

University of Pretoria Yearbook 2020

Negotiating strategic partnerships in context 869 (GIL 869)

Qualification	Postgraduate
Faculty	Gordon Institute of Business Science
Module credits	6.00
Prerequisites	No prerequisites.
Contact time	21 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

Globalisation offers local and multinational companies' opportunities to build their growth not only through organic growth, but also through strategic partnerships and alliances, mergers and acquisitions and joint ventures. This elective will help students better understand this new environment and how to develop negotiation strategies fit for purpose; consider alternatives, concessions and bargaining points.

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.