree**

#### **3.3.Competences**

#### **3.4.Importance of learning outcomes**

### **4.Evaluation**

### **5.Activities and resources**

#### **5.1.General methodological presentation**

Magisterial classes and participative lectures will be used.

#### **5.2.Learning activities**

Collaborative and individual work, study cases and discussion on readings about the subject.

### **5.3.Program**

#### Unit 1: Leadership

- Definition of leadership
- Classical theories of leadership
- Contingent Leadership
- The "New Leadership"
- Leadership competences development
- Authentic leadership
- Self-leadership
- Coaching
- Mentoring

#### Unit 2: Motivation

- Human needs
- Classical theories on motivation (satisfaction at work)
- From motivation to commitment

#### Unit 3: Teamwork

- Groups in organizations
- Pros and cons of teamwork
- The team performance curve
- The role of coordinator in teams development
- The ten Cs of teamwork

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Unit 4: The leadership competences in teamwork development

- Communication as work tool
- The interview
- Conflict management in teamwork
- Problems analysis and decision making

Unit 5: Management tools for teamwork development

- Tools for Problems analysis and decision making
- Tools for generation and evaluation of alternatives

### **5.4.Planning and scheduling**

### **5.5.Bibliography and recommended resources**