

University of Pretoria Yearbook 2019

Business management 220 (OBS 220)

Qualification	Undergraduate
Faculty	Faculty of Economic and Management Sciences
Module credits	16.00
Programmes	<p>BCom</p> <p>BCom Agribusiness Management</p> <p>BCom Business Management</p> <p>BCom Human Resource Management</p> <p>BCom Informatics Information Systems</p> <p>BCom Law</p> <p>BCom Marketing Management</p> <p>BCom Supply Chain Management</p> <p>BEd Senior Phase and Further Education and Training Teaching</p> <p>BIS Information Science</p> <p>BSc Information and Knowledge Systems</p> <p>BConSci Clothing Retail Management</p> <p>BConSci Hospitality Management</p>
Service modules	<p>Faculty of Engineering, Built Environment and Information Technology</p> <p>Faculty of Education</p> <p>Faculty of Natural and Agricultural Sciences</p>
Prerequisites	OBS 114 or 124 with admission to the examination in the other. Students from other Faculties are required to have 50% for Mathematics in Grade 12.
Contact time	3 lectures per week
Language of tuition	Module is presented in English
Department	Business Management
Period of presentation	Semester 2

Module content

Project management and negotiations:

Introduction Project management concepts; needs identification; the project, the project manager and the project team; types of project organisations; project communication and documentation. Planning and control: planning, scheduling and schedule control of projects; resource considerations and allocations; cost planning and performance evaluation.

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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