



Indian Institute of Management Indore

INTEGRATED PROGRAMME IN MANAGEMENT (IPM) TERM: VI

TITLE OF THE COURSE: Humanities and Social Sciences I
CREDITS: 2

COURSE DESCRIPTION

One of the crucial skills to deal effectively with the environment (both social and physical) that needs to be inculcated is 'negotiation'. It plays a vital role not only in business/management but also in our daily lives, personal as well as professional.

IPM stands out with its mission to develop 'contextually relevant, socially conscious managers and leaders with a foundation of social sciences followed by management education'. The twin courses Humanities and Social Sciences (HSS) I and II aim to provide an inclusive canvas to the IPM participants to draw a holistic picture of effective negotiation skills based on foundations of humanities and social sciences. The uniqueness of the course lies in bringing in various social science disciplines revolving around one central theme namely, 'negotiations'. In part I of this course we will be looking at the theme of 'negotiations' from the perspective of psychology, politics, public policy and international contexts. We will be dealing with 'negotiations' from varied unit of analysis; from individual/group/organization to national and international. In short, this course is all about different aspects of negotiations in the context of individuals dealing with internal landscapes as well as dealing with the external landscapes in the form of the eco-system in which one is situated.

COURSE OBJECTIVES

1. To introduce participants the concept of 'negotiations' and its correlates specifically emotion and identity.
2. To appreciate issues related to negotiation across various level of analysis from micro to macro by using the inter-disciplinary social scientific approach.
3. To inculcate skills to analyze negotiation in terms of the psycho-social correlates such as emotion, identity and goals not only at individual level but also how it shapes decisions of various stakeholders negotiating at the national and international level.
