



# University of Pretoria Yearbook 2018

## Business management 310 (OBS 310)

**Qualification** Undergraduate

**Faculty** [Faculty of Economic and Management Sciences](#)

**Module credits** 20.00

**Programmes** [BCom](#)

[BCom Business Management](#)

[BCom Entrepreneurship](#)

[BCom Informatics Information Systems](#)

[BCom Law](#)

[BCom Supply Chain Management](#)

[BSc Information and Knowledge Systems](#)

**Service modules** Faculty of Engineering, Built Environment and Information Technology

Faculty of Education

**Prerequisites** OBS 114 or 124 with admission to the examination in the other

**Contact time** 3 lectures per week

**Language of tuition** Separate classes for Afrikaans and English

**Department** Business Management

**Period of presentation** Semester 1

### Module content

Human resource management and development

The environment in which human resource management takes place; job analysis; strategic human resource planning; equal employment opportunities; planning and management of training; development and careers; functioning in a global environment.

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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