




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>
Bibliography	<ul style="list-style-type: none"> • Mooc de psychologie de la négociation, disponible sur www.edx.org <p>Demoulin, S. (2018). Les MOOCies... Négociation. SQRbooks.</p>
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 [60] in Labour Sciences (shift schedule)	TRAV2M1	5		
Master [120] in Anthropology	ANTR2M	5		
Master [120] in Human Resources Management	GRH2M	5		