



University of Pretoria Yearbook 2018

Industrial counselling and group dynamics 700 (BBG 700)

Qualification	Postgraduate
Faculty	Faculty of Economic and Management Sciences
Module credits	12.00
Programmes	BComHons Human Resource Management
Prerequisites	No prerequisites.
Contact time	1 lecture per week
Language of tuition	Module is presented in English
Department	Human Resource Management
Period of presentation	Semester 1

Module content

After studying this module, students should be able to recall, understand, evaluate, analyse, synthesise and apply in practice the following general themes:

- 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
- The negotiation relationship

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