



# University of Pretoria Yearbook 2021

## Business management 220 (OBS 220)

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| <b>Qualification</b>          | Undergraduate  |
| <b>Faculty</b>                | Faculty of Economic and Management Sciences  |
| <b>Module credits</b>         | 16.00  |
| <b>NQF Level</b>              | 06   |
| <b>Programmes</b>             | BCom<br>BCom Agribusiness Management<br>BCom Business Management<br>BCom Human Resource Management<br>BCom Informatics Information Systems<br>BCom Law<br>BCom Marketing Management<br>BCom Supply Chain Management<br>BEd Senior Phase and Further Education and Training Teaching<br>BIS Information Science<br>BIT Information Systems<br>BSc Information and Knowledge Systems<br>BConSci Clothing Retail Management<br>BConSci Hospitality Management |
| <b>Service modules</b>        | Faculty of Engineering, Built Environment and Information Technology<br>Faculty of Education<br>Faculty of Natural and Agricultural Sciences   |
| <b>Prerequisites</b>          | OBS 114 or 124 with admission to the examination in the other. Students from other Faculties are required to have 50% for Mathematics in Grade 12.   |
| <b>Contact time</b>           | 3 lectures per week  |
| <b>Language of tuition</b>    | Module is presented in English   |
| <b>Department</b>             | Business Management  |
| <b>Period of presentation</b> | Semester 2   |



## Module content

Project management and negotiations:

Introduction Project management concepts; needs identification; the project, the project manager and the project team; types of project organisations; project communication and documentation. Planning and control: planning, scheduling and schedule control of projects; resource considerations and allocations; cost planning and performance evaluation.

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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