

# University of Pretoria Yearbook 2020

## Collective bargaining and negotiation 701 (LAM 701)

<b>Qualification</b>	Postgraduate
<b>Faculty</b>	<a href="#">Faculty of Economic and Management Sciences</a>
<b>Module credits</b>	15.00
<b>Programmes</b>	<a href="#">BComHons Human Resource Management and Labour Relations</a>
<b>Prerequisites</b>	No prerequisites.
<b>Contact time</b>	21 contact hours per semester
<b>Language of tuition</b>	Module is presented in English
<b>Department</b>	Education Management and Policy Studies
<b>Period of presentation</b>	Semester 1 or Semester 2

### Module content

In this module students should know and understand national and international trends and developments pertaining to collective bargaining and negotiation. Students should describe the collective bargaining role players (including trade unions), and what is meant with organised labour. Pertaining to negotiation, know and apply relevant negotiation skills and how to obtain the optimal outcomes in a negotiation situation.

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