



University of Pretoria Yearbook 2023

Business management 220 (OBS 220)

Qualification	Undergraduate
Faculty	Faculty of Economic and Management Sciences
Module credits	16.00
NQF Level	06
Programmes	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) Bachelor of Information Technology (Information Systems) [BIT] BSc (Information and Knowledge Systems) Bachelor of Consumer Science (Clothing Retail Management) [BConSci] Bachelor of Consumer Science (Hospitality Management) [BConSci]
Service modules	Faculty of Engineering, Built Environment and Information Technology Faculty of Education Faculty of Natural and Agricultural Sciences
Prerequisites	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.
Contact time	3 lectures per week
Language of tuition	Module is presented in English
Department	Business Management
Period of presentation	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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