

# University of Pretoria Yearbook 2023

## MPhil (Business Management) Leading in New Economies (07254022)

**Department** Gordon Institute of Business Science

**Minimum duration of study** 1 year

**Total credits** 180

**NQF level** 09

### Programme information

The degree comprises the writing of a mini-dissertation and coursework.

Full particulars of the degree programme are contained in a brochure which is available from the departmental website.

### Admission requirements

1. Relevant honours (or equivalent) degree  
or
2. Relevant postgraduate diploma

### Additional requirements

NB: All modules are compulsory. Candidates must pass all the modules, including the mini-dissertation, to qualify for the MPhil degree.

### Other programme-specific information

Refer to General Academic Regulations G30-G41.

Refer to the GIBS student guidelines and regulations.

The Dean may authorise matters not provided for in the General Academic Regulations or in the GIBS regulations

### Examinations and pass requirements

1. The minimum pass mark for each prescribed module is 50%, provided that a subminimum of 45% has been obtained in the examination or an examined component.
2. A candidate who has failed more than two core modules may not continue with their studies for the degree, except with the approval of the Dean.

Refer to the GIBS student guidelines and regulations.

## General information

### **University of Pretoria Programme Qualification Mix (PQM) verification project**

*The higher education sector has undergone an extensive alignment to the Higher Education Qualification Sub-Framework (HEQF) across all institutions in South Africa. In order to comply with the HEQSF, all institutions are legally required to participate in a national initiative led by regulatory bodies such as the Department of Higher Education and Training (DHET), the Council on Higher Education (CHE), and the South African Qualifications Authority (SAQA). The University of Pretoria is presently engaged in an ongoing effort to align its qualifications and programmes with the HEQSF criteria. Current and prospective students should take note that changes to UP qualification and programme names, may occur as a result of the HEQSF initiative. Students are advised to contact their faculties if they have any questions.*

## Curriculum: Final year

Students must complete 4 electives from the list provided. The total number of credits for electives modules must be 24. Please contact the faculty to confirm the availability of elective modules.

### Core modules

#### GIC 825 Advanced research methods 825 (GIC 825)

|                               |                                      |
|-------------------------------|--------------------------------------|
| <b>Module credits</b>         | 15.00                                |
| <b>NQF Level</b>              | 09                                   |
| <b>Prerequisites</b>          | No prerequisites.                    |
| <b>Contact time</b>           | 28 contact hours                     |
| <b>Language of tuition</b>    | Module is presented in English       |
| <b>Department</b>             | Gordon Institute of Business Science |
| <b>Period of presentation</b> | Semester 1 or Semester 2             |

#### Module content

This module helps students to conceptualise a research design. It covers how the choice of a research design relates to the chosen analytic method (Qualitative Research, Quantitative Research or Mixed Methods). Students are expected to relate the business challenge to the research design and to justify the selection of a given design for a given problem. The objectives of the module are to help students: make informed decisions about their research design; and understand the implications of selecting a given research design in particular around the questions that can be answered.

#### Tech-disruption and business strategy 821 (GIG 821)

|                               |                                      |
|-------------------------------|--------------------------------------|
| <b>Module credits</b>         | 12.00                                |
| <b>NQF Level</b>              | 09                                   |
| <b>Prerequisites</b>          | No prerequisites.                    |
| <b>Contact time</b>           | 21 Hours                             |
| <b>Language of tuition</b>    | Module is presented in English       |
| <b>Department</b>             | Gordon Institute of Business Science |
| <b>Period of presentation</b> | Semester 1 or Semester 2             |

#### Module content

This module aims to provide students with a history of industrial revolutions and how contextual or technological disruptions impact business strategies. The focus will also be on potential impact to countries, but climate changes and other macro-issues include migration and inequalities.

#### Environment of business 822 (GIG 822)

|                       |       |
|-----------------------|-------|
| <b>Module credits</b> | 12.00 |
| <b>NQF Level</b>      | 09    |

|                               |                                      |
|-------------------------------|--------------------------------------|
| <b>Prerequisites</b>          | No prerequisites.                    |
| <b>Contact time</b>           | 21 Hours                             |
| <b>Language of tuition</b>    | Module is presented in English       |
| <b>Department</b>             | Gordon Institute of Business Science |
| <b>Period of presentation</b> | Semester 1 or Semester 2             |

#### Module content

The aim of this module is to consider a set of themes that are key to developing an understanding of the current macro-environment of business and its forces, influences and consequences. Although the specific content of the module will vary according to events and dynamics currently being experienced, the underlying tools of analysis allow the students to develop a fuller understanding of how to analyse the most important dynamics that are at play in the macro-environment of business at any time, and thus to identify the implications for their businesses and prepare their businesses for change.

