

University of Pretoria Yearbook 2022

Negotiation and deal-making 865 (GIJ 865)

Qualification	Postgraduate
Faculty	Gordon Institute of Business Science
Module credits	6.00
NQF Level	09
Programmes	MPhil with specialisation in Change Leadership MPhil with specialisation in Leading in New Economies MBA Full-time MBA Modular MBA Part-time MPhil (Corporate Strategy) (Coursework) MPhil (International Business) (Coursework)
Prerequisites	No prerequisite.
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

A 3-day workshop-styled programme covering the broad field of negotiation. This is an advanced programme aimed at negotiations of high financial value and significant consequence of error.

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