



# University of Pretoria Yearbook 2021

## Business management 220 (OBS 220)

<b>Qualification</b>	Undergraduate
<b>Faculty</b>	Faculty of Economic and Management Sciences
<b>Module credits</b>	16.00
<b>NQF Level</b>	06
<b>Programmes</b>	BCom BCom Agribusiness Management BCom Business Management BCom Human Resource Management BCom Informatics Information Systems BCom Law BCom Marketing Management BCom Supply Chain Management BEd Senior Phase and Further Education and Training Teaching BIS Information Science BIT Information Systems BSc Information and Knowledge Systems BConSci Clothing Retail Management BConSci Hospitality Management
<b>Service modules</b>	Faculty of Engineering, Built Environment and Information Technology Faculty of Education Faculty of Natural and Agricultural Sciences
<b>Prerequisites</b>	OBS 114 or 124 with admission to the examination in the other. Students from other Faculties are required to have 50% for Mathematics in Grade 12.
<b>Contact time</b>	3 lectures per week
<b>Language of tuition</b>	Module is presented in English
<b>Department</b>	Business Management
<b>Period of presentation</b>	Semester 2



## Module content

Project management and negotiations:

Introduction Project management concepts; needs identification; the project, the project manager and the project team; types of project organisations; project communication and documentation. Planning and control: planning, scheduling and schedule control of projects; resource considerations and allocations; cost planning and performance evaluation.

Negotiation and collective bargaining: The nature of negotiation; preparation for negotiation; negotiating for purposes of climate creation; persuasive communication; handling conflict and aggression; specialised negotiation and collective bargaining in the South African context.

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