

Spokane Falls Community College
COURSE LEARNING OUTCOMES AND OUTLINE

Prefix and Course Number
Course Title

BUS 106
Applied Leadership

Last Modified: Fall 2014

Course Learning Outcomes

By the end of this course, a student should be able to:

- Discuss and communicate the evolution of leadership and how this affects future leaders.
- Observe and evaluate the influence of historical forces on the current practice of leadership.
- Identify and evaluate social responsibility and ethical issues involved in business situations and logically articulate own position on such issues.
- Evaluate leadership styles to anticipate the benefits of each leadership style and possible consequences.
- Practice leadership by listening, by building relationships and teams and by motivating.
- Identify and properly use vocabularies within the field of leadership to articulate one's own position on specific management issues. Professionally communicate same with varied audiences.
- Explain how leaders adapt leadership techniques through empowering participation vs. by delegating.

Course Outline

I. Developing Leadership Skills

- A. Leadership and Diversity
- B. Leadership as Service to Others
- C. Transitioning from Leader to Follower
- D. A Menu of Choices for Leadership Development

II. Assessing Your Leadership Tendencies

- A. Personality Assessment
- B. Understanding Your Score

III. Expressing Leadership Vision

- A. The Origins of Vision
- B. Generating Ideas
- C. Personal Risks of Expressing a Vision
- D. Leadership and Gender
- E. Visionary Actions
- F. Leading on the Small Stage

IV. Leadership by Listening

- A. The Art of Leadership Listening
- B. Why Leaders Often Fail to Listen
- C. Emotional Intelligence and Leadership
- D. Keys to Improved Listening

E. What Leaders Gain by Improved Listening

V. Leadership by Building Relationships and Teams

- A. Set Aside the Easy Answers
- B. Why Certain Types of People Bug You
- C. Making Leadership Sense Out of Personality Differences
- D. Using Nonverbal Signals to Revolutionize Your Leadership Relationships
- E. The Importance of Truthfulness for Leaders and Team Members

VI. Leadership by Defining Problems and Reaching Solutions

- A. Are You a Theory X or a Theory Y Leader
- B. Do You Practice Leadership by Getting Mad
- C. Do You walk the talk
- D. Do You Play Fair with Your People
- E. Are you an Ego-Leader or a Servant-Leader

VII. Leadership by Motivating

- A. The Shrinking Power of Money as a Motivator
- B. The Involvement Factor
- C. Committing to the Involvement Factor

VIII. Leadership by Delegating Tasks and Responsibilities

- A. Lone Wolf Leaders
- B. Shared Leadership
- C. Leadership for Smaller Groups
- D. Delegation to the Apathetic or Unwilling

IX. Leadership by Managing Conflict

- A. The S.O.P.
- B. Leadership and Conflict Resolution: 3 Step Model
- C. Language That Encourages Conflict Resolution
- D. Learning to Fight The Feeling
- E. When Leadership Falters
- F. Leadership in the Face of Personal Crisis
- G. Preventing Burnout for Team Members

X. Leadership by Supporting and Empowering Participation

- A. Participation in Meetings
- B. Distributed Leadership
- C. Leading Team Members to Think Well
- D. Leading by Supporting Team Knowledge
- E. Helping Team Members Respect and See Beyond the Box

XI. Preparing and Delivering Communications to the Organization

- A. For Small Groups
- B. For Teams
- C. Practicing using a Checklist for Success