

**Module description**

Module title	PSY-BA-WPM-08: Industrial and Organisational Psychology
Subject	Industrial and Organisational Psychology
Associated degree	Bachelor of Science (B.Sc.)
Module coordinator	Prof. Dr. Ute Klehe Ute.Klehe@psychol.uni-giessen.de
Frequency and duration	Winter and summer (2 semester course, 1.5h per week)
Language of instruction	German or English
Examination	Presentation or essay
ECTS	10 (for full 2 semester module; partial module = 5)
Prerequisites	Passing grade in the module PSY-BA-PM-13 „Work and Organisational Psychology“
Learning outcomes	Students will learn about <ul style="list-style-type: none"> • theories of influence and communication • fundamental beginner conversational skills such as questioning, summarising, reflecting • intermediate conversational skills with a focus on one of the following: interviews (biographical and situational), model-based coaching (choosing a career, job crafting, etc.), and model-based consultation (change management in organizations, BOM model, etc.)
Module content	<ul style="list-style-type: none"> • Fundamentals of holding a conversation • Feedback conversations • Dealing with difficult conversation partners