



# University of Pretoria Yearbook 2022

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

**Qualification** Postgraduate

**Faculty** [Gordon Institute of Business Science](#)

**Module credits** 6.00

**NQF Level** 09

**Programmes** [MPhil with specialisation in Change Leadership](#)

[MPhil with specialisation in Leading in New Economies](#)

[MBA Full-time](#)

[MBA Modular](#)

[MBA Part-time](#)

[MPhil \(Corporate Strategy\) \(Coursework\)](#)

[MPhil \(International Business\) \(Coursework\)](#)

**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

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.

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.