



UNIVERSITEIT VAN PRETORIA  
UNIVERSITY OF PRETORIA  
YUNIBESITHI YA PRETORIA

# **DEPARTMENT OF BUSINESS MANAGEMENT**

**BCom (Hons) Business Management**

**Course Code: 07240072**

**General Information  
2017**

# **BUSINESS MANAGEMENT HONOURS PROGRAMME 2017**

## **Enquiries:**

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## **TABLE OF CONTENTS**

	<b>Page</b>
<b>1. IMPORTANT DATES</b>	<b>4</b>
<b>2. APPLICATION AND ENTRY REQUIREMENTS</b>	<b>4</b>
<b>3. STRUCTURE OF THE PROGRAMME</b>	<b>5</b>
<b>4. LECTURES</b>	<b>5</b>
<b>5. SEMESTER/YEAR MARKS</b>	<b>5</b>
<b>6. EXAMINATION</b>	<b>5</b>
<b>7. COURSE CONTENT - DESCRIPTION OF SUBJECTS</b>	<b>5</b>
<b>8. FINANCIAL SUPPORT</b>	<b>7</b>
<b>9. ASSIGNMENTS, REPORTS, CASE STUDIES AND OTHER ACADEMIC DOCUMENTS</b>	<b>7</b>
<b>10. AVAILABLE POSITIONS</b>	<b>8</b>

## 1. IMPORTANT DATES

- Closing date for international applicants: 31 August 2016
- Closing date for South African applications: 30 September 2016

## 2. APPLICATION AND ENTRY REQUIREMENTS

The Department of Business Management can only admit 40 students into the honours programme per year. As a result, current UP students who comply with the minimum entry requirements will get preference to fill these 40 openings. In particular, the 40 UP students who comply with the minimum entry requirements and who achieved the highest final mark in Strategic Management (OBS 320) will be selected for the programme. If the Department is unable to fill these 40 openings with student from the University of Pretoria, the applications of applicants from other institutions will be considered to fill the remaining openings. In such an event, these external applicants will be required to write an entrance examination.

If you are interested in applying of the honours programme, you can do so by completing the online application form available on the web at [www.up.ac.za](http://www.up.ac.za). If you experience difficulty in completing the form, you are welcome to contact Ms Mokhehle on (012) 420 3543 or the Client Service Centre on (012) 420 3111.

Applicants have to comply with the following minimum admission requirements:

- A BCom degree with **Accounting, Economics, Statistics and Business Management on a first year level**.
- **Strategic Management** on third year level with a final mark of at least **60%**.

**A complete, certified academic record must accompany ALL applications. Applicants from other Universities must provide the University with sufficient proof to determine whether they have complied with the minimum admission requirements.**

Since Strategic Management is one of the minimum entry requirements for this programme, as well as a prerequisite for four of the honours subjects, the entrance examination will – if required - cover this topic. In order to prepare for this examination, applicants may study any Strategic Management textbook as the entrance examination will focus on application and will not test your theoretical knowledge. The Department of Business Management, however, currently uses the following textbook at third year level:

Carpenter, M.A. & Sanders, Wm. G. 2009. *Strategic management: A dynamic perspective, concepts and cases*. 2<sup>nd</sup> ed. Upper Saddle River: Pearson Prentice Hall.

The 40 selected applicants need to register for the programme online before 31 January 2017.

Note that all class discussions, assignments, tests, examination papers and textbooks in the honours programme are in English. Consequently, applicants need to have a very good understanding of written and spoken English to cope with the work.

**The Department will use e-mail as the chosen means of correspondence with applicants. In particular, only the official UP e-mail address will be used to correspond with current UP students. Applicants who have not heard from the Department by 8 December 2016 have to contact the Department of Business Management to determine the outcome of their application.**

### **Closing date:**

All South African applications close on 30 September 2016, while international applications close on 31 August 2016. This applies to both current and prospective students.

