

## EQF/MQF LEVEL 6

# Award in Driving Results through Emotional Intelligence and Negotiation Skills

LW/SC/09

**Contact Hours:** 10

**Placement Hours:** -

**Self Study Hours:** 30

**Assessment Hours:** 10

**Total Learning Hours:** 50

### COURSE DESCRIPTION

The aim of this course is to provide students with an understanding of how relationships at work are managed by applying interpersonal skills. The concept of emotional intelligence will be explained. In addition, students will be exposed to the importance of teamwork and how to build effectively working teams. Finally, learners will be exposed also to the skills and art of negotiation.

**DURATION:** 4 weeks

**CREDIT VALUE:** 2 ECTS

**MODE OF TRAINING:** The course delivers most of its contact hours online, comprising 80% of the sessions, while the remaining 20% are held face-to-face.

**ASSESSMENT:** 100% Assignment based

### LEARNING OUTCOMES

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

- Manage relationships at work effectively
- Apply emotional intelligence in a workplace setting
- Build and motivate working teams
- Negotiate better deals and agreements

### TARGET CANDIDATES

This course is ideal for professionals looking to enhance their effectiveness in managing workplace relationships through emotional intelligence and negotiation skills. It targets individuals seeking to improve interpersonal

skills, build cohesive teams, and navigate negotiations successfully. Suitable for those in leadership, management, or team-based roles, this course provides practical insights into fostering collaboration, understanding emotional intelligence, and mastering negotiation techniques.

### LECTURERS:

Ms Myra Pearson

Ms Sandra Hermitage

### ENTRY REQUIREMENTS

Candidates must be 18 years of age and are in possession either of:

- A relevant MQF Level 5 accredited award or;
- At least 5-years' work experience and 3 years experience in a management position and a relevant MQF Level 4 accredited award.
- In addition, candidates must be able to communicate proficiently in English.

### FUNDING

Applicants may get up to 70% of the fee back through the Get Qualified Scheme.

### PART-TIME

Lectures are held twice a week in the afternoon on a part-time basis.