



5.00 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 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
Learning outcomes	<p><b>At the end of this learning unit, the student is able to :</b></p> <p>1 a) To be able to identify the psycho-sociological mechanisms at work in all collective and individual negotia-tions 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>
Faculty or entity in charge	TRAV

<b>Programmes containing this learning unit (UE)</b>				
Program title	Acronym	Credits	Prerequisite	Learning outcomes
Master [120] in Human Resources Management	GRH2M	5		
Master [120] in Labour sciences (shift schedule)	TRAV2M	5		
Master [60] in Labour Sciences (shift schedule)	TRAV2M1	5		