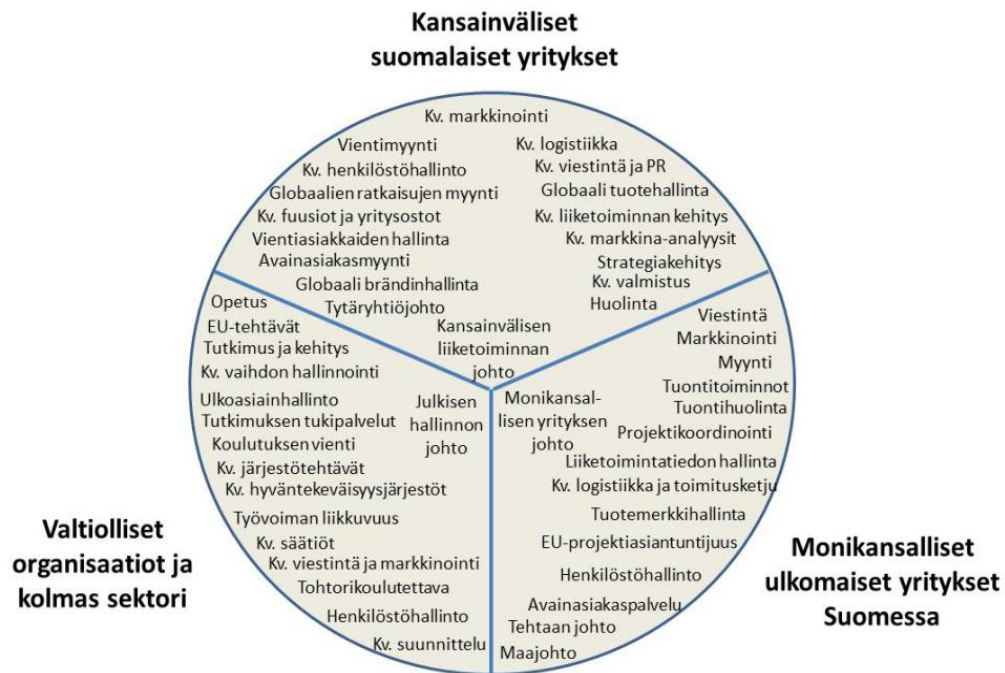


**Johtamisen akateeminen yksikkö
Markkinoinnin ja viestinnän
akateeminen yksikkö
Master's Degree Programme in
International Business
Opinto-opas
2018-2019**

Kansainvälisen liiketoiminnan opinnot

Tarve kansainvälisen liiketoiminnan osaajista

Suomi on pieni ja avoin talous, jonka kasvun ja hyvinvoinnin ylläpitämiseksi on tärkeää, että suomalaiset yritykset ja yksilöt pystyvät toimimaan menestyksellisesti kansainvälisillä markkinoilla. Kansainvälistyminen ei kuitenkaan koske vain maan rajojen ulkopuolella operoivia yrityksiä ja organisaatioita vaan globalisoitumiskehitystä tapahtuu myös kotimaassa. Monikulttuurisessa ympäristössä toimimisesta ja kansainvälisyydestä onkin tullut merkittävä osa niin yritysten kuin valtiollisten organisaatioiden ja kolmannen sektorin toimintaa ja siten tarve monipuolisista kansainvälisen liiketoiminnan osaajista korostuu. Kansainvälisen liiketoiminnan opinnot mahdollistavat monipuoliset ja mielenkiintoiset tehtävät niin ulkomailla kuin kotimaassa (kts. kuvio).



Master's Degree Programme in International Business (MIB)

The Master's Degree Programme in International Business (MIB) is a high quality EPAS accredited programme.

On MIB we are looking for ambitious students who want to pursue a global career, who are willing to rise to the challenge of working in a multicultural business environment, and who want to equip themselves with the knowledge and skills needed to cope with the challenges that a globalised world presents to organisations and individuals.

