Course Unit	Coaching and Business Leadership		Field of study	-	
Classification	Postgraduate Degree in AgroBusiness		School	School of Technology and Management	
Academic Year	2022/2023	Year of study	1	Level	2-1	ECTS credits	2.0
Type	Semestral	Semester	1	Code	5063-749-1104-00-22	

Workload (hours) 54 **Contact hours** T - | TP - | PL - | TC - | S - | E - | OT - | O -

T - Lectures; TP - Lectures and problem-solving; PL - Problem-solving, project or laboratory; TC - Fieldwork; S - Seminar; E - Placement; OT - Tutorial; O - Other

Name(s) of lecturer(s) Ligia Maria Almendra Xavier Barreira Lousada

Learning outcomes and competences

At the end of the course unit the learner is expected to be able to:
1. Understand the role of emotions in motivation and organizational citizenship behaviors;
2. Understand the importance of Emotional Intelligence (EI) in people management;
3. Analyze new forms of leadership in the context of business digitization

Prerequisites

Before the course unit the learner is expected to be able to:
1. Knowledge of the business context
2. Written expression ability.

Course contents

Emotional education in a business context.
Impact of emotion on motivation and behavior.
Emotional skills and team leadership.
New forms of leadership in the new age of cultural transformation and business digitization.

Course contents (extended version)

1. Emotional Education in a business context
2. Emotional Context
3. Emotion and Reason
4. Emotional Intelligence Dimensions
5. Impacts and Benefits of Emotional Intelligence
6. The importance of Emotional Intelligence in people management
7. The importance of emotional skills in leadership
8. The new ways of leadership in the era of business digitization

Recommended reading

1. Johns, G., & Saks, A. (2019). Organizational Behavior: understanding and managing life at Work. Eleventh Edition. Pearson
2. Neves, J., Caetano, A., & Ferreira, J. (2020). Psicossociologia das Organizações – Fundamentos e Aplicações. Edições Sílabo.
3. Pina, M., Rego, A., Cunha, R. Neves, P., & Cabral-Cardoso, C. (2016). Manual de comportamento organizacional e gestão. (8.ª Ed.). Editora RH.

Teaching and learning methods

Lectures and practical classes where concepts, methodologies and techniques are presented and discussed, with the help of audiovisual resources. Analysis and discussion of concrete situations, case studies, which not only allow the exchange of experiences but also the practice of decision making in groups and help consolidate learning outcomes.

Assessment methods

1. Alternative A - (Regular, Student Worker) (Final, Supplementary)
   - Practical Work - 60%
   - Final Written Exam - 40%
2. Alternative B - (Regular, Student Worker) (Special)
   - Final Written Exam - 100%

Language of instruction

Portuguese

Electronic validation

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19-06-2023	23-06-2023	23-06-2023