### Harnessing the new economies 823 (GIG 823)

|                               |                                      |
|-------------------------------|--------------------------------------|
| <b>Module credits</b>         | 15.00                                |
| <b>NQF Level</b>              | 09                                   |
| <b>Prerequisites</b>          | No prerequisites.                    |
| <b>Contact time</b>           | 35 contact hours                     |
| <b>Language of tuition</b>    | Module is presented in English       |
| <b>Department</b>             | Gordon Institute of Business Science |
| <b>Period of presentation</b> | Semester 1 or Semester 2             |

#### Module content

This module aims to expose students to the systemic logic and underlying mechanisms of various new economies including Green, Digital, Circular and Shared Economies and any other emergent economies. This will equip them with the ability to articulate systemic effects of these economies on organisations and discern the necessary responses for effective organisational leadership.

### Effective decision making in new economies 824 (GIG 824)

|                               |                                      |
|-------------------------------|--------------------------------------|
| <b>Module credits</b>         | 21.00                                |
| <b>NQF Level</b>              | 09                                   |
| <b>Prerequisites</b>          | No prerequisites.                    |
| <b>Contact time</b>           | 21 Hours                             |
| <b>Language of tuition</b>    | Module is presented in English       |
| <b>Department</b>             | Gordon Institute of Business Science |
| <b>Period of presentation</b> | Semester 1 or Semester 2             |

## Module content

This module will offer students a holistic insight into the process and skills of making strategic decisions in the context of new economies. Armed with an array of strategic options, students must be able to evaluate the adequacy of a given strategy, using deterministic, stochastic, financial and ethical decision-making capabilities.

### Mini-dissertation: Leading in New Economies 802 (GMD 802)

|                               |                                      |
|-------------------------------|--------------------------------------|
| <b>Module credits</b>         | 81.00                                |
| <b>NQF Level</b>              | 09                                   |
| <b>Prerequisites</b>          | No prerequisites.                    |
| <b>Language of tuition</b>    | Module is presented in English       |
| <b>Department</b>             | Gordon Institute of Business Science |
| <b>Period of presentation</b> | Semester 1 or Semester 2             |

## Module content

Students must submit a mini-dissertation on an approved topic.

## Elective modules

### Gamification: create change through persuasive system design 825 (GIG 825)

|                               |                                      |
|-------------------------------|--------------------------------------|
| <b>Module credits</b>         | 6.00                                 |
| <b>NQF Level</b>              | 09                                   |
| <b>Prerequisites</b>          | No prerequisite.                     |
| <b>Contact time</b>           | 21 contact hours per 3 week-cycle    |
| <b>Language of tuition</b>    | Module is presented in English       |
| <b>Department</b>             | Gordon Institute of Business Science |
| <b>Period of presentation</b> | Semester 2                           |

## Module content

Gamification is the process through which people are motivated or engaged through game-design elements. This is done to create game-like experiences in domains different to the ones in which games are normally played.

Gamification involves persuasive system design for user engagement, personal learning, organisational effectiveness, urban management, green energy usage, and social change among others.

### Managerial coaching for effective strategy implementation and change leadership 826 (GIG 826)

|                       |                   |
|-----------------------|-------------------|
| <b>Module credits</b> | 6.00              |
| <b>NQF Level</b>      | 09                |
| <b>Prerequisites</b>  | No prerequisites. |

|                               |                                      |
|-------------------------------|--------------------------------------|
| <b>Contact time</b>           | 21 contact hours per 3 week-cycle    |
| <b>Language of tuition</b>    | Module is presented in English       |
| <b>Department</b>             | Gordon Institute of Business Science |
| <b>Period of presentation</b> | Semester 2                           |

#### Module content

This elective explores how workplace or managerial coaching can be used to improve strategy implementation, change leadership, employee performance and wellbeing and to equip managers with skills for workplace coaching.

### Managing business risk: building a resilient supply chain in a turbulent world 827 (GIG 827)

|                               |                                      |
|-------------------------------|--------------------------------------|
| <b>Module credits</b>         | 6.00                                 |
| <b>NQF Level</b>              | 09                                   |
| <b>Prerequisites</b>          | No prerequisites.                    |
| <b>Contact time</b>           | 21 contact hours per 3 week-cycle    |
| <b>Language of tuition</b>    | Module is presented in English       |
| <b>Department</b>             | Gordon Institute of Business Science |
| <b>Period of presentation</b> | Semester 2                           |

#### Module content

This course will cover the key aspects of effective business and supply chain risk and how to build an effective risk management program to help ensure resiliency in the face of an unpredictable world.

### Socio-economic development: how to work with government 828 (GIG 828)

|                               |                                      |
|-------------------------------|--------------------------------------|
| <b>Module credits</b>         | 6.00                                 |
| <b>NQF Level</b>              | 09                                   |
| <b>Prerequisites</b>          | No prerequisites.                    |
| <b>Contact time</b>           | 21 contact hours per 3 week-cycle    |
| <b>Language of tuition</b>    | Module is presented in English       |
| <b>Department</b>             | Gordon Institute of Business Science |
| <b>Period of presentation</b> | Semester 2                           |

#### Module content

This elective details how the private sector can better engage, bridging the language used in government, government priorities, and developing partnerships with government.

