

NIRMA UNIVERSITY
Institute of Management
Master of Business Administration (Full Time) Programme

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Course Code	MFT5GEXX09
Course Title	Emotional Intelligence

Course Learning Outcomes (CLO):

At the end of the course, the students will be able to:

1. Define leadership and the features of an effective leadership style.
2. Explain the relationship between leadership style and the delivery of business results.
3. Explain the consequences of effective people management in building and sustaining organisations.
4. Evaluate their own potential as future business leaders.
5. Construct an individual action plan for their own leadership development.

Syllabus

Teaching Hours

<p>Unit I: Introduction to Emotional Intelligence</p> <ul style="list-style-type: none"> • Emotional Intelligence: Introduction • Self-Awareness and Self-Assessment • Self -Management 	06
<p>Unit II: Improving Emotional Intelligence & Interpersonal Effectiveness</p> <ul style="list-style-type: none"> • Motivation and Achievement • Personal Competence • Social Competence • Personal Values and Emotional Intelligence 	05
<p>Unit III: Applying Emotional Intelligence</p> <ul style="list-style-type: none"> • Emotional Intelligence and Management of Change • Emotional Intelligence and Work Life Balance • Nurturing Workplace Relationships 	04

Suggested Readings:

1. Abraham, R., Emotional Intelligence in the Workplace: A Review and Synthesis. In R. Schulze and R.D. Roberts, Emotional Intelligence an International Handbook (255 - 270). Cambridge: Hogrefe and Huber Publication.
2. Cooper, R.K., & Sawaf, A., Executive EQ: Emotional intelligence in leadership and organizations. New York: A Perigee Book.
3. Engelberg, E., and Sjoberg, L., Emotional Intelligence and Interpersonal Skills. In R. Schulze and R. D. Roberts (Eds.). Emotional Intelligence an International Handbook (289 - 308). Cambridge: Hogrefe and Huber Publication.
4. Goleman, D., Emotional Intelligence: Why it can matter more than IQ. New Delhi: Bloomsbury Publishing India Private Limited.
5. Goleman, D., Working with Emotional Intelligence. New Delhi: Bloomsbury Publishing India Private Limited.
6. Mayer, J. D., Emotion, Intelligence, and Emotional Intelligence. In: Forgas, J.P. Handbook of

- Affect and Social Cognition. Mahwah, NJ: Erlbaum Associates, Publishers.
7. Mayer, J.D., & Salovey, P., What is Emotional Intelligence? In P.Salovey & D. Sluyter. Emotional Development and Emotional Intelligence: Implications for Educators. New York: Basic Books.

w.e.f. Academic Year 2019-20 and onwards.