Course Number	NURS 767
Course Title	Collaboration, Communication & Negotiation for the Nurse Leader
Course Credits	2
Prerequisites	Admission to the DNP program and NURS 788 DNP Project: Planning for Change
Faculty Response Time	For e-mails sent to me Monday through Friday 8-4 pm, I will respond within 24 hours. For e-mails sent to me on weekends and holidays, expect a response by the next business day.

Course Description

The utilization of collaboration, communication and negotiation for implementation of practice models, peer review, practice guidelines, health policy, standards of care, and other scholarly products.

Required Texts

American Psychological Association. (2009). *Publication manual of the American Psychological Association* (6th ed.). Washington, DC: Author

Dreher, H.M. & Glasgow, M.E. (2016). *Role Development for Doctoral Advanced Nursing Practice (2nd ed)*. New York: Springer.

Zaccagnini, M. & White, K. (2017). *The Doctor of Nursing Practice Essentials, 3rd ed*. Sudbury, MA: Jones and Bartlett.

Learning Objectives

DNP Program Objectives	NUR 767 Course Objectives
1. Provide advanced nursing care to improve patient and population health care outcomes in	7. Apply collaboration, communication, and negotiation skills to the refinement of the selected DNP project.

various direct and indirect settings.	
2. Take leadership roles in the analysis, delivery and management of nursing care and health care systems.	1. Affect change through effective communication, collaboration, and negotiation strategies to improve patient outcomes in diverse populations. 3. Evaluate successful negotiation tactics. 4. Lead interprofessional teams in the analysis of complex practice and organization issues. 6. Create change in health care and complex health care delivery systems by using consultative and leadership skills with interprofessional teams.
3. Provide evidence-based practice through the application of analytical methods, information systems technology, and clinical research.	3. Evaluate successful negotiation tactics. 5. Develop practice models, peer review, practice guidelines, health policy, standards of care, and other scholarly products through effective communication and collaboration skills.
4. Collaborate with inter-professional teams to meet the healthcare needs of culturally and ethnically diverse individuals and populations.	1. Affect change through effective communication, collaboration, and negotiation strategies to improve patient outcomes in diverse populations. 2. Evaluate personal communication and leadership style to enhance collaboration and negotiation skills. 3. Evaluate successful negotiation tactics. 4. Lead interprofessional teams in the analysis of complex practice and organization issues.

Topic Outline

Module 1
Role theory
Role strain
The profession

Module 2
Leadership as communication

Module 3
Negotiation & conflict
Module 4
Interprofessional collaboration in advanced practice nursing and the health care system

Module 5
DNP Project

Evaluation Methods

- The course is worth a possible 100 points.
- The course is structured into 5 learning modules. Modules 1, 2 and 4 require that you complete a written assignment that is to be turned into the assignment area. This assignment is called the INRAP (INtegration, Reflection, and Application to Practice). It is described in the following section along with the possible points for each.
- Please note that Modules 1, 2, and 4 are individual and do not require engagement or postings with your fellow students. However, dialogue at all times is encouraged and a Student-to Student discussion area is set up for that. I have put module start dates on the course calendar that include due dates for the INRAP assignments.
- *Module 3 does not have an INRAP. Instead, you will submit an assignment to the assignment area called "Advancing a Professional Communication Model for Practice". It is one that really requires you to tap into your creative side.* See the following section for details and possible points. In addition to submitting the assignment in the assignment area, you must also post a picture of your model with the legend to the module 3 discussion area. Then, look at what your peers have posted and provide comment back to a few of them. This commenting to one another is not part of any grade but intended as a way of staying connected and a way to show support of your peers.
- Also during Module 3, there is a small group, synchronous, *Listening in the Community Conversation* phone call that will occur. For the purposes of this, you have already been randomly assigned to a small group. You must work with your group from the very beginning of the semester in order to schedule the call. This conference call provides an opportunity to learn and share challenging issues that are or have been a source of conflict in your current or former workplace. Please immediately review the Listening in the Community Conversation rubric in the Let's Get Started area. It gives more detail on this assignment and submitting contact information to me (I will be initiating the group conference call). Also, please check the course calendar right now-it has the first due date of the semester- that is when your small group information table is due to me (that table is explained in the rubric just mentioned). I will be initialing each call. It is the only small group, synchronous activity in this course and your full participation in this 1 hour call is expected. I will also send more information to each group on what we will be talking about and the format for the call. For now, please focus on designating one group member to collect and submit the table information and for a member to complete the Doodle scheduling link (being sent to you by e-mail) on behalf of the group. Note: we may do this small call via an online video meeting, or the group phone call. I will schedule whichever one the small group wants.
- Module 5 does not require an INRAP. However, you will complete an assignment for posting in the Module 5 discussion area. It is called the DNP Project Persuasion Presentation. It is described below. It also requires your creativity in communicating your DNP project idea in a way that informs and persuades. You will also be commenting on the posting of others.
- To assist your planning, please refer to the course calendar for due dates.
- Detailed grading rubrics for the INRAP, Advancing a Professional Communication Model for Practice, the Listening in the Community Conversation small group call and the DNP Project Persuasion Presentation are up in the Let's Get Started area.
- NOTE: The due time for all assignments is no later than 11:59 pm (PST).