### Sustainable supply chains with economic value 829 (GIG 829)

|                       |      |
|-----------------------|------|
| <b>Module credits</b> | 6.00 |
| <b>NQF Level</b>      | 09   |

|                               |                                      |
|-------------------------------|--------------------------------------|
| <b>Prerequisites</b>          | No prerequisites.                    |
| <b>Contact time</b>           | 21 contact hours per 3 week-cycle    |
| <b>Language of tuition</b>    | Module is presented in English       |
| <b>Department</b>             | Gordon Institute of Business Science |
| <b>Period of presentation</b> | Semester 2                           |

#### Module content

This elective examines how to design and manage environmentally and socially responsible business operations and how to derive value and increased long term profitability through sustainable business operations. A business approach will be highlighted in terms of management of environmental risks, key environmental sustainability performance indicators and dashboards.

### Engaging with contemporary African contexts 831 (GIG 831)

|                               |                                      |
|-------------------------------|--------------------------------------|
| <b>Module credits</b>         | 6.00                                 |
| <b>NQF Level</b>              | 09                                   |
| <b>Prerequisites</b>          | No prerequisites.                    |
| <b>Contact time</b>           | 21 contact hours per 3 week-cycle    |
| <b>Language of tuition</b>    | Module is presented in English       |
| <b>Department</b>             | Gordon Institute of Business Science |
| <b>Period of presentation</b> | Semester 2                           |

#### Module content

This elective will provide a different lens through which students can learn about the African continent, how people live and engage in different contexts and how stories are relayed through key characters.

### Critical thinking 832 (GIG 832)

|                               |                                      |
|-------------------------------|--------------------------------------|
| <b>Module credits</b>         | 6.00                                 |
| <b>NQF Level</b>              | 09                                   |
| <b>Prerequisites</b>          | No prerequisites.                    |
| <b>Contact time</b>           | 21 contact hours per 3 week-cycle    |
| <b>Language of tuition</b>    | Module is presented in English       |
| <b>Department</b>             | Gordon Institute of Business Science |
| <b>Period of presentation</b> | Semester 2                           |

#### Module content

In a world filled with misinformation, rhetoric and other undue influences, it is vital that business leaders are able to discern the quality of the arguments and "facts" presented to them in order to develop sound ideas and thoughts concerning complex business problems. This elective will prepare students to be able to critically analyse, interpret, and synthesize information.

## Entrepreneurship from the inside-out 833 (GIG 833)

|                               |                                      |
|-------------------------------|--------------------------------------|
| <b>Module credits</b>         | 6.00                                 |
| <b>NQF Level</b>              | 09                                   |
| <b>Prerequisites</b>          | No prerequisites.                    |
| <b>Contact time</b>           | 21 contact hours per 3 week-cycle    |
| <b>Language of tuition</b>    | Module is presented in English       |
| <b>Department</b>             | Gordon Institute of Business Science |
| <b>Period of presentation</b> | Semester 2                           |

### Module content

This elective on the development of entrepreneurship from the inside-out focuses on three main elements. First, entrepreneurs are faced with a myriad of challenges, including persuading others by displaying their passion, as well as failure, making the role of personal emotion and its regulation during the entrepreneurial journey an important foundational theme. Second, we expand the role of emotion by exploring the cognitive processes of entrepreneurial action through experiential peer coaching activities. Here, students will be challenged to develop their cognitive resources such as adaptability and learning skills related to entrepreneurial action. Lastly, the behavioural dimensions are simplified into intra- and inter-personal meta-skills that individuals need to build the agility, resilience, and social networks essential for entrepreneurial sustainability and success.

## Green entrepreneurship 834 (GIG 834)

|                               |                                      |
|-------------------------------|--------------------------------------|
| <b>Module credits</b>         | 6.00                                 |
| <b>NQF Level</b>              | 09                                   |
| <b>Prerequisites</b>          | No prerequisites.                    |
| <b>Contact time</b>           | 21 contact hours per 3 week-cycle    |
| <b>Language of tuition</b>    | Module is presented in English       |
| <b>Department</b>             | Gordon Institute of Business Science |
| <b>Period of presentation</b> | Semester 2                           |

### Module content

The so-called Green Economy is a nexus of many environmental and social issues that derive from climate change and inequality. Protecting the environment is highly interconnected with how human beings use land for food production, the use of water, carbon emissions from food production, and food waste. These issues are critical in the African continent with poverty and inequality are prevalent.

## Rwanda at the frontier of entrepreneurship, innovation and technology 835 (GIG 835)

|                       |                                   |
|-----------------------|-----------------------------------|
| <b>Module credits</b> | 6.00                              |
| <b>NQF Level</b>      | 09                                |
| <b>Prerequisites</b>  | No prerequisites.                 |
| <b>Contact time</b>   | 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

Rwanda has a recent history of innovation, entrepreneurship and economic progress through top-down public leadership and global partnerships. The country has a brutal history and there remain political problems but it also shows what is possible. Students will visit incubation hubs, innovation-led institutions and pioneering companies in and around Kigali over 3 days to understand how to create economic change in the African context.

