

- Faculté de droit
- [www.unine.ch/droit](http://www.unine.ch/droit)

### Introduction to Management (4DR2367)

| Filières concernées      | Nombre d'heures    | Validation      | Crédits ECTS |
|--------------------------|--------------------|-----------------|--------------|
| <b>Bachelor en droit</b> | <b>Cours: 2 ph</b> | Voir ci-dessous | 3            |

ph=période hebdomadaire, pg=période globale, j=jour, dj=demi-jour, h=heure, min=minute

#### Période d'enseignement:

- Semestre Printemps

#### Equipe enseignante

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#### Contenu

"Management is, above all, a practice where art, science, and craft meet."  
– Henry Mintzberg

The course aims at providing students with the understanding of the fundamental concepts related to successful management practice in an international and multicultural business environment.

It presents individual and group processes involved in management-employee relationships; deals with leadership, group dynamics, communications, motivation, morale, power, conflict management, and job design. It includes an analysis of modern concepts of participatory management, organizational culture and business development.

From a practical perspective, the students will personally experience elements of the managerial process in the course case analyses, simulation exercises, managerial role plays, and interactive class discussions.

This course will aim to build a bridge between modern management theory and international business practice. The analysis of the course concepts will be performed in the context of multicultural teams and internationalization of business affairs.

The major components of this course are as follows:

- Introduction to contemporary management theory and its implications for the legal profession;
- Key competencies of legal managers ;
- Managing individual differences;
- Recruitment and selection;
- Leadership models;
- Organizational structure;
- Sources of managerial power;
- Perception and impression management;
- Managing workplace conflicts;
- Introduction to negotiation;
- Internal and external communication;
- Motivating employees;
- Management of organizational culture.

#### Forme de l'évaluation

Oral exam (15 minutes) during exam session

Rattrapage: Oral exam (15 minutes)

Important: notes, texts, books and other documentation, as well as computers, connected phones and other connected electronic devices are not allowed in the examination.

In case of violation of these rules, these items will be removed and the exam will be considered void.

#### Documentation

- Faculté de droit
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### **Introduction to Management (4DR2367)**

- Obligatory book: Negotiation Booster. The Ultimate Self-Empowerment Guide to High Impact Negotiations. Author: Kasia Jagodzinska  
Available at Payot, Amazon, Business Expert Press website  
<https://www.businessexpertpress.com/books/negotiation-booster-the-ultimate-self-empowerment-guide-to-high-impact-negotiations/>
- Cases - Harvard Business Review (provided on Moodle by the Professor)
- Other articles and materials assigned by the Professor

#### **Pré-requis**

None

#### **Forme de l'enseignement**

Theory, examples and practical exercises, simulation games, mock negotiations, class discussions.

#### **Objectifs d'apprentissage**

Au terme de la formation l'étudiant-e doit être capable de :

- Convaincre
- Evaluer
- Décider
- Analyser

#### **Compétences transférables**

- Appliquer ses connaissances à des situations concrètes
- Promouvoir l'esprit d'entreprise et développer la curiosité intellectuelle