UNIVERSIDADE LUSÍADA
LISBOA

Course Unit Program
Team, Conflict and Negotiation Management

Academic Year 2025/2026

1. Organic Unit

Faculty of Business and Economic Sciences

2. Course

Marketing

3. Cycle

1st

4. Course Unit

Team, Conflict and Negotiation Management (V1014)

5. Scientific Area

6. Curricular Year

2nd

7. Type of Curricular Unit / Semester

1st Semester

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8. Class type and workload (work time)

Theoretical classes:	
Practical classes:	
Theoretical-Practical Classes	30,00
Tutorial Guidance:	20,00

9. ECTS Credits

6,00

10. Scientific Area Coordinator

11. Regent

Prof. Doutora MARIA MANUELA MARQUES FAIA CORREIA

12. Assistants

13. Teaching Language

Portuguese

14. General Objectives

- Introduce and familiarize students with up-to-date knowledge of principles, research results and theories related to group processes.
- Stimulate critical thinking, evaluation and application of interpersonal skills.
- Develop the ability to present and express ideas in a social context.

15. Specific Objectives

- Identify group processes in a given socio-organizational reality;
- Recognize the dynamics of social influence that emerge and develop within groups;
- Place the individual within the collective;
- Formulate the explicit and implicit mechanisms that affect productivity and decision-making processes in groups.

16. Skills to be acquired

- Understand collective behavior and the stages of group development.
- Ability to interpret group dynamics.
- Diagnosing the strengths and weaknesses of teams.
- Promoting inclusion, valuing diversity, and group identity.
- Planning team building and team empowerment programs.
- Stimulating collaborative learning and a culture of sharing, based on trust.
- Mastery of team development models.
- Optimizing collaborative processes.

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17. Teaching Methodology

Classes using expository methodologies
Practical classes of analysis and discussion of cases
video
Group work that encourage interactivity between students and teachers.

18. Course Unit Program

1. Introduction to group dynamics
2. Characteristics of teams and groups
3. Studying Teams.
4. Inclusion and identity.
5. Training.
6. Cohesion, development and performance.
7. Structure
8. Influence, Power and Leadership.
9. Team performance and effectiveness: Team development models and teamwork processes
10. Emotionally intelligent teams

19. Assessment Methods

2 written-tests.
1 group work with mandatory presentation in class.

20. Didactic Resources

- Expository method in the presentation of theoretical models
- case studies
- Videos

21. Sustainability Objectives

SDG 4: Quality Education - Develops skills and strengthens human capital
SDG 8: Decent Work and Economic Growth - Promotes collaborative learning environments and effective teams in the workplace

22. Keywords

Teams
Group Dynamics
Negotiation
Conflicts
Teambuilding

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23. Main Bibliography

Author(s):	Forsyth, D.		
Title:	Group dynamics		
Edition:	7 th	Year:	2014
Local:	NY		
Publisher:	Thomson		

Author(s):	Eduardo Salas, Ramón Rico, Jonathan Passmore (Eds.)		
Title:	The Wiley Blackwell Handbook of the Psychology of Team Working and Collaborative Processes		
Edition:	1	Year:	2017
Local:	UK		
Publisher:	John Wiley & Sons Ltd.		

Author(s):	E. Salas, S. I. Tannenbaum, D. Cohen, & G.Latham (Eds.)		
Title:	Developing and enhancing high-performance teams:		
Edition:	1ª	Year:	2015
Local:	NY		
Publisher:	Jossey-Bass.		

24. Complementary Bibliography

Author(s):	Cunha, M; Rego, A, Mota Rego, T.		
Title:	Super equipas		
Edition:	2	Year:	2018
Local:	Lisboa		
Publisher:	Actual		

Author(s):	Argote, L & . Levine J.M.		
Title:	The Oxford Handbook of Group and Organizational Learning		
Edition:	1ª	Year:	2017
Local:	NY		
Publisher:	Oxford University Press		

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Ficha técnica MIP / MIP Datasheet	
Título / Title	Course Unit Program 'GESTÃO DE EQUIPAS, CONFLITO E NEGOCIAÇÃO': Academic Year 2025/2026
Autor / Author	Prof. Doutora MARIA MANUELA MARQUES FAIA CORREIA
Classificação / Classification	-
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Colaborador(es) / Colaborator(s)	-
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