**REPORT # 2**

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| **Name: Hemanth Sakaray Course number: BA50082H418**  **Student ID: 579775** |
| 1. **Courses I Am Taking This Term** – Describe the eight-week online course (course #, course title, & course description) |
| **BA62577 G4 Negotiation and Conflict Resolution**  Negotation and conflict resolution is a process of dealing with various scenarios where either a team member or a whole group discissing various view related to any situation and reaching a common ground.  Negotaion can be defined as two or more parties having a common interest and trying to reach a common groud which is a win-win situation for both the parties. Conflict resolution describes various ways in which conflict are produced any a way to deal withh all the differernt conflict that occur in a organisation. |
| 1. **List Outcomes from Your Eight-Week Course** – List the outcomes (objectives) as written in the course syllabus from the eight-week online course. |
| Throughout my eight weeks NCR helped me in understanding the ways in which a organization functions. Various types of conflicts that can occur in an organization, how to deal with specific type of conflict when they occur in a organization. NCR helped me in effectively having a negotiation with various clients and team members while conflict resolution helped me deal with various conflicts and act as a good leader. |
| 1. **Apply Your Work Experiences to The Course** – Correlate your job responsibilities with the eight-week online course outcomes listed above. |
| NCR played a vital role helping me deal with various conflict that raised within my team. It showed me a better way to deal with conflict. Negotiation helped me in negotiating with clients to get the tasks within the project done, providing them proper feedback and making sure that are the requirements are clearly understood and delivered. It even helped me in understanding the difference between cooperative approach and competitive approach. It gave me a best practice in decision making. |

**Eight-week online course outcomes and correlation of job to the course (total 250 words)**