

Discipline name	Interpersonal and Group Communication
Profile	Electronics and Telecommunications Engineering
Specialization	Telecommunications Technologies and Systems
Code	51323109
Course leader	Assoc.Prof. Marinela Granescu, Ph.D. - granescu@lang.utcluj.ro
Collaborators	Octaviana.Albu – octaviana.albu@lang.utcluj.ro
Department	Foreign Languages
Faculty	Machine Building Technology

Sem.	Course type	Lecture			Applications			Indiv. study	TOTAL	Credit	Assessment		
		[hrs / wk.]			[hrs/ sem.]								
			S	L	P		S					L	P
4	Speciality	-	-	-	-	14	-	-	-	31	45	1.5	Coloq.

Acquired competences :												
Communication related knowledge enabling individuals interfere and participate in social and professional life. Possessing skills enables a proper behaviour according to context and norms.												
Acquired skills (what the student is able to do):												
After the course the students will be able to:												
<ul style="list-style-type: none"> - select verbal and nonverbal behaviours proper for a specific interaction, - alter their communicational behaviours, towards more adaptive and flexible achievements, - select a correct message as form and content, complying with the purpose and context of communication, - interpret nonverbal communication, - be more efficient in communication. 												
Acquired abilities:												
<ul style="list-style-type: none"> - identify and assess a communication situation, - be aware of their own behaviour during communication, - adapt easier to varied attitudes and interactions - work better in groups and understand group dynamics factors 												

Pre-requisites												
General communication, communication in foreign languages (year 1)												

A. Course content												
1	Interpersonal communication – the situation of communication, interlocutor typology, behaviours, interaction analysis.											
2	Nonverbal communication –functions and drawbacks. Proxemics.											
3	Persuasive communication. To bring arguments and persuade. Steps in persuasion.											
4	Group communication. Norms and conformance. Leaderships and roles assumed in the group.											
5	Group development toward teams. Optimising interactions within the group. Organisational culture.											
6	Oral managerial communication : negotiation, mediation, presentation in front of an audience.											
7	Written managerial communication: notes, reports, letters, business plan.											

B1. Applications – NO						
B2. Lecture room P01, A 41						
C. Individual study (reference study contents, synthesis materials, projects, applications etc.)						
Study of the references on interpersonal interaction, group interaction, cooperation and communication in group, negotiation of roles						
Study of the references on project elaboration.						
The project will be made in groups of 5, maximum 6 students						
Writing an individual report on the interaction, behaviours, attitudes found during group work						
Individual study structure	Course study	Problem solving, laboratory, project	Applications preparation	Examination time	Additional reference study	Total no. of individual study hours
Hours	14	-	12	2	3	31

References (Textbooks, courses, laboratory manual, exercise book)

1. Ioani, M., Vlaicu, R., Grănescu M., *Tehnici de comunicare pentru tinerii ingineri*, UTPres, Cluj-Napoca, 2002 (80 buc)
În alte biblioteci
2. Abric, J.-C., *Psihologia comunicării*, Editura Polirom, Iași, 2002
3. Ailes, R., Kraushar, J., *You are the message*, Doubleday, NewYork, 1995
4. Charles, R. et Williame, C., *La communication orale*, Nathan, Paris, 1994
5. Chiru, I., *Comunicarea interpersonală*, Editura Tritonic, București, 2003
6. Lohisse, J., *Comunicarea. De la transmitera mecanică la interacțiune*, Editura Polirom, Iași, 2002
7. Neculau, A., *Dinamica grupului și a echipei*, Editura Polirom, Iași, 2007
8. Pânișoară, I.-O., *Comunicarea eficientă*, Editura Polirom, Iași, 2004
9. Prutianu, St., *Manual de comunicare și negociere în afaceri*, Editura Polirom, Iași, 2000
10. Regester, M., Larkin, J., *Managementul crizelor și al situațiilor de risc*, Editura Comunicare.ro, București, 2003

Final evaluation

Evaluation method	The multiple choice test and the project made in groups of maximum six students will be the basic of the exam. Individually, undergraduates will present a report concerning the communication aspects found during working together on the project.
Mark components	Multiple choice test, project, report (T, P, R)
Mark computation	T=0,5+0,2 P+0,3 R;

Course leader,

Assoc.Prof. Marinela Granescu, Ph.D.