**Note:**

Please take note of the postgraduate registration procedures required by Faculty Administration of the Faculty of Economic and Management Sciences.

**3. STRUCTURE OF THE PROGRAMME**

The honours programme consists of six compulsory subjects with a total credit value of 120 credits. Candidates should take note that a pass mark for NME 704 is required to continue with OBS 790.

Code	Subject	Credits	Prerequisite
NME 704	Research Methodology 704	16	Statistics 110
INR 780	International Business Management 780	16	OBS 320
SBE 780	Strategic Management 780	16	OBS 320
GLB 780	Integrated Logistics Management 780	16	OBS 320
KBE 780	Corporate Entrepreneurship 780	16	OBS 320
OBS 790	Research Report 790	40	NME 704

**N.B.: The semester in which the subjects are offered may change.**

**4. LECTURES**

The dates, times and venues of lectures will be announced during the first meeting in January 2017. Regular attendance of lectures and proper preparation of assignments is essential. **Candidates, who miss more than TWO lectures in a subject, will not be permitted to write the examination in that subject.**

**5. SEMESTER/YEAR MARK**

A candidate's semester mark is made up of marks for tests, assignments and other evaluations. Candidates need an average semester mark of 40% in a subject in order to be admitted to the examination and a sub-minimum of 40% in the examination to pass a subject.

**6. EXAMINATION**

The examination for the first and second semester will take place during May - June and October - November respectively. The examinations may take the form of oral or written evaluations and students must ensure that they co-ordinate the arrangements with their subject lecturer. Most examinations are scheduled for 09h00 in the morning; however, due to venue constraints some examinations might be scheduled for 17h30 or later. External examiners of other universities are used in order to ensure that acceptable standards are maintained at the University of Pretoria.

**Note that there are no re-exams at honours level.**

**7. COURSE CONTENT – DESCRIPTION OF SUBJECTS****7.1 Research Methodology 704 (NME 704)****The objective of the course:**

The purpose of this course is to introduce students to the nature and the role of research in a business enterprise so that they will be able to conduct and utilise research. Research generates business information that empowers managers to take better business decisions.

**Study Themes:**

- The role of research in an enterprise
- Conceptualisation and the scientific thinking process
- The research process
- Research planning and design

- Data gathering and analysis
- Interpreting research results
- Reporting of research results

## 7.2 International Business Management 780 (INR 780)

### **Objective of the course:**

The course will guide the student through answering key questions in international management, namely; Should we expand internationally, which market should we expand into, what should the timing and scale of our international expansion be, which international strategy should we implement and how should we manage the international subsidiary?

### **Study Themes:**

- The internationalisation choice
- Country screening
- Timing and scale of entry
- Strategy and structure
- Operational issues

## 7.3 Strategic Management 780 (SBE 780)

### **Objectives of the course:**

Strategic Management 780 analyses the combination of competitive moves and business approaches that organisations can employ to please customers, achieve organisational objectives and compete successfully in a dynamic business environment.

### **Study Themes:**

- The strategic management process: An overview
- Establishing company direction: Developing a strategic vision, setting objectives and crafting a strategy
- Industry and competitive analysis
- Evaluating company resources and competitive capabilities
- Strategy and competitive advantage
- Tailoring strategy to fit specific industry and company situations
- Strategy and competitive advantage
- Evaluating the strategies of diversified companies
- Building resource strengths and organisational capabilities
- Managing the internal organisation to promote better strategy execution
- Corporate culture and leadership – Keys to effective strategy execution
- Advanced strategies of business rescue

## 7.4 Integrated Logistics Management 780 (GLB 780)

### **Objective of the course:**

The purpose of this course is to equip students of supply chain and logistics management with the ability to participate in management within an integrated supply chain. The successful student will have knowledge of and insight into the supply chain management process, the elements and the advanced principles thereof at the functional level.

