



University of Pretoria Yearbook 2017

Business management 310 (OBS 310)

Qualification Undergraduate

Faculty Faculty of Economic and Management Sciences

Module credits 20.00

Programmes BAdmin Public Management

BCom

BCom Business Management

BCom Entrepreneurship

BCom Informatics Information Systems

BCom Law

BCom Recreation and Sports Management

BCom Supply Chain Management

BSc Information and Knowledge Systems

Service modules Faculty of Engineering, Built Environment and Information Technology

Faculty of Education

Prerequisites OBS 114 or 124 with admission to the examination in the other

Contact time 3 lectures per week

Language of tuition Separate classes for Afrikaans and English

Academic organisation Business Management

Period of presentation Semester 1

Module content

Human resource management and development

The environment in which human resource management takes place; job analysis; strategic human resource planning; equal employment opportunities; planning and management of training; development and careers; functioning in a global environment.

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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