

# University of Pretoria Yearbook 2016

## Industrial counselling and group dynamics 700 (BBG 700)

<b>Qualification</b>	Postgraduate
<b>Faculty</b>	<a href="#">Faculty of Economic and Management Sciences</a>
<b>Module credits</b>	12.00
<b>Programmes</b>	<a href="#">BComHons Human Resources Management</a>
<b>Prerequisites</b>	No prerequisites.
<b>Contact time</b>	1 lecture per week
<b>Language of tuition</b>	English
<b>Academic organisation</b>	Human Resource Management
<b>Period of presentation</b>	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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