

University of Pretoria Yearbook 2022

Leadership, negotiation and communication 887 (GIL 887)

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

This elective will expose students to leading, negotiating and communicating in the current business context. Success in business depends critically upon good leadership and this part will combine real-life examples and anecdotes with analysis and conclusions for strategy and success. Students will also be exposed to daily life disputes which are likely to be faced in the business world. Business leaders are often badly prepared about communicating what they are doing, what their plans are and how they are resolving problems. The students will be exposed to best practices on how to address this problem.

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