

# University of Pretoria Yearbook 2019

## 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>Programmes</b>	<p>BCom</p> <p>BCom Agribusiness Management</p> <p>BCom Business Management</p> <p>BCom Human Resource Management</p> <p>BCom Informatics Information Systems</p> <p>BCom Law</p> <p>BCom Marketing Management</p> <p>BCom Supply Chain Management</p> <p>BEd Senior Phase and Further Education and Training Teaching</p> <p>BIS Information Science</p> <p>BSc Information and Knowledge Systems</p> <p>BConSci Clothing Retail Management</p> <p>BConSci Hospitality Management</p>
<b>Service modules</b>	<p>Faculty of Engineering, Built Environment and Information Technology</p> <p>Faculty of Education</p> <p>Faculty of Natural and Agricultural Sciences</p>
<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.

---

The information published here is subject to change and may be amended after the publication of this information. The [General Regulations \(G Regulations\)](#) apply to all faculties of the University of Pretoria. It is expected of students to familiarise themselves well with these regulations as well as with the information contained in the [General Rules](#) section. Ignorance concerning these regulations and rules will not be accepted as an excuse for any transgression.