

Course Title	Leadership and Motivation			
Course Code	MGT 365			
Course Type	Elective			
Level	Undergraduate			
Year / Semester	Year 4 / Semester 8			
Teacher's Name	ANNABEL DROUSSIOTIS/JANELL KOMODROMOU			
ECTS	6	Lectures / week	3	Laboratories / week
Course Purpose and Objectives	<p>To compete in today's business environment, it is vital that all employees are working to their potential. Motivating an employee is a complex process. It requires an understanding of the needs, wants and expectations of that employee - in short, the psychological contract. This course offers a comprehensive introduction to leadership and the steps one must take to become an effective leader. In addition, the learner will receive a solid grounding in leadership approaches, theories and motivation concepts. The course also discusses the importance of rewards & recognition and grievances & discipline procedures.</p>			
Learning Outcomes	<p>At the end of this course, students should be able to:</p> <ul style="list-style-type: none"> • Recognize and describe the role of leaders in business and other types of organizations. • Differentiate between leaders and managers. • Identify the relevant contingencies which influence leader effectiveness. • Describe the determinants of leader development. • Identify and add to his or her own repertory of effective leader behaviors, and to better articulate a personal leadership development agenda. • Exhibit confidence in oral and written communication skills. 			
Prerequisites	MGT 102; MGT 330	Required		
Course Content	<p>Introduction: Why Purpose?</p> <p>PART ONE ASSESSING LEADERSHIP</p> <p>1 A Hunger for Leadership 2 The Mystery of Leadership</p>			

	<p>PART TWO INSPIRE 3 Finding and Framing the Goal 4 The Big Why: How to Connect You and Your Context</p> <p>PART THREE ENGAGE 5 About Others: Engage and Gather the Team</p> <p>PART FOUR INNOVATE 6 Banish the Status Quo and Break Through 7 The Technical Versus the Leadership Dilemma</p> <p>PART FIVE ACHIEVE 8 Go Where You Said You Will: Structure Success 9 Power or Purpose (Always Know the Difference!)</p> <p>PART SIX BECOME 10 Leading with Purpose: Putting It All Together</p>
<p>Teaching Methodology</p>	<ul style="list-style-type: none"> •Reading and resolving problems •Working on problem-solving •Attendance and participation in class •Monitor discussions •Writing and reply on objective type questions •Solving unstructured questions and case studies •Brief oral presentation before starting a new chapter and reply to queries from students •Homework for revision purposes •Interaction and collaborative learning •Simulation and role Playing •Video Watching
<p>Bibliography</p>	<p>1- Become: The Five Commitments of Purposeful Leadership 1st Edition</p>

	<p>By Mark Hannum © 2020 Published: November 11, 2019</p> <p>2- The New Extraordinary Leader, 3rd Edition: Turning Good Managers into Great Leaders 3rd Edition</p> <p>By John Zenger and Joseph Folkman © 2020 Published: November 1, 2019</p>
Assessment	<p>Participation 20%</p> <p>Midterm Exam 20%</p> <p>Quizzes 5%</p> <p>Project 25%</p> <p>Final Exam 30%</p>
Language	English