

2.00 credits

20.0 h

Q1



**This learning unit is not open to incoming exchange students!**

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.).
Learning outcomes	<p><b>At the end of this learning unit, the student is able to :</b></p> <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>
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	<p>The course is given in French.</p> <p>The core reading for the course is in French.</p> <p>The standard exam is a written exam in French. However, international students taking this course:</p> <ul style="list-style-type: none"> <li>• Will be allowed to use a dictionary when taking the written exam in French</li> <li>• Are provided with the opportunity to take the written exam in English (yes / no)</li> </ul>
Faculty or entity in charge	PSP

<b>Programmes containing this learning unit (UE)</b>				
Program title	Acronym	Credits	Prerequisite	Learning outcomes
Advanced Master in Risk Management and Well-Being in the Workplace	GRB2MC	2		