COMPETENCES AND SKILLS THAT WILL BE ACQUIRED AND LEARNING RESULTS.

At the end of the course participants will be able to

- Understand the challenges raised by an effective and social responsible management of people
- Know how to translate their understanding about effective management of people into policies and practices coherent with the organization strategy
- Critically evaluate the success of PM from multiples perspectives (e.g.: customers, owners, managers and employees)
- Know how to think strategically about the management of people in organizations.
- Know what needs to be done to implement PM policies to achieve competitive advantage through people.
- Understand that some parts of people management are fairly subtle and require deep analysis and some expert knowledge.
- Undertake team based and individual analyses of a range of people management issues and consider informed proposals to address them.

DESCRIPTION OF CONTENTS: PROGRAMME

Topic
Block 1: The HR System
Principles of High Performance Work Systems
The Management of Low Skilled Employees

Block 2: Recruitment and Selection
Hiring Decisions
Managing performance

Block 3: Performance Management
Beliefs and Evidences about Performance Management
Managing performance I
Managing performance II

Block 4: Compensation
Beliefs and Evidences about Compensation
Incentives

Block 5: Training and Development
Drivers of Training Decisions
Promotions

Block 6: Organising HR
HR as a Business Partner
Wrap Up
LEARNING ACTIVITIES AND METHODOLOGY

The course will be based on case studies, readings, some presentations, and, above all, the debate and the exchange
of ideas and experiences. Throughout the course, students will be encouraged to bring their insights and thoughts on
the material assigned into class discussion.

Most issues, cases and problems related to people management do not have one “right” answer, though some
answers are more correct than others. Therefore, being “right” or “wrong” should not be your concern when
participating. It is your viewpoint that is of interest to us. You are expected to critically listen to the contributions of your
fellow students and if you disagree, explain why your viewpoint differs.

Throughout the course, students will be asked to make presentations on the different topics and encouraged to bring
their insights and thoughts on the material assigned into class discussion. Students will be also encouraged to consult
different sources of information (webs, journals, career services, etc.).

A significant part of the course workload will be done within learning teams. Group assignments will include a group
presentation and case studies.

You may contact the instructors at any time

ASSESSMENT SYSTEM

Assessment will be based on a mixture of individual and group work. In determining grades, specific
assignments will be weighted as follows.

ORDINARY CALL

<table>
<thead>
<tr>
<th>Component</th>
<th>Weight</th>
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<tbody>
<tr>
<td>Individual participation</td>
<td>20%</td>
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<tr>
<td>Final exam</td>
<td>50%</td>
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<tr>
<td>Team work</td>
<td>30%</td>
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</tbody>
</table>

Individual participation will be assessed based on the following criteria: the frequency and quality of
students’ interventions, their preparation of the various subjects, and their proactive attitude and
contribution to positive group dynamics.

The individual contribution to the team work will be peer-reviewed and will have an impact on the
individual grades. The specific method to be used will be explained in the first class.

EXTRAORDINARY CALL. The grade will be the better of the two following alternatives:

Alternative 1.

<table>
<thead>
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<th>Weight</th>
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<tbody>
<tr>
<td>Individual participation</td>
<td>20%</td>
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<tr>
<td>Final exam</td>
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<tr>
<td>Team work</td>
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Alternative 2.

<table>
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<tbody>
<tr>
<td>Final exam</td>
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</tr>
</tbody>
</table>

% end-of-term-examination: 50
% of continuous assessment (assignments, laboratory, practicals…): 50

BASIC BIBLIOGRAPHY

- Baron and Kreps Strategic Human Resources, John Wiley & Sons, 1999
- Caligiuri, Lepak & Bonache Managing the Global Workforce, John Wiley & Sons, 2010