### Building thriving teams for change 836 (GIG 836)

**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 explores teams as nexus of change between the individual and the organisation and provides students with key ingredients for building thriving teams that can drive and lead change initiatives in organisations.

### The change makers: lessons from history for a complex world 837 (GIG 837)

**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 prepare our students to lead in complex contexts through the lessons from important leaders and moments in South Africa's history. The key focus will be on diverse stakeholder leadership, opportunity identification, paradigm shifts and self-management. Students will read theory on public leadership, review biographies and visit key sites. They will leave with an understanding of how to identify leadership opportunities in their own lives.

### Ethical leadership 838 (GIG 838)

|                               |                                      |
|-------------------------------|--------------------------------------|
| <b>Module credits</b>         | 6.00                                 |
| <b>NQF Level</b>              | 09                                   |
| <b>Prerequisites</b>          | No prerequisites.                    |
| <b>Contact time</b>           | 21 contact hours per 3 week-cycle    |
| <b>Language of tuition</b>    | Module is presented in English       |
| <b>Department</b>             | Gordon Institute of Business Science |
| <b>Period of presentation</b> | Semester 2                           |

#### Module content

Ethics is practical, dynamic and innovative, and essential to business performance. Moving beyond compliance and corporate social responsibility, its focus is on how responsible leadership and ethical culture builds trust, which in turn helps ensure sustainable, long-term relationships with employees, customers, communities, suppliers, investors and regulators. Drawing on diverse disciplines, the purpose of the course is to show how to position ethics at the heart of business decision-making.

### The business case for manufacturing in Africa 839 (GIG 839)

|                               |                                      |
|-------------------------------|--------------------------------------|
| <b>Module credits</b>         | 6.00                                 |
| <b>NQF Level</b>              | 09                                   |
| <b>Prerequisites</b>          | No prerequisites.                    |
| <b>Contact time</b>           | 21 contact hours per 3 week-cycle    |
| <b>Language of tuition</b>    | Module is presented in English       |
| <b>Department</b>             | Gordon Institute of Business Science |
| <b>Period of presentation</b> | Semester 2                           |

#### Module content

The course will cover the key economic concepts related to industrialisation such as Global Value Chains (GVCs), comparative advantage and industry competitiveness. The course will expose students to contemporary thinking around industrial policy interventions such as Foreign Direct Investment (FDI) support, development finance, public procurement (related to local designation and local content requirements), industrial master plans and trade-related measures.

### Wicked problems: the strategy in time for degrowth 840 (GIG 840)

|                            |                                      |
|----------------------------|--------------------------------------|
| <b>Module credits</b>      | 6.00                                 |
| <b>NQF Level</b>           | 09                                   |
| <b>Prerequisites</b>       | No prerequisites.                    |
| <b>Contact time</b>        | 21 contact hours per 3 week-cycle    |
| <b>Language of tuition</b> | Module is presented in English       |
| <b>Department</b>          | Gordon Institute of Business Science |

**Period of presentation** Semester 2

### Module content

Wicked problems are the complex systemic issues that decision makers are faced with every day. When dealing with these, decision makers are in systems where information is confusing, incomplete and often have to work with clients and other decision makers who have conflicting values. Often the proposed solutions are worse than the problem or are viewed as a white washing of actual issues. This elective unpacks wicked problems through a combination of frameworks, theories and discussions.

## Behavioural finance 841 (GIG 841)

**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

Behavioural finance provides insights into how market participants and investors act inductively - each creating their own set of predictors, beliefs and hypotheses (internal models) - and respond to the current state of the market based on their currently most accurate information. This insight helps market participants to successfully navigate complex adaptive financial markets and to better understand and account for market phenomena such as the emergence of market psychology, fat-tail distribution events, asset price bubbles, financial crashes, market anomalies and random periods of high or low volatility.

## Employee happiness and wellbeing: a strategy and responsibility 861 (GIJ 861)

**Module credits** 6.00

**NQF Level** 09

**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

This elective aims to introduce students to theory and practice of employee happiness and well-being, and its role in organizational outcomes. Specifically, providing an overview of the latest research on employee happiness and well-being, the relationship between employee happiness and well-being and organizational outcomes, and case studies on practical methods to implement employee happiness and well-being strategy.

## Personal resilience 862 (GIJ 862)

|                               |                                      |
|-------------------------------|--------------------------------------|
| <b>Module credits</b>         | 6.00                                 |
| <b>NQF Level</b>              | 09                                   |
| <b>Prerequisites</b>          | No prerequisite.                     |
| <b>Contact time</b>           | 21 contact hours per 3 week-cycle    |
| <b>Language of tuition</b>    | Module is presented in English       |
| <b>Department</b>             | Gordon Institute of Business Science |
| <b>Period of presentation</b> | Semester 2                           |

### Module content

This elective aims to introduce students to the science resilience, the process of positively adapting to adversity. Specifically, in this elective students will explore the capabilities, skills, and self-care practices that contribute to building personal resilience to meet both professional and personal challenges.

