

# University of Pretoria Yearbook 2017

## MBA Full-time (07254009)

**Duration of study** 1 year

**Total credits** 180

### Programme information

See General Regulation G.31.

The Dean has the right of authorisation regarding matters not provided for in the General Regulations or the GIBS regulations.

Prescribed modules, LEAD 1 and 2, a compulsory research project (which has to be completed in the final year of study) and a compulsory international tour are required.

The language of tuition for the MBA is English.

In the event of deferral of studies due to extenuating circumstances, a student must complete the degree one year after the graduation of his/her cohort class. Failure to complete the degree within this period will disqualify a student from further registration. Any student who fails more than two core modules will be deregistered from the programme.

### Admission requirements

1. A bachelor's degree, or an equivalent qualification is required for admission to the MBA degree studies.
2. A pass in Mathematics at Grade 12-level or another qualification in Mathematics or Statistics or Mathematical Statistics deemed adequate by the Dean of the Institute.
3. Work experience deemed adequate and applicable by the Dean of the Institute.
4. The Dean of the Institute may set additional admission requirements.
5. Candidates will be subjected to a selection process.

### Other programme-specific information

#### Potential electives

GIA 804 Contemporary issues in governance 804  
GIA 807 Advanced valuation techniques 807  
GIA 810 Contemporary issues in ethics 810  
GIA 811 Contemporary issues in information and knowledge management 811  
GIA 812 Contemporary issues in finance 812  
GIA 813 Contemporary issues in investment 813  
GIA 814 Contemporary issues in organisational development 814  
GIA 815 Contemporary issues in strategy 815  
GIA 816 Contemporary issues in stakeholder management 816  
GIA 817 Contemporary issues in innovation 817

GIA 819 Contemporary issues in leadership 819  
GIA 821 Contemporary issues in general management 821  
GIA 822 Contemporary issues in the environment of business 822  
GIA 823 Contemporary issues in organisational behaviour 823  
GIA 826 Project and Infrastructure Finance 826  
GIA 827 Reputation management 827  
GIA 829 Competition and regulation 829  
GIA 832 Microfinance and inclusive banking 832  
GIA 834 Ethics and leadership 834  
GIA 835 Competitiveness of South Africa Inc. in the global economy 835  
GIA 837 Strategic change in the South African context 837  
GIA 838 Business law 838  
GIA 842 Sports marketing 842  
GIA 844 Financial derivatives 844  
GIA 847 Black economic empowerment 847  
GIA 848 Competitive intelligence 848  
GIA 850 International business strategy 850  
GIA 879 Imagination for the business mind 879  
GIA 886 Contemporary issues in dynamic markets 886  
GIA 889 Professional management consulting 889  
GIA 891 Contemporary issues in global business 891  
GIA 897 Macroeconomic forces and micro economic consequences 897  
GIA 890 Advocacy as a critical skill 890  
GIB 800 Creative and innovative thinking 800  
GIB 801 Managing human capital 801  
GIB 802 Financial modelling 802  
GIB 803 Mergers and acquisitions 803  
GIB 804 Building brands 804  
GIB 805 Expert negotiator 805  
GIB 806 Strategy in private equity 806  
GIB 807 Information and knowledge management 807  
GIB 808 Strategy and general management 808  
GIB 809 Investment finance 809  
GIB 810 Operationalising strategy 810  
GIB 818 Strategic finance and value creation 818  
GIB 820 Competitiveness and economic development 820  
GIB 826 Institutional money management 826  
GIB 828 Technology and emerging markets 828  
GIB 830 Strategy and technology 830  
GIB 831 Business opportunities and innovations in Africa 831  
GIB 833 Economics of organisational strategy 833  
GIB 836 Scenario planning and strategic thinking 836  
GIB 839 Innovating business at the base 839  
GIB 840 Woman in leadership 840  
GIB 841 Consumer behaviour in dynamic markets 841  
GIB 843 Effective execution and project management 843