- NOTE: Failure to not submit any of the assignments prior to the end of the semester will result in a 0 score for that assignment.
- NOTE: you must complete and submit the group information (contact information table and Doodle link) and fully participate in the small group call in order to receive the points for the assignment.

Evaluation Assignments

Assignment	Number to Complete During Semester	Points for Each	Total Points
INRAP (INtegration, Reflection, Application) This assignment is a way for you to demonstrate what you understand and take away from the content in each learning module. As you go through the module content, you begin to integrate it into your thinking as you reflect on how it does or may apply to you as a nurse and, going forward, as a DNP. Each INRAP is a narrative. A detailed rubric to evaluate the INRAPs has been created and is located in the Let's Get Started area.	Module 1: 1 Module 2: 1 Module 4: 1	10 10 10	30
Listening in Community Conversation This is 1 hour, synchronous call that occurs one time during the semester within the small group you have been randomly assigned to. In order to the points for this activity, you must complete and submit the contact information table, complete the Doodle scheduling link, attend the call and participate fully. A further description of prep for the call and call focus will be sent to your group at least 2-3 weeks prior to the call. It is important to dialogue now with your group and determine who will complete and submit the table and who will be responsible for completing the Doodle link, once the group has decided which dates/times work for all.	1	10	10
Advancing a Professional Model for Communication in Practice This assignment involves a professional paper in which you bring together your views and learning regarding communication. The paper provides an opportunity to you to depict your views in a model that you develop. The model is explained in the narrative portion of the paper. A detailed rubric to evaluate the assignment has been created and is located in the Let's Get Started area.	1	40	40
DNP Project Persuasion Presentation This assignment occurs during module 5. You will actually be "pitching" your DNP project to your peers via the development of short communication. This needs to be creative and	1	20	20

descriptive in fewer than 5 minutes. It can be delivered in the module via a short video (such as a YouTube) you create, an audio file (such as a mp3) with corresponding power points, Camtasia, Jing, Captivate or other creative media. It requires you to do some serious thinking about what it is that you want to do in your project. You will also view, comment and vote on the postings of your peers. A detailed rubric to evaluate this assignment has been created and is located in the Let's Get Started area.			
Total points for the course = 100			

Grading Scale

The course grading scale follows the approved scale of the School of Nursing. As per School of Nursing policy, there is no rounding (up or down) or scores; thus, a grade of 89.99% will be recorded as 89%. A minimum of a "B" grade (83%) is required to satisfactorily complete the course.

A	93-100	B-	80-82	D+	68-69
A-	90-92	C+	78-79	D	63-67
B+	88-89	C	75-77	D-	60-62
B	83-87	C-	70-74	F	Below 59

Expectations for Students

In order to stay engaged, receive course updates, and generally get the most out of the course, you are encouraged to login every day.

I encourage connection and engagement with your peers as you progress in the course. For this purpose, the Learning in the Community Conversations will be synchronous, as described above. In addition, open discussion areas are provided in the Discussion area and the Chat room can be accessed at any time. Please feel free to generate and participate with your peers on the very important issues surrounding communication, collaboration, and conflict engagement.