## Behaviour science for business impact 863 (GIJ 863)

|                               |                                      |
|-------------------------------|--------------------------------------|
| <b>Module credits</b>         | 6.00                                 |
| <b>NQF Level</b>              | 09                                   |
| <b>Prerequisites</b>          | No prerequisite.                     |
| <b>Contact time</b>           | 21 contact hours per 3 week-cycle    |
| <b>Language of tuition</b>    | Module is presented in English       |
| <b>Department</b>             | Gordon Institute of Business Science |
| <b>Period of presentation</b> | Semester 2                           |

### Module content

This elective develops a toolkit and interventions based on principles and experiments that have practical value for business. A distinct selection of principles and methods from diverse fields will be demonstrated and applied. These techniques are aimed at enabling behavioural shifts for business impact. Students will develop essential insights into these methods and will apply the learning by creating persuasive interventions to shift behaviour.

## Crucial conversations 864 (GIJ 864)

|                               |                                      |
|-------------------------------|--------------------------------------|
| <b>Module credits</b>         | 6.00                                 |
| <b>NQF Level</b>              | 09                                   |
| <b>Prerequisites</b>          | No prerequisite.                     |
| <b>Contact time</b>           | 21 contact hours per 3 week-cycle    |
| <b>Language of tuition</b>    | Module is presented in English       |
| <b>Department</b>             | Gordon Institute of Business Science |
| <b>Period of presentation</b> | Semester 2                           |

### Module content

This elective teaches the skills for communicating when the stakes are high, opinions vary, and emotions run strong. Students will learn the dialogue skills—as demonstrated by top performers—that empower them to talk with anyone about anything, helping reach alignment and agreement on important matters. These skills turn into behaviours that improve decision-making, commitment to action, productivity, improved relationships and enhanced accountability. As these behaviours become consistent, they empower organisations, teams, and individuals to develop high-performance cultures based on trust and respect.

### Negotiation and deal-making 865 (GIJ 865)

|                               |                                      |
|-------------------------------|--------------------------------------|
| <b>Module credits</b>         | 6.00                                 |
| <b>NQF Level</b>              | 09                                   |
| <b>Prerequisites</b>          | No prerequisite.                     |
| <b>Contact time</b>           | 21 contact hours per 3 week-cycle    |
| <b>Language of tuition</b>    | Module is presented in English       |
| <b>Department</b>             | Gordon Institute of Business Science |
| <b>Period of presentation</b> | 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.

### Integrative leadership for public private collaboration towards partnerships 866 (GIJ 866)

|                               |                                      |
|-------------------------------|--------------------------------------|
| <b>Module credits</b>         | 6.00                                 |
| <b>NQF Level</b>              | 09                                   |
| <b>Prerequisites</b>          | No prerequisite.                     |
| <b>Contact time</b>           | 21 contact hours per 3 week-cycle    |
| <b>Language of tuition</b>    | Module is presented in English       |
| <b>Department</b>             | Gordon Institute of Business Science |
| <b>Period of presentation</b> | Semester 2                           |

### Module content

The module explains how to analyse and respond to different contextual dynamics by developing appropriate partnership strategies. It reflects on an organisation's contextual factors and dynamics that influence the partnership negotiation and implementation processes, paying special attention to the influence of characteristics unique to the African context.

### State capture, corruption and ethical leadership 867 (GIJ 867)

|                       |                  |
|-----------------------|------------------|
| <b>Module credits</b> | 6.00             |
| <b>NQF Level</b>      | 09               |
| <b>Prerequisites</b>  | No prerequisite. |



|                               |                                      |
|-------------------------------|--------------------------------------|
| <b>Contact time</b>           | 21 contact hours per 3 week-cycle    |
| <b>Language of tuition</b>    | Module is presented in English       |
| <b>Department</b>             | Gordon Institute of Business Science |
| <b>Period of presentation</b> | Semester 2                           |

#### Module content

This elective reflects on the concept of ethical leadership in the public and private sector within the context of state capture and corruption and proposes solutions to combatting corruption and state capture, which threaten an emerging democracy in South Africa.

### International corporate management business simulation 868 (GIJ 868)

|                               |                                      |
|-------------------------------|--------------------------------------|
| <b>Module credits</b>         | 6.00                                 |
| <b>NQF Level</b>              | 08                                   |
| <b>Prerequisites</b>          | No prerequisite.                     |
| <b>Contact time</b>           | 21 contact hours per 3 week-cycle    |
| <b>Language of tuition</b>    | Module is presented in English       |
| <b>Department</b>             | Gordon Institute of Business Science |
| <b>Period of presentation</b> | Semester 2                           |

#### Module content

This elective will enable students to view the latest models and theories that surround doing business the global economy. This elective builds on the concepts covered in the core programme and therefore the topics chosen will be very substantive. The focus will change year on year depending on what the current trends are and students are advised to consult the elective manual each year for further guidance.

