




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>
Other infos	<p>The course is given in French.                  The core reading for the course is in French.                  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	TRAV

<b>Programmes containing this learning unit (UE)</b>				
Program title	Acronym	Credits	Prerequisite	Learning outcomes
Master [120] in Labour sciences (shift schedule)	TRAV2M	5		
Master [60] in Labour Sciences (shift schedule)	TRAV2M1	5		
Master [60] in Management	GEST2M1	5		
Master [120] in Human Resources Management	GRH2M	5		