

University of Pretoria Yearbook 2022

Negotiating strategic partnerships in context 869 (GIL 869)

Qualification	Postgraduate
Faculty	Gordon Institute of Business Science
Module credits	6.00
NQF Level	09
Prerequisites	No prerequisites.
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

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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