

# University of Pretoria Yearbook 2021

## Business management 220 (OBS 220)

<b>Qualification</b>	Undergraduate
<b>Faculty</b>	<a href="#">Faculty of Economic and Management Sciences</a>
<b>Module credits</b>	16.00
<b>NQF Level</b>	06
<b>Programmes</b>	<a href="#">BCom</a>
	<a href="#">BCom Agribusiness Management</a>
	<a href="#">BCom Business Management</a>
	<a href="#">BCom Human Resource Management</a>
	<a href="#">BCom Informatics Information Systems</a>
	<a href="#">BCom Law</a>
	<a href="#">BCom Marketing Management</a>
	<a href="#">BCom Supply Chain Management</a>
	<a href="#">BEd Senior Phase and Further Education and Training Teaching</a>
	<a href="#">BIS Information Science</a>
	<a href="#">BIT Information Systems</a>
	<a href="#">BSc Information and Knowledge Systems</a>
	<a href="#">BConSci Clothing Retail Management</a>
	<a href="#">BConSci Hospitality Management</a>
<b>Service modules</b>	Faculty of Engineering, Built Environment and Information Technology
	Faculty of Education
	Faculty of Natural and Agricultural Sciences
<b>Prerequisites</b>	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.
<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

## 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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