To be eligible to apply to MIB you should have completed a Bachelor's degree majoring in International Business (*Kansainvälinen liiketoiminta*), Marketing or Management, or you have completed a minor in International Business (*Kansainvälinen liiketoiminta*) in your Bachelor's degree.

Intended Learning Outcomes

The intended learning outcomes in MIB are divided into the following three areas: knowledge, skills and attitudes

Knowledge

The intended learning outcomes in terms of *knowledge* are divided into the following key domains of international business – international strategic management, international marketing and international human resource management. By the end of the programme students will,

- understand the international strategic planning process, and learn to develop and manage internationalization strategies
- understand how to design and manage the international marketing strategies of firms at different phases of foreign market expansion, learn to establish and manage business networks and customer relationships and gain knowledge of how to communicate and negotiate in cross-cultural settings
- understand the role of the human resource management within multinational firms, acquire knowledge on how to develop global leadership, how to manage international teams and projects, and discover how to shape your own global career

Corporate social responsibility and sustainability and ethical considerations are integrated into these key areas. In addition, MIB offers students several area-focused courses which prepare students to do business in key markets around the world, as well as electives that allow students to deepen their knowledge in other areas of international business.

Skills

In addition to knowledge-specific intended learning outcomes, MIB supports and guides students in developing a range of key skills that they can take with them into their future careers. The key skills fall under five skill categories: 1) *communication and team working* skills, 2) *interpersonal* skills, 3) analytical and problem solving skills 4) *creativity and change management* skills and 5) *self-management* skills. Through the Competence development course and Competence Handbook, students are encouraged to develop their key skills via both curricular and non-curricular activities and to take responsibility for their own personal and professional development.

Attitudes

MIB also seeks to instil the following *attitudes* in its students:

Global mindset (attitude towards the world): Openness to and awareness of the 'big picture' and changes in the global business environment, whilst understanding the need to strike a balance between strategic integration and responsiveness to local markets

Strategic orientation (attitude towards strategy): An appreciation for how and why strategic actions lead to value creation in organisations.

Customer orientation (attitude towards customers): Understanding the importance of customer relationships and a service mentality

Valuing diversity (attitude towards others): Respect for the talents and beliefs of others regardless of background

Integrity & responsibility (attitude towards society and the environment): Honesty, strong moral principles, and an awareness of how business can impact society and the environment.

Transition to Working Life

MIB's Mentoring programme and double degree options in Italy, France, Germany and Czech Republic offer great opportunities for personal development and improving the transition from university to work. In addition, MIB recommends students to be active in applying for internship positions in Finland and abroad to improve the skills and attitudes required in different positions. The excursions offer an additional possibility to experience and learn about live business cases.

Learning Environment

In MIB you will study with students from around the world and will be taught by an international faculty, providing you with the possibility to develop your skills in working in a multicultural environment already during your studies. Our lecturers and professors utilize learning methods and technologies which emphasize your own role in collecting knowledge, analyzing and understanding it and applying it in different contexts. During your studies you will work with people who think differently, disagree with you and don't understand your logic. All these elements make the learning environment quite challenging. On the other hand, you will have the possibility to learn to appreciate the value of diversity in teams, undergo the process of personal development in different areas and experience the positive feeling of exceeding your own expectations.

MIB prepares students for careers in internationalising and already multinational firms, whether this is work in international positions, different kinds of international assignments, or involvement in international projects and teams. In addition, MIB offers a good foundation for working in internationally-oriented governmental organisations or in research- and teaching-related positions. The programme also prepares students for an academic career and provides eligibility for further studies.

MIB Programme Structure 2018-2019

Compulsory Core Studies, 41 ECTS

International Human Resource Management

JOHT3010 International Human Resource Management	5 ECTS
JOHT3036 Leadership	5 ECTS

International Marketing Management

MARK3025 Global Marketing Management	5 ECTS
MARK3024 International Business Negotiations	5 ECTS
MARK3013 Cross Cultural Marketing Communications	5 ECTS

International Strategic Management

MARK3023 Internationalization Strategies of the Firm	5 ECTