

Commissioning and Negotiation

Module Code:	LEM7008-A
Academic Year:	2018-19
Credit Rating:	10
School:	School of Nursing and Healthcare Leadership
Subject Area:	Leadership and Management (Health)
FHEQ Level:	FHEQ Level 7 (Masters)
Module Leader:	Dr Julie Prowse

Additional Tutors:

Pre-requisites:

Co-requisites:

Contact Hours

Type	Hours
Tutorials	1
Directed Study	99

Availability Periods

Occurrence	Location/Period
BDA	University of Bradford / Semester 1 (Sep - Jan)
BDA	University of Bradford / Semester 2 (Feb - May)

Module Aims

To provide students with the opportunity to develop a critical understanding of health policy relevant to community pharmacists

Outline Syllabus

Understanding the current policy context of commissioning in the Health and Social care sector.

The new provider marketplace.

Roles and responsibilities of different Commissioning bodies and providers.

Negotiation: principles of negotiation, different approaches to negotiation, planning strategy and tactics, assertive communication, finding a win-win position, Negotiating with different commissioners and other providers.

Module Learning Outcomes

On successful completion of this module, students will be able to...

- 1 a. Critically analyse policies relevant to the work of community pharmacists
- 2 a Critically discuss theories of negotiation and their application in the workplace
- 3 a. Use information technology.
b. Demonstrate effective communication skills
c. Plan to negotiate effectively

Learning, Teaching and Assessment Strategy

Learning outcomes 1a, 2a are developed through use of learning materials and achieved through a series of activities presented via the VLE.

Students will be given the opportunity to discuss and analyse the topics from the module via on-line fora (learning outcomes 3a,3b, 3c).

Extensive use is made of the Virtual Learning Environment to complement learning materials, to support students and includes relevant web-sites and audio files (1a, 2a).

Learning outcomes 1a, 2a, 3a, 3b, 3c will also be addressed using directed student study, this will enable students to develop and expand their knowledge and analytical skills by undertaking guided reading and on-line discussions.

Learning outcomes 1a-3c are assessed via a summative written assessment.

Mode of Assessment

Type	Method	Description	Length	Weighting	Final Assess'
Summative	Coursework	The assessment is a 2000 word assignment on the use of negotiation in the commissioning process	0 hours	100%	Yes

Legacy Code (if applicable)

HH-7007M

Reading List

To view Reading List, please go to [rebus:list](#).