

5.0 credits	25.0 h	1q
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Teacher(s) :	Demoulin Stéphanie ;
Language :	Français
Place of the course	Louvain-la-Neuve
Main themes :	The aim of this course is to carry out a study from a psycho-sociological viewpoint of industrial bargaining as it is occurs in collective labour relations and industrial disputes, and in negotiations over individual situations within organisations. It will look at such issues as disputes, communications, power, strategy and decision-making, mechanisms involving influence, argumentation and inter-group relations
Aims :	a) To be able to identify the psycho-sociological mechanisms at work in all collective and individual negotiations within organisations. b) To understand what influences negotiators' behaviour and bargaining outcomes. c) To be able to analyse one's own practice in bargaining situations. <i>The contribution of this Teaching Unit to the development and command of the skills and learning outcomes of the programme(s) can be accessed at the end of this sheet, in the section entitled "Programmes/courses offering this Teaching Unit".</i>
Other infos :	The seminar will include work in small groups and in plenary sessions. There will be a special timetable of at least three sessions each lasting four hours. This course forms part of a study programme that takes place in the evenings and on Saturday mornings.
Cycle and year of study :	> Master [60] in Labour Sciences (shift schedule) > Master [120] in Labour sciences (shift schedule) > Master [120] in Human Resources Management > Master [120] in Anthropology
Faculty or entity in charge:	TRAV