MGMT5111 Conflict and Negotiation

(Weekday MBA)

Designated Modality	IN PERSON
Anticipated TA Support*	YES
Anticipated Enrollment	35

* *Anticipated TA support is based on anticipated enrollment; this may change based on actual enrollment in the course.*

Course Description

Conflict, negotiation and bargaining. The bargaining process, conflict handling and how to analyze, plan and implement successful negotiations. Management and labour objectives and strategies that lead to conflict.

Please visit our course outlines page for current, detailed course syllabi.

Applicants

The School places great emphasis on the hands-on integration of business theory and practice and actively encourages applications from working professionals. Candidates applying for a Contract Instructor position must possess a minimum of a Master's degree, or equivalent (e.g. CPA, CFA or other professional designation) and must have at least five years of recent relevant professional experience at a senior level. Preference will be given to candidates with a PhD or equivalent with a strong record of research publication and productivity in a relevant area consistent with AACSB guidelines for a doctoral granting business school.

All qualified candidates are encouraged to apply. Individuals interested in teaching this course must complete an application and forward it with their CV (include a list of all courses taught at Carleton University) to teaching@sprott.carleton.ca.

*In accordance with Articles 16.3 and 16.4 in the CUPE 4600-2 Collective Agreement, the posted vacancies listed above are first offered to qualified applicants meeting the incumbency criterion. A link to the current CUPE 4600-2 Collective Agreement can be found at the Employment Agreements webpage on the Carleton University Human Resources website and the CUPE 4600-2 website.

Please note that successful incumbents of this posting may be required to support the Assurance of Learning (AOL) process for the course as part of the formal responsibilities of the position. More details and training will be provided as needed.

The modality of this course is determined by the University (in-person, online, or hybrid). In the event public health authorities impose public health restrictions, part or all of this course may need to be delivered online as required by the University and as directed by public health authorities.

Closing date for this position is May 23, 2025.