



# University of Pretoria Yearbook 2017

## Business management 310 (OBS 310)

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|-------------------------------|---|
| <b>Qualification</b>          | Undergraduate   |
| <b>Faculty</b>                | <a href="#">Faculty of Economic and Management Sciences</a>   |
| <b>Module content</b>         | <p>Human resource management and development<br/>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.</p> <p>Negotiation and collective bargaining<br/>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.</p> |
| <b>Module credits</b>         | 20.00   |
| <b>Programmes</b>             | <a href="#">BAdmin Public Management</a><br><a href="#">BCom</a><br><a href="#">BCom Business Management</a><br><a href="#">BCom Entrepreneurship</a><br><a href="#">BCom Informatics Information Systems</a><br><a href="#">BCom Law</a><br><a href="#">BCom Recreation and Sports Management</a><br><a href="#">BCom Supply Chain Management</a><br><a href="#">BSc Information and Knowledge Systems</a>   |
| <b>Service modules</b>        | Faculty of Engineering, Built Environment and Information Technology<br>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  |

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familiarise himself or herself 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.