

# University of Pretoria Yearbook 2021

## Negotiating strategic partnerships in context 869 (GIL 869)

<b>Qualification</b>	Postgraduate
<b>Faculty</b>	<a href="#">Gordon Institute of Business Science</a>
<b>Module credits</b>	6.00
<b>NQF Level</b>	09
<b>Prerequisites</b>	No prerequisites.
<b>Contact time</b>	21 contact hours per 3 week-cycle
<b>Language of tuition</b>	Module is presented in English
<b>Department</b>	Gordon Institute of Business Science
<b>Period of presentation</b>	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.

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