### The UN sustainable development goals: partnering to deliver shared value 869 (GIJ 869)

|                               |                                      |
|-------------------------------|--------------------------------------|
| <b>Module credits</b>         | 6.00                                 |
| <b>NQF Level</b>              | 09                                   |
| <b>Prerequisites</b>          | No prerequisite.                     |
| <b>Contact time</b>           | 21 contact hours per 3 week-cycle    |
| <b>Language of tuition</b>    | Module is presented in English       |
| <b>Department</b>             | Gordon Institute of Business Science |
| <b>Period of presentation</b> | Semester 2                           |

#### Module content

Strategy has become a key concept associated with organisational success or failure. Through a case method approach, this elective will provide students with a more in depth perspective of the current best practices for developing and executing strategy in the current business environment and will build on what was covered in the core curriculum. The focus will change year on year depending on what the current trends are and students are advised to consult the elective manual each year for further guidance.

## Strategy and innovation 870 (GIJ 870)

|                               |                                      |
|-------------------------------|--------------------------------------|
| <b>Module credits</b>         | 6.00                                 |
| <b>NQF Level</b>              | 09                                   |
| <b>Prerequisites</b>          | No prerequisite.                     |
| <b>Contact time</b>           | 21 contact hours per 3 week-cycle    |
| <b>Language of tuition</b>    | Module is presented in English       |
| <b>Department</b>             | Gordon Institute of Business Science |
| <b>Period of presentation</b> | Semester 2                           |

### Module content

External factors and shifts in the political, social, technological, demographic, legal and regulatory environments all have an impact on organisations and their ability to remain relevant, competitive and to grow. These shifts are further accelerated by the “age of disruption” – which the World Economic Forum titles the Fourth Industrial Revolution. This rapidly evolving external environment has resulted in a need to create more agile and competitive strategies.

## Effectual intelligence for management consultants 871 (GIJ 871)

|                               |                                      |
|-------------------------------|--------------------------------------|
| <b>Module credits</b>         | 6.00                                 |
| <b>NQF Level</b>              | 09                                   |
| <b>Prerequisites</b>          | No prerequisite.                     |
| <b>Contact time</b>           | 21 contact hours per 3 week-cycle    |
| <b>Language of tuition</b>    | Module is presented in English       |
| <b>Department</b>             | Gordon Institute of Business Science |
| <b>Period of presentation</b> | Semester 2                           |

### Module content

This highly practical module aims to equip the participants with various practical tools and tactics that will enable them to become an adaptive and effective management consultant.

## Impact investing 872 (GIJ 872)

|                               |                                      |
|-------------------------------|--------------------------------------|
| <b>Module credits</b>         | 6.00                                 |
| <b>NQF Level</b>              | 09                                   |
| <b>Prerequisites</b>          | No prerequisite.                     |
| <b>Contact time</b>           | 21 contact hours per 3 week-cycle    |
| <b>Language of tuition</b>    | Module is presented in English       |
| <b>Department</b>             | Gordon Institute of Business Science |
| <b>Period of presentation</b> | Semester 2                           |

### Module content

The elective will introduce students to the concept of sustainable development from ethical, economic and corporate governance perspectives. The field of sustainability has grown in recent years and with more regulations being introduced across various countries the importance for managers to have understanding of this environment has grown too. The focus will change year on year depending on what the current trends are and students are advised to consult the elective manual each year for further guidance.

### Entrepreneurial finance 873 (GIJ 873)

|                               |                                      |
|-------------------------------|--------------------------------------|
| <b>Module credits</b>         | 6.00                                 |
| <b>NQF Level</b>              | 09                                   |
| <b>Prerequisites</b>          | No prerequisite.                     |
| <b>Contact time</b>           | 21 contact hours per 3 week-cycle    |
| <b>Language of tuition</b>    | Module is presented in English       |
| <b>Department</b>             | Gordon Institute of Business Science |
| <b>Period of presentation</b> | Semester 2                           |

### Module content

In this elective, you will be exposed to the latest theory and models based on Entrepreneurship. On completion of this module, you will be able to analyse, evaluate and offer solutions to local or global businesses from an entrepreneurship perspective. The focus will change year on year depending on what the current trends are and students are advised to consult the elective manual each year for further guidance.

### Entrepreneurial marketing 874 (GIJ 874)

|                               |                                      |
|-------------------------------|--------------------------------------|
| <b>Module credits</b>         | 6.00                                 |
| <b>NQF Level</b>              | 09                                   |
| <b>Prerequisites</b>          | No prerequisite.                     |
| <b>Contact time</b>           | 21 contact hours per 3 week-cycle    |
| <b>Language of tuition</b>    | Module is presented in English       |
| <b>Department</b>             | Gordon Institute of Business Science |
| <b>Period of presentation</b> | Semester 2                           |

### Module content

In this elective, you will be exposed to the latest theory and models based on Entrepreneurship. On completion of this module, you will be able to analyse, evaluate and offer solutions to local or global businesses from an entrepreneurship perspective. The focus will change year on year depending on what the current trends are and students are advised to consult the elective manual each year for further guidance.

