




5 credits

25.0 h

Q1

Teacher(s)	Demoulin Stéphanie ;
Language :	French
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 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	<p>1 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.</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>
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.
Faculty or entity in charge	TRAV

Programmes containing this learning unit (UE)				
Program title	Acronym	Credits	Prerequisite	Aims
Master [120] in Labour sciences (shift schedule)	TRAV2M	5		
Master [120] in Human Resources Management	GRH2M	5		
Master [120] in Anthropology	ANTR2M	5		
Master [60] in Labour Sciences (shift schedule)	TRAV2M1	5		