

INSTITUTE OF SOCIAL WORK

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P.O. Box 3375
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Dar Es Salaam

INVITATION TO SHORT COURSES

INDUSTRIAL ECONOMY AND MODERN APPROACHES TO LABOUR RELATIONS

The current industrial economy in Tanzania is promoted in the era of a globalised economy and business undertakings which are characterized by stiff competitions. Thus, the Industrial economy in Tanzania necessitates stable obligation of industrial / organizational performance to capture the market demands and to meet customers' satisfaction. Stable Industrial performance requires effective management of diversities in organizations through recommended modern approaches towards realizing the needs of the parties involved. The proposed training programme is designed to impart requisite knowledge and skills to the key players in Industrial / labour relations in Tanzania, particularly government practitioners (Human Resource Officers, Labour Officers), employers and employees and their accredited representatives (Trade Unions) and other people interested in the field. The programme is designed to cover the following themes:

Theme 1: Global Economy and Modern Business Negotiation

- Modern Principles to Negotiation
- Advanced Negotiation skills and Deal making Techniques
- International Business Negotiation Techniques and Tactics

Theme 2: Managing Workplace Conflicts

- Workplace Diversities, Latent Conflicts and Handling Techniques
- Modern Principles and Approaches to Conflict Management
- Contemporary Communication Skills for Competitive Organizational performance
- Business Undertakings and Effective Employee Retention Techniques

Theme : 3 Trade Unions and Industrial Economy in Tanzania

- Opportunities for Workers and Trade unions
- Trade Unions and Decent Work Agenda
- Trade Union and Strategies for Handling Emerging Challenges

EXPECTED OUTCOMES:

- Increased capacity in handling organizational / labour relations matters through modern approaches and Techniques
- Increased harmonious relations and improved productivity in Industrial / work organizations

DATE AND VENUE: 4th to 7th December, 2018 at the Institute of Social Work - Dar es Salaam, TZ.

TRAINING FEE: Tshs. **500,000** per participant (Tanzanian citizen) or **USD 300** (for a non -Tanzanian Citizen). Payments should be in cheque or cash directly deposited to the **Institute of Social Work CRDB Bank account number O1J1013365500**. Please Note: No cash payment is allowed at the Institute. Early confirmation and registration is highly encouraged and appreciated before 26th November 2018. In case of direct deposition of cash, submit a copy of pay in slip (or a scanned copy) to the contact person below. Participants will be offered breakfast and lunch.

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