### **Study Themes:**

- Overview of Supply Chain Management
- Role of Logistics in Supply Chain
- Supply Chain relationships
- Supply chain Performance Measurement and Financial Analysis
- Supply Chain Technology - managing Information Flows
- Demand Management

- Order Management and Customer Service
- Managing Inventory in the Supply Chain
- Transportation - Managing the Flow of the Supply Chain
- Distribution - Management Fulfilment Operations
- Supply Chain Network Analysis and Design
- Sourcing Materials and Service
- Managing Reverse Flows in the Supply Chain

### **7.5 Corporate Entrepreneurship (KBE 780)**

As this will be a new subject in 2017 no course content was available at the time of compiling this brochure. However, as soon as the contents are available the brochure will be updates.

### **7.6 Research Report (OBS 790)**

#### **Objective of the course:**

The aim of this research report is to give students greater practical exposure to conducting independent research. Students can choose a topic covered in any of the honours courses and with the guidance of a supervisor they will be required to conduct independent research. Due to the nature of this course students need a thorough understanding of the basic research concepts and as a result they need to pass NME 704 in order to continue with OBS 790.

### **8. FINANCIAL SUPPORT**

A number of part time posts are available in the Department of Business Management. If you are interested you can direct your inquiries to Wesley Niemann at telephone number (012) 420 4635 or you may e-mail him onwesley.naiemann@up.ac.za. Also see the attached advertisement at the back of this brochure.

### **9. ASSIGNMENTS, REPORTS, CASE STUDIES AND OTHER ACADEMIC DOCUMENTS**

Whilst students at the under graduate level are expected to show their understanding of subject matter during tests and examinations, post graduate work emphasises assignments, reports and case studies. The main consideration is the student's ability to independently gather, process and effectively communicate information.

Each student must take cognisance of the contents of: **Referencing in Academic Documents, Official guidelines of the Department of Business Management.** All assignments, reports and case studies, which students submit for evaluation, must comply with these guidelines or any other specific requirements, which a lecturer in a specific course may have.



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**DEPARTMENT OF BUSINESS MANAGEMENT  
FACULTY OF ECONOMIC AND MANAGEMENT SCIENCES**

**AVAILABLE POSITION:  
ASSISTANT LECTURER**

In the pursuit of the ideals of excellence and diversity, the University of Pretoria wishes to invite applications for the following vacancy.

*The University of Pretoria's commitment to quality makes us one of the top research universities in the country and gives us a competitive advantage in international science and technology development.*

**Duties:** Marking of undergraduate test and examination papers, general office administration, handling of student queries, research assistance to academic staff.

**Minimum requirements:** •B Com degree with majors in Business Management, Entrepreneurship or Supply Chain Management •A final mark of at least 60% in OBS 320 •Experience in client service •Appropriate language and communication skills •Skilled in the use of MS Windows and MS Office computer packages •Sound interpersonal skills and the ability to liaise with clients in a multicultural environment • The candidate should be admitted and registered for one of the following degrees; the B Com Honours with Specialisation in Business Management, the M Com with specialisation in Business Management, the MPhil with specialisation in Supply Chain Management or the MPhil with specialisation in Entrepreneurship during the 2017 academic year.

**For further information, contact Wesley Niemann at [wesley.niemann@up.ac.za](mailto:wesley.niemann@up.ac.za).**

**Closing Date: 30 September 2016**

Applicants are requested to submit their ***completed application form*** (official application form is available from Wesley Niemann, OBS Department EMB 3-70), a ***detailed curriculum vitae*** as well as a ***complete academic record*** to:

**Wesley Niemann**  
Department of Business Management  
Economic and Management Sciences Building  
Room 3-70  
Email: [wesley.niemann@up.ac.za](mailto:wesley.niemann@up.ac.za)

No application will be considered after the closing date.

We should contact you by **30 November 2017** to confirm an interview if you were successful in terms of the paper selection.

*The University of Pretoria is committed to equality, employment equity and diversity.*

The University of Pretoria reserves the right not to make an appointment in the post as advertised.