GIB 845 Understanding dynamic markets 845  
GIB 846 Innovation for future fitness (sustainability) 846  
GIB 849 Business connectedness in Southern Africa 849  
GIB 851 Leader as Coach 851  
GIB 853 Corporate governance 853  
GIB 855 Customer centric strategy 855  
GIB 856 Multinational enterprise business strategy 856  
GIB 883 Contemporary issues in personal effectiveness 883  
GIB 885 Managing information systems and big data 885  
GIB 886 Contemporary issues in research 886  
GIC 802 Digital marketing 802  
GIC 805 Geopolitics and grand strategy 805  
GIC 806 The lean start-up 806  
GIC 807 Services marketing 807  
GIC 808 Marketing metrics 808  
GIC 810 Doing business in India 810  
GIC 811 Leading through storytelling 811  
GIC 814 The moral leader 814  
GIC 819 Understanding business in China 819  
GIC 820 Advanced manufacturing -Supply chain management 820  
GIC 821 African industrialisation 821  
GIC 822 Industrial and trade policy in support of industrialisation 822  
GIC 823 Manufacturing and the environment 823  
GIC 824 The future of manufacturing - Quo Vadis 824  
GID 802 Supply chain and logistics 802  
GID 804 Contemporary issues in sustainability 804  
GID 806 Contemporary issues in African management 806  
GID 807 Sustainable business 807  
GID 808 International elective 808  
GID 809 International elective 809  
GID 810 International elective 810  
GID 811 International elective 811  
GID 812 International elective 812  
GID 819 Global economic governance and business diplomacy 819  
GID 821 Sales leadership 821  
GID 823 Strategy and execution 823  
GID 850 Personal leadership development 850  
GID 851 Advanced entrepreneurship 851  
GID 852 Strategy renewal 852  
GID 853 Sales and business development 853  
GID 854 Strategic leadership decision-making 854  
GID 856 Business valuation and deal structure 856  
GID 857 Corporate entrepreneurship and innovation 857  
GID 858 Dealing with change and change immunity 858  
GID 879 Developing markets 879  
GID 889 Ethics and financial reporting 889

GID 898 Managing in frontier and emerging markets 898  
GIE 815 Contemporary issues in entrepreneurship 815  
GIE 817 Contemporary issues in marketing 817  
GIE 818 Contemporary issues in human resources 818  
GIE 829 Persuasion – the art and science of influence 829  
GIE 880 Contemporary issues in supply chain management 880

## Examinations and pass requirements

- i. The minimum pass mark for each module is 50%, provided that a subminimum of 45% has been obtained in the examination. The minimum pass mark for the research project is 50%.
- ii. A candidate who has failed more than two core modules may not continue his studies for the MBA degree, except with the approval of the Dean of the Institute. Such a student may appeal the decision with the GIBS Academic Committee. If the Academic Committee rules in favour of re-admission of the student for the next academic year due to extenuating circumstances, the student may be granted credits for modules.
- iii. Should a candidate fail an elective module, he/she may repeat the elective module or an equivalent as determined by the Dean of the Institute.
- iv. Full attendance, and completion and assessment of all requirements, are necessary for the Global module and Business strategy courses.



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## Curriculum: Final year

### Core modules

Business analysis and communication 856 (GIA 856) - Credits: 0.00  
Integrative business research report 872 (GIA 872) - Credits: 60.00  
Global module 873 (GIA 873) - Credits: 0.00  
Entrepreneurship 852 (GIB 852) - Credits: 5.00  
Corporate strategy 854 (GIB 854) - Credits: 9.00  
Applied decision making 860 (GIB 860) - Credits: 9.00  
Global business strategy 861 (GIB 861) - Credits: 0.00  
Leadership and corporate accountability 843 (GID 843) - Credits: 9.00  
Innovation and design 844 (GID 844) - Credits: 5.00  
Dynamics of competitiveness 845 (GID 845) - Credits: 9.00  
Environment of business 846 (GID 846) - Credits: 9.00  
Business analysis and research methodology 881 (GNM 881) - Credits: 9.00

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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.