### New venture creation 875 (GIJ 875)

|                       |      |
|-----------------------|------|
| <b>Module credits</b> | 6.00 |
| <b>NQF Level</b>      | 09   |



|                               |                                      |
|-------------------------------|--------------------------------------|
| <b>Prerequisites</b>          | No prerequisite.                     |
| <b>Contact time</b>           | 21 contact hours per 3 week-cycle    |
| <b>Language of tuition</b>    | Module is presented in English       |
| <b>Department</b>             | Gordon Institute of Business Science |
| <b>Period of presentation</b> | Semester 2                           |

#### Module content

Regulatory changes over the last few years have increased the pressure on the financial expertise required of senior managers and board members. This elective will look at the current regulations and requirements needed to meet the increasing demands on organisations. Students will be exposed to the latest methods to handle this technically demanding and changing environment. The focus will change year on year depending on what the current trends are and students are advised to consult the elective manual each year for further guidance.

### Social entrepreneurship and measuring impact 876 (GIJ 876)

|                               |                                      |
|-------------------------------|--------------------------------------|
| <b>Module credits</b>         | 6.00                                 |
| <b>NQF Level</b>              | 09                                   |
| <b>Prerequisites</b>          | No prerequisite.                     |
| <b>Contact time</b>           | 21 contact hours per 3 week-cycle    |
| <b>Language of tuition</b>    | Module is presented in English       |
| <b>Department</b>             | Gordon Institute of Business Science |
| <b>Period of presentation</b> | Semester 2                           |

#### Module content

The elective will introduce students to the concept of sustainable development from ethical, economic and corporate governance perspectives. The field of sustainability has grown in recent years and with more regulations being introduced across various countries the importance for managers to have understanding of this environment has grown too. The focus will change year on year depending on what the current trends are and students are advised to consult the elective manual each year for further guidance.

### Digital disruption 877 (GIJ 877)

|                               |                                      |
|-------------------------------|--------------------------------------|
| <b>Module credits</b>         | 6.00                                 |
| <b>NQF Level</b>              | 09                                   |
| <b>Prerequisites</b>          | No prerequisite.                     |
| <b>Contact time</b>           | 21 contact hours per 3 week-cycle    |
| <b>Language of tuition</b>    | Module is presented in English       |
| <b>Department</b>             | Gordon Institute of Business Science |
| <b>Period of presentation</b> | Semester 2                           |

## Module content

The aim of this elective is to expose students to the current research in the field of general management at a local and international level. Students attending this elective will gain a deeper understanding of the opportunities and challenges of managing a business in the current economic environment. The focus will change year on year depending on what the current trends are and students are advised to consult the elective manual each year for further guidance.

### Dynamic innovation 878 (GIJ 878)

|                               |                                      |
|-------------------------------|--------------------------------------|
| <b>Module credits</b>         | 6.00                                 |
| <b>NQF Level</b>              | 09                                   |
| <b>Prerequisites</b>          | No prerequisite.                     |
| <b>Contact time</b>           | 21 contact hours per 3 week-cycle    |
| <b>Language of tuition</b>    | Module is presented in English       |
| <b>Department</b>             | Gordon Institute of Business Science |
| <b>Period of presentation</b> | Semester 2                           |

## Module content

Building an agile and innovative organisation has become a critical requirement to participate successfully in the current competitive landscape. In this elective students will build a working knowledge on the fundamentals requisite for an innovation culture to flourish. Through cases, company discussions and mixed media methods, students will also cover the components, structures, processes and mind-sets involved in developing a functional innovation system. The focus will change year on year depending on what the current trends are and students are advised to consult the elective manual each year for further guidance.

### Fourth industrial revolution 879 (GIJ 879)

|                               |                                      |
|-------------------------------|--------------------------------------|
| <b>Module credits</b>         | 6.00                                 |
| <b>NQF Level</b>              | 09                                   |
| <b>Prerequisites</b>          | No prerequisite.                     |
| <b>Contact time</b>           | 21 contact hours per 3 week-cycle    |
| <b>Language of tuition</b>    | Module is presented in English       |
| <b>Department</b>             | Gordon Institute of Business Science |
| <b>Period of presentation</b> | Semester 2                           |

## Module content

The elective will focus on the contemporary emerging thoughts and theories surrounding the knowledge economy. After attending this elective, students will apply the necessary tools and frameworks to develop strategies which will assist in bridging the gap between information systems and the information managers. The focus will change year on year depending on what the current trends are and students are advised to consult the elective manual each year for further guidance.



## Contextual leadership intelligence 880 (GIJ 880)

|                               |                                      |
|-------------------------------|--------------------------------------|
| <b>Module credits</b>         | 6.00                                 |
| <b>NQF Level</b>              | 09                                   |
| <b>Prerequisites</b>          | No prerequisite.                     |
| <b>Contact time</b>           | 21 contact hours per 3 week-cycle    |
| <b>Language of tuition</b>    | Module is presented in English       |
| <b>Department</b>             | Gordon Institute of Business Science |
| <b>Period of presentation</b> | Semester 2                           |

### Module content

This elective is based on the principle that understanding oneself is the first step towards becoming an effective leader. Students will be exposed to current theory and practice in the field of leadership. Exercises and discussions will assist students to understand leadership at a personal level and prepare them to develop strategies for personal improvement. The focus will change year on year depending on what the current trends are and students are advised to consult the elective manual each year for further guidance.

## Mindful leader 881 (GIJ 881)

|                               |                                      |
|-------------------------------|--------------------------------------|
| <b>Module credits</b>         | 6.00                                 |
| <b>NQF Level</b>              | 09                                   |
| <b>Prerequisites</b>          | No prerequisite.                     |
| <b>Contact time</b>           | 21 contact hours per 3 week-cycle    |
| <b>Language of tuition</b>    | Module is presented in English       |
| <b>Department</b>             | Gordon Institute of Business Science |
| <b>Period of presentation</b> | Semester 2                           |

### Module content

This elective is based on the principle that understanding oneself is the first step towards becoming an effective leader. Students will be exposed to current theory and practice in the field of leadership. Exercises and discussions will assist students to understand leadership at a personal level and prepare them to develop strategies for personal improvement. The focus will change year on year depending on what the current trends are, and students are advised to consult the elective manual each year for further guidance.

## Strategic supply management 882 (GIJ 882)

|                            |                                      |
|----------------------------|--------------------------------------|
| <b>Module credits</b>      | 6.00                                 |
| <b>NQF Level</b>           | 09                                   |
| <b>Prerequisites</b>       | No prerequisite.                     |
| <b>Contact time</b>        | 21 contact hours per 3 week-cycle    |
| <b>Language of tuition</b> | Module is presented in English       |
| <b>Department</b>          | Gordon Institute of Business Science |

**Period of presentation** Semester 2

**Module content**

The supply chain plays a vital role in the success of organisations. Supply chain management is responsible for ensuring the flow of products, information and money to ensure value is added to the end consumers and return on capital employed for the entire supply chain is improved. As the networks become more complex, with more variability and the customer's expectation of shorter lead times, there is a need to give students a more in-depth understanding of this function, viewed from a systems perspective. This means the focus has to change from make and sell what can be made (push-and -promote) to make and sell what can be sold (position-and-pull).

**Africa in 2050: betting on ourselves 883 (GIJ 883)**

**Module credits** 6.00

**NQF Level** 09

**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**

This elective will explore the most significant challenges and opportunities that face managers working in Africa. The interplay between economics, politics and social wellbeing will be explored at a macro and micro level. The focus will change year on year depending on what the current trends are.

**Global business strategy: global economics & international business risk 884 (GIJ 884)**

**Module credits** 6.00

**NQF Level** 09

**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**

This elective will enable students to view the latest models and theories that surround doing business the global economy. This elective builds on the concepts covered in the core programme and therefore the topics chosen will be very substantive. The focus will change year on year depending on what the current trends are.

**Mastering strategic foresight 885 (GIJ 885)**

**Module credits** 6.00

|                               |                                      |
|-------------------------------|--------------------------------------|
| <b>NQF Level</b>              | 09                                   |
| <b>Prerequisites</b>          | No prerequisite.                     |
| <b>Contact time</b>           | 21 contact hours per 3 week-cycle    |
| <b>Language of tuition</b>    | Module is presented in English       |
| <b>Department</b>             | Gordon Institute of Business Science |
| <b>Period of presentation</b> | Semester 2                           |

### Module content

This elective looks at the importance of managing stakeholders through focusing on the possible ways to minimise threats and as well as maximise opportunities. Students will be exposed to the contemporary issues that surround the factors that impact on stakeholder management as well as the factors that assist in building these relationships. The focus will change year on year depending on what the current trends are.

### Regulations and rules

The regulations and rules for the degrees published here are subject to change and may be amended after the publication of this information.

The [General Academic Regulations \(G Regulations\)](#) and [General Student Rules](#) apply to all faculties and registered students of the University, as well as all prospective students who have accepted an offer of a place at the University of Pretoria. On registering for a programme, the student bears the responsibility of ensuring that they familiarise themselves with the General Academic Regulations applicable to their registration, as well as the relevant faculty-specific and programme-specific regulations and information as stipulated in the relevant yearbook. Ignorance concerning these regulations will not be accepted as an excuse for any transgression, or basis for an exception to any of the aforementioned regulations.

### University of Pretoria Programme Qualification Mix (PQM) verification project

The higher education sector has undergone an extensive alignment to the Higher Education Qualification Sub-Framework (HEQF) across all institutions in South Africa. In order to comply with the HEQSF, all institutions are legally required to participate in a national initiative led by regulatory bodies such as the Department of Higher Education and Training (DHET), the Council on Higher Education (CHE), and the South African Qualifications Authority (SAQA). The University of Pretoria is presently engaged in an ongoing effort to align its qualifications and programmes with the HEQSF criteria. Current and prospective students should take note that changes to UP qualification and programme names, may occur as a result of the HEQSF initiative. Students are advised to contact their faculties if they have any questions.