



# University of Pretoria Yearbook 2020

## Business management 220 (OBS 220)

**Qualification** Undergraduate

**Faculty** [Faculty of Economic and Management Sciences](#)

**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.

**Module credits** 16.00

**Programmes**

[BCom](#)

[BCom Agribusiness Management](#)

[BCom Business Management](#)

[BCom Human Resource Management](#)

[BCom Informatics Information Systems](#)

[BCom Law](#)

[BCom Marketing Management](#)

[BCom Supply Chain Management](#)

[BEd Senior Phase and Further Education and Training Teaching](#)

[BIS Information Science](#)

[BIT Information Systems](#)

[BSc Information and Knowledge Systems](#)

[BConSci Clothing Retail Management](#)

[BConSci Hospitality Management](#)

**Service modules**

Faculty of Engineering, Built Environment and Information Technology

Faculty of Education

Faculty of Natural and Agricultural Sciences

**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.



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<b>Contact time</b>	3 lectures per week
<b>Language of tuition</b>	Module is presented in English
<b>Department</b>	Business Management
<b>Period of presentation</b>	Semester 2

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