



University of Pretoria Yearbook 2016

Industrial counselling and group dynamics 700 (BBG 700)

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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