



University of Pretoria Yearbook 2016

Business management 310 (OBS 310)

Qualification	Undergraduate
Faculty	Faculty of Economic and Management Sciences
Module credits	20.00
Programmes	BAdmin Public Management BCom Business Management BCom Communication Management BCom Economic and Management Sc BCom Entrepreneurship BCom Informatics: Information Systems BCom Law BCom Option: Supply Chain Management BCom Recreation and Sports Management BSc Information Technology 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	Both Afr and Eng
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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