

University of Pretoria Yearbook 2021

Business management 220 (OBS 220)

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| Qualification | Undergraduate |
| Faculty | Faculty of Economic and Management Sciences |
| Module credits | 16.00 |
| NQF Level | 06 |
| 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. |
| 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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