

University of Pretoria Yearbook 2016

Industrial counselling and group dynamics 700 (BBG 700)

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| Qualification | Postgraduate |
| Faculty | Faculty of Economic and Management Sciences |
| Module credits | 12.00 |
| Programmes | BComHons Human Resources Management |
| Prerequisites | No prerequisites. |
| Contact time | 1 lecture per week |
| Language of tuition | English |
| Academic organisation | Human Resource Management |
| Period of presentation | Semester 1 |

Module content

- Introduction to group dynamics;
- Leadership and group functioning;
- Methods of group decision making;
- Setting of group objectives;
- Occurrence of conflict and controversy in groups;
- Coping with conflict of group interests;
- Group utilisation in problem solving and decision making;
- Group development and socialisation;
- Theory regarding negotiations;
- How to negotiate;
- The characteristics of the negotiator;
- Techniques and strategies in negotiating and
- The negotiation relationship.

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