

University of Pretoria Yearbook 2018

Expert negotiator 805 (GIL 805)

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| Qualification | Postgraduate |
| Faculty | Gordon Institute of Business Science |
| Module credits | 6.00 |
| Contact time | 28 contact hours per 3 week cycle |
| Language of tuition | Module is presented in English |
| Department | Gordon Institute of Business Science |
| Period of presentation | Semester 2 |

Module content

A 4-day workshop-styled programme covering the broad field of negotiation. This is an advanced programme aimed at negotiations of high financial value and significant consequence of error.

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