Master our learning management system, Canvas. If you have any technical questions, contact the IT help desk at 702-895-0777. Phone support is available from 7am – 11pm, seven days a week, including holidays. You may leave voice mails 24 hours a day or submit help requests at ithelp@unlv.edu.

Check out the Office of Online Education's website for helpful information. It offers tips on using Canvas and for thriving as an online student.

Please follow all Netiquette rules to assure respectful, inclusive communication in the course.

SON and UNLV Policies

Academic Misconduct

Academic integrity is a legitimate concern for every member of the Campus community: we all share in upholding the fundamental values of honesty, trust, respect, fairness, responsibility, and professionalism. By choosing to join the UNLV community, students accept the expectations of

the Student Academic Misconduct Policy, and are encouraged to always take the ethical path whenever faced with choices. Students enrolling at UNLV assume the obligation to conduct themselves in a manner compatible with UNLV's educational mission. An example of academic misconduct is plagiarism. Plagiarism is using the words or ideas of another person, from the Internet or any other source without proper citation of the sources. See the Student Conduct Code, https://www.unlv.edu/studentconduct/student-conduct.

Auditing Classes

Auditing a course allows a student to continue attending the lectures and/or laboratories and discussion sessions associated with the course, but the student will not earn a grade for any component of the course. Students who audit a course receive the same educational experience as students taking the course for a grade, but will be excused from exams, assessments, and other evaluative measures that serve the primary purpose of assigning a grade.

Classroom Conduct

Students have a responsibility to conduct themselves in class and in the libraries in ways that do not interfere with the rights of other students to learn or of instructors to teach. Use of electronic devices such as pagers, cellular phones, or recording devices, or potentially disruptive devices or activities, are only permitted with the prior explicit consent of the instructor. The instructor may rescind permission at any time during the class. If a student does not comply with established requirements or obstructs the functioning of the class, the instructor may initiate an administrative drop of the student from the course.

Copyright

The University requires all members of the University Community to familiarize themselves with, and to follow copyright and fair use requirements. You are individually and solely responsible for violations of copyright and fair use laws. The University will neither protect nor defend you, nor assume any responsibility for employee or student violations of fair use laws. Violations of copyright laws could subject you to federal and state civil penalties and criminal liability, as well as disciplinary action under University policies. Additional copyright policy information is available at http://www.unlv.edu/provost/copyright.

Disability Resource Center (DRC)

The UNLV Disability Resources Center (SSC-A, Room 143, https://www.unlv.edu/drc, 702-895-0866) provides resources for students with disabilities. Students who believe that they may need academic accommodations due to injury, disability, or due to pregnancy should contact the DRC as early as possible in the academic term. A Disabilities Specialist will discuss what options may be available to you. If you are registered with the UNLV Disability Resource Center, bring your Academic Accommodation Plan from the DRC to the instructor during office hours, so that you

may work together to develop strategies for implementing the accommodations to meet both your needs and the requirements of the course. Any information you provide is private and will be treated as such. To maintain the confidentiality of your request, please do not approach the instructor in front of others to discuss your accommodation needs.

Final Examinations
The University requires that final exams given at the end of a course occur on the date and at the time specified in the Final Exam schedule. The general schedule is typically available at the start of the semester and the classroom locations are available approximately one month before the end of the semester. See the Final Exam Schedule, https://www.unlv.edu/registrar/calendars.

Identity Verification in Online Courses
All UNLV students must use their Campus-issued ACE ID and password to log in to WebCampus.

UNLV students enrolled in online or hybrid courses are expected to read and adhere to the Student Academic Misconduct Policy, https://www.unlv.edu/studentconduct/misconduct/policy. Which defines, "acting or attempting to act as a substitute for another, or using or attempting to use a substitute, in any academic evaluation or assignment" as a form of academic misconduct. Intentionally sharing ACE login credentials with another person may be considered an attempt to use a substitute and could result in investigation and sanctions, as outlined in the Student Academic Misconduct Policy.

UNLV students enrolled in online courses are also expected to read and adhere to the Acceptable Use of Computing and Information Technology Resources Policy, https://www.it.unlv.edu/policies/acceptable-use-computing-and-information-technology-resources-policy, which prohibits sharing university accounts with other persons without authorization.

To the greatest extent possible, all graded assignments and assessments in UNLV online courses should be hosted in WebCampus or another UNLV-managed platform that requires ACE login credentials for access.

Incomplete Grades
The grade of "I" (Incomplete) may be granted when a student has satisfactorily completed three-fourths of course work for that semester/session, but cannot complete the last part of the course for reason(s) beyond he student's control and acceptable to the instructor, and the instructor believes that the student can finish the course without repeating it. For undergraduate courses, the incomplete work must be made up before the end of the following regular semester. Graduate students receiving "I" grades in 500-, 600-, or 700-level courses have up to one calendar year to complete the work, at the discretion of the instructor. If course requirements are not completed within the period indicated, a grade of "F" will be recorded, and the student's GPA will be adjusted accordingly. Students who are fulfilling an Incomplete grade do not register for the course, but make individual arrangements with the instructor who assigned the "I" grade.

Library Resources
Librarians are available to consult with students on research needs, including developing research topics, finding information, and evaluating sources. To make an appointment with a subject expert for this class, please visit the Libraries' Research Consultation website: http://guides.libary.unlv.edu/appointments/librarian. You can also ask the library staff questions via chat and text message at: http://ask.library.unlv.edu/.

Missed Classwork
Any student missing class, quizzes, examinations, or any other class or laboratory work because of observance of religious holidays will be given an opportunity during that semester to make up the missed work. The make-up opportunity will apply to the religious holiday absence only. It is the responsibility of the student to notify the instructor within the first 14 calendar days of the course for Fall and Spring courses (except modular courses), or within the first 7 calendar days of the course for Summer and modular courses, of their intention to participate in religious holidays which do not fall on state holidays or periods of class recess. For additional information, please visit the Policy for Missed Work, under Registration Policies, on the Academic Policies webpage, https://catalog.unlv.edu/content.php?catoid=6&navoid=531.

In accordance with the policy approved by the Faculty Senate regarding missed class time and assignments, students who represent UNLV in any official extracurricular activity will also have the opportunity to make up assignments, provided that the student provides official written notification to the instructor no less than one week prior to the missed class(es).

The spirit and intent of the policy for missed classwork is to offer fair and equitable assessment opportunities to all students, including those representing the University in extracurricular activities. Instructors should consider, for example, that in courses which offer a "Drop one" option for the lowest assignment, quiz, or exam, assigning the student a grade of zero for an excused absence for extracurricular activity is both contrary to the intent of the Faculty Senate's policy, and an infringement on the student's right to complete all course work for the course.

The policy will not apply in the event that completing the assignment or administering the examination at an alternate time would impose an undue hardship on the instructor or the University that could reasonably have been avoided. There should be a good faith effort by both the instructor and the student to agree to a reasonable resolution. When disagreements regarding this policy arise, decisions can be appealed the Department Chair/Unit Director, College/School Dean, and/or the Faculty Senate Academic Standards Committee.

For purposes of definition, extracurricular activities may include, but are not limited to: fine arts activities, competitive intercollegiate athletics, science and engineering competitions, liberal arts competition. Academic recruitment activities, and any other event or activity sanctioned by a College/School Dean, and/or by the Executive Vice President and Provost.

Rebelmail

Rebelmail is UNLV's official email system for students, and by University policy, instructors and staff should only send emails to students' Rebelmail accounts. Rebelmail is one of the primary ways students receive official University communications, information about deadlines, major Campus events, and announcements. All UNLV students receive a Rebelmail account after they have been admitted to the University. Emailing within WebCampus is also acceptable.

Tutoring and Coaching
The Academic Success Center (ASC) provides tutoring, academic success coaching, and other academic assistance for all UNLV undergraduate students. For information regarding tutoring subjects, tutoring times, and other ASC programs and services, please visit the ASC website, https://www.unlv.edu/asc, or call 702-895-3177. The ASC building is located across from the Student Services Complex (SSC). Academic success coaching is located on the second floor of SSC A, Room 254. Drop-in tutoring is located on the second floor of the Lied Library and on the second floor of the College of Engineering building (TBE A 207).

UNLV Writing Center
One-on-one or small group assistance with writing is available free of charge to UNLV students at the Writing Center, https://writingcenter.unlv.edu/, located in the Central Desert Complex, Building 3, Room 301 (CDC 3-301). Walk-in consultations are sometimes available, but students with appointments in person or by calling the Center, 702-895-3908. Students are requested to bring to their appointments their Rebel ID Card, a copy of the instructions for their assignment, and two copies of any writing they have completed on their assignment.
UNLV School of Nursing

Evaluation of Instruction Questions
Delivered on-line by the UNLV Evaluation & Assessment Center

This course increased my knowledge.
The course provided sufficient opportunity for me to learn.
The course challenged me intellectually.
The instructor made a significant impact on my understanding of course content.
THE COURSE OBJECTIVES WERE CLEAR.
MY GRADES ADEQUATELY REFLECTED THE QUALITY OF MY PERFORMANCE IN THIS COURSE.
THE INSTRUCTOR'S EXPECTATIONS FOR ASSIGNMENTS WERE CLEAR.
THE INSTRUCTOR'S ASSESSMENTS REFLECTED WHAT WAS COVERED IN THE COURSE.
The instructor was well prepared for each session.
The instructor's explanations were clear.
The instructor was concerned with whether or not the students learned the material.
The instructor was available for consultation with students.
Key-- color or font: *Learning Ratings*   ASSESSMENT RATINGS   Instruction Ratings

Please note that all policies from the Graduate Catalogue and the MSN and DNP Student Handbooks also apply.

UNIVERSITY POLICIES

Academic Misconduct—Academic integrity is a legitimate concern for every member of the campus community; all share in upholding the fundamental values of honesty, trust, respect, fairness, responsibility, and professionalism. By choosing to join the UNLV community, students accept the expectations of the Student Academic Misconduct Policy and are encouraged when faced with choices to always take the ethical path. Students enrolling at UNLV assume the obligation to conduct themselves in a manner compatible with UNLV's function as an educational institution. An example of academic misconduct is plagiarism. Plagiarism is using the words or ideas of another, from the Internet or any source, without proper citation of the sources. See the *Student Academic Misconduct Policy* (approved December 9, 2005) located at: https://www.unlv.edu/studentconduct/student-conduct.

Classroom Conduct—Students have a responsibility to conduct themselves in class and in the libraries in ways that do not interfere with the rights of other students to learn or of instructors to teach. Use of electronic devices such as pagers, cellular phones, or recording devices, or potentially disruptive devices or activities, are permitted only with the prior explicit consent of the instructor. The instructor may rescind permission at any time during the class. If a student does not comply with established requirements or obstructs the functioning of the class, the instructor may initiate an administrative drop.

Classroom Surveillance—Nevada Revised Statutes (State Law) 396.970   Surreptitious electronic surveillance on campus; exceptions. [Effective January 1, 2017.]
1.   Except as otherwise provided in subsection 2, it is unlawful for a person to engage in any kind of surreptitious electronic surveillance on a campus of the System without the knowledge of the person being observed.
**   2.   Subsection 1 does not apply to any electronic surveillance:**
**   (a) Authorized by a court order issued to a public officer, based upon a showing of probable cause to believe that criminal activity is occurring on the property under surveillance;**
**   (b) By a law enforcement agency pursuant to a criminal investigation;**
**   (c) By a peace officer pursuant to NRS 289.830;**
**   (d) By a uniformed peace officer of the Nevada Highway Patrol Division of the Department of Public Safety pursuant to NRS 480.365;**
**   (e) Which is necessary as part of a system of security used to protect and ensure the safety of persons on the campus; or**
**   (f) Of a class or laboratory when authorized by the teacher of the class or laboratory.**
**   (Added to NRS by 1993, 2138; A 2015, 575, 3668, effective January 1, 2017)**

Copyright—The University requires all members of the University Community to familiarize themselves with and to follow copyright and fair use requirements. You are individually and solely responsible for violations of copyright and fair use laws. The university will neither protect nor defend you, nor assume any responsibility for employee or student violations of fair use laws. Violations of copyright laws could subject you to federal and state civil penalties and criminal liability, as well as disciplinary action under University policies. Additional information can be found at: http://www.unlv.edu/provost/copyright.

Disability Resource Center (DRC)—The UNLV Disability Resource Center (SSC-A 143, http://drc.unlv.edu/, 702-895-0866) provides resources for students with disabilities. If you feel that you have a disability, please make an appointment with a Disabilities Specialist at the DRC

to discuss what options may be available to you. If you are registered with the UNLV Disability Resource Center, bring your Academic Accommodation Plan from the DRC to the instructor during office hours so that you may work together to develop strategies for implementing the accommodations to meet both your needs and the requirements of the course. Any information you provide is private and will be treated as such. To maintain the confidentiality of your request, please do not approach the instructor in front of others to discuss your accommodation needs.

Final Examinations—The University requires that final exams given at the end of a course occur at the time and on the day specified in the final exam schedule. See the schedule at: http://www.unlv.edu/registrar/calendars.

Incomplete Grades—The grade of I—Incomplete—can be granted when a student has satisfactorily completed three-fourths of course work for that semester/session but for reason(s) beyond the student's control, and acceptable to the instructor, cannot complete the last part of the course, and the instructor believes that the student can finish the course without repeating it. The incomplete work must be made up before the end of the following regular semester for undergraduate courses. Graduate students receiving "I" grades in 500-, 600-, or 700-level courses have up to one calendar year to complete the work, at the discretion of the instructor. If course requirements are not completed within the time indicated, a grade of F will be recorded and the GPA will be adjusted accordingly. Students who are fulfilling an Incomplete do not register for the course but make individual arrangements with the instructor who assigned the I grade.

Library Resources—Students may consult with a librarian on research needs. Subject librarians for various classes can be found here: https://www.library.unlv.edu/contact/librarians_by_subject. UNLV Libraries provides resources to support students' access to information. Discovery, access, and use of information are vital skills for academic work and for successful post-college life. Access library resources and ask questions at https://www.library.unlv.edu/.

Rebelmail—By policy, faculty and staff should e-mail students' Rebelmail accounts only. Rebelmail is UNLV's official e-mail system for students. It is one of the primary ways students receive official university communication such as information about deadlines, major campus events, and announcements. All UNLV students receive a Rebelmail account after they have been admitted to the university. Students' e-mail prefixes are listed on class rosters. The suffix is always @unlv.nevada.edu. Emailing within Canvass is acceptable.

Religious Holidays Policy—Any student missing class quizzes, examinations, or any other class or lab work because of observance of religious holidays shall be given an opportunity during that semester to make up missed work. The make-up will apply to the religious holiday absence only. It shall be the responsibility of the student to notify the instructor within the first 14 calendar days of the course for fall and spring courses (excepting modular courses), or within the first 7 calendar days of the course for summer and modular courses, of his or her intention to participate in religious holidays which do not fall on state holidays or periods of class recess. For additional information, please visit: http://catalog.unlv.edu/content.php?catoid=6&navoid=531.

Transparency in Learning and Teaching—The University encourages students to use a transparency template to discuss with their instructors how assignments and course activities

benefit student success: **https://www.unlv.edu/sites/default/files/page_files/27/TILT-Framework-Students.pdf**.

Tutoring and Coaching—The Academic Success Center (ASC) provides tutoring, academic success coaching and other academic assistance for all UNLV undergraduate students. For information regarding tutoring subjects, tutoring times, and other ASC programs and services, visit http://www.unlv.edu/asc or call 702-895-3177. The ASC building is located across from the Student Services Complex (SSC). Academic success coaching is located on the second floor of SSC A (ASC Coaching Spot). Drop-in tutoring is located on the second floor of the Lied Library and College of Engineering TBE second floor.

UNLV Writing Center—One-on-one or small group assistance with writing is available free of charge to UNLV students at the Writing Center, located in CDC-3-301. Although walk-in consultations are sometimes available, students with appointments will receive priority assistance. Appointments may be made in person or by calling 702-895-3908. The student's Rebel ID Card, a copy of the assignment (if possible), and two copies of any writing to be reviewed are requested for the consultation. More information can be found at: http://writingcenter.unlv.edu/.

Any other class specific information—(e.g., absences, make-up exams, status reporting, extra credit policies, plagiarism/cheating consequences, policy on electronic devices, specialized department or college tutoring programs, bringing children to class, policy on recording classroom lectures, etc.).