

H6LDRP: Leadership and Influencing

Module Code:	H6LDRP
Long Title	Leadership and Influencing APPROVED
Title	Leadership
Module Level:	LEVEL 6
EQF Level:	5
EHEA Level:	Short Cycle
Credits:	10
Module Coordinator:	JONATHAN BRITTAIN
Module Author:	Isabela Da Silva
Departments:	School of Business
Specifications of the qualifications and experience required of staff	
Learning Outcomes	
<i>On successful completion of this module the learner will be able to:</i>	
#	Learning Outcome Description
LO1	Consider the application of Leadership, Power and the use of Political Activity in the pursuit of objectives.
LO2	Differentiate between leadership approaches and propose those most suited to an organisational context.
LO3	Assess the contribution of teamwork to the organisation and propose actions that can be taken to improve the team performance.
LO4	Recognise barriers to effective communication in organisations.
LO5	Appraise and argue aspects of leadership in an organisational setting.
LO6	Develop skills to affect effective persuasion and influencing skills in an organisational context.
Dependencies	
Module Recommendations	
No recommendations listed	
Co-requisite Modules	
No Co-requisite modules listed	
Entry requirements	As per programme requirements (outlined in 4.2.2 Minimum requirements for general learning)

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Module Content & Assessment			
Indicative Content			
Leadership, Power and Politics Leadership and Power Effective use of Power Types of political behaviour Political activity and its outcomes The Business Challenges			
Theories of leadership The meaning of leadership Leadership versus management Theories of leadership technological environment - Virtual Leadership			
Leadership and Communications Communications barriers Clear writing Body language Influencing Persuasion Presentation skills			
Teams and Teamwork The nature of teams People in teams Stages of team development Teamwork Conflict in teams			
Leadership Skills The ethics of leadership Developing leadership skills Leading teams Technology and Virtual Teams			
Assessment Breakdown			%
Coursework			100.00%
Assessments			
Full Time			
Coursework			
Assessment Type:	Assignment	% of total:	80
Assessment Date:	n/a	Outcome addressed:	1,2,3,4,5,6
Non-Marked:	No		
Assessment Description: The focus of the assessments may include, but are not limited to: 1 - an aspect of leadership they have observed in their own organisation (or an organisation in which they are familiar); 2- a reflection on the demonstration of leadership, the characteristics of leadership, and the outcome of that approach. 3-a reflection of their own leadership, and / or communication skills and approaches. The assignment will be circa. 2,500 words (not including bibliography or appendices). In addition to the production of this written piece of assessment there will be requirement to show reading of class material and external references in each case. Assessment will be conducted by groups where possible with the option to submit as an individual being available on request			
Assessment Type:	Presentation	% of total:	20
Assessment Date:	n/a	Outcome addressed:	1,2,3,4,5,6
Non-Marked:	No		
Assessment Description: Students will be required to do submit an assignment and deliver a presentation for this module.			
No End of Module Assessment			
No Workplace Assessment			
Reassessment Requirement			
Repeat failed items <i>The student must repeat any item failed</i>			

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Module Workload				
Module Target Workload Hours 0 Hours				
Workload: Full Time				
Workload Type	Workload Description	Hours	Frequency	Average Weekly Learner Workload
Lecture	Classroom and demonstrations	36	Per Semester	3.00
Independent Learning	Independent learning	214	Per Semester	17.83
Total Weekly Contact Hours				3.00
Workload: Part Time				
Workload Type	Workload Description	Hours	Frequency	Average Weekly Learner Workload
Lecture	No Description	30	Every Week	30.00
Directed Learning	Online	6	Every Week	6.00
Independent Learning	No Description	214	Every Week	214.00
Total Weekly Contact Hours				36.00

Module Resources	
Recommended Book Resources	
<p>Yukl, G., & Gardner, W.L. (2020), Leadership in Organizations, Global Edition, 9th Ed. Pearson Education, London.</p> <p>Cross, C., and Carbery, R. (2022), Organizational Behavior; An Introduction, Bloomsbury Publishing, London.</p> <p>Buchanan, D.A. & Badham, R.J. (2020), Power, Politics and Organizational Change, 3rd Ed. Sage Publications.</p> <p>Smith, P.E.. (2020), Organizational Behaviour: Managing People in Dynamic Organizations, Routledge.</p>	
Recommended Article/Paper Resources	
<p>Business Plus.</p> <p>Harvard Business Review.</p>	
Other Resources	
<p>[website], www.cipd.co.uk.</p> <p>[website], www.ncirl.ie/HRMIreland.</p> <p>[website], www.peoplemanagement.co.uk.</p> <p>[website], www.ft.com.</p> <p>[Journal], Business Plus.</p> <p>[Journal], Harvard Business Review.</p> <p>[Journal], Organizational Dynamics.</p> <p>[Journal], People Management.</p>	
Discussion Note:	