


| | | |
|-----------|--------|----|
| 2 credits | 20.0 h | Q1 |
|-----------|--------|----|

| | |
|-----------------------------|--|
| Teacher(s) | Demoulin Stéphanie ; |
| Language : | French |
| Place of the course | Louvain-la-Neuve |
| Main themes | General presentation of theoretical approaches to conflict and negotiation. Familiarization with the perceptive, affective and cognitive processes which can influence conflict and its resolution. Practical work on examining social and psychological mechanisms at play in negotiation situations (dilemma of the prisoner; initial offers; double preoccupation model etc.). |
| Aims | <p>1 Introduction to the notions of conflict and negotiation from a theoretical perspective and practical approach to the social and psychological mechanisms at play in negotiation situations. social and psychological mechanisms at play in negotiation situations.</p> <p>-----</p> <p><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></p> |
| Content | Introduction to the notions of conflict and negotiation from a theoretical perspective and practical approach to the social and psychological mechanisms at play in negotiation situations. social and psychological mechanisms at play in negotiation situations. General presentation of theoretical approaches to conflict and negotiation. Familiarization with the perceptive, affective and cognitive processes which can influence conflict and its resolution. Practical work on examining social and psychological mechanisms at play in negotiation situations (dilemma of the prisoner; initial offers; double preoccupation model etc.). |
| Other infos | Teaching method(s) : Presentations, exercises, discussions. |
| Faculty or entity in charge | PSP |

| Programmes containing this learning unit (UE) | | | | |
|---|---------|---------|--------------|---|
| Program title | Acronym | Credits | Prerequisite | Aims |
| Advanced Master in Risks Management and Well-Being in the Workplace | GRB2MC | 2 | |  |