

# University of Pretoria Yearbook 2017

## Business management 310 (OBS 310)

<b>Qualification</b>	Undergraduate
<b>Faculty</b>	Faculty of Economic and Management Sciences
<b>Module credits</b>	20.00
<b>Programmes</b>	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
<b>Service modules</b>	Faculty of Engineering, Built Environment and Information Technology
	Faculty of Education
<b>Prerequisites</b>	OBS 114 or 124 with admission to the examination in the other
<b>Contact time</b>	3 lectures per week
<b>Language of tuition</b>	Separate classes for Afrikaans and English
<b>Academic organisation</b>	Business Management
<b>Period of presentation</b>	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.

The information published here is subject to change and may be amended after the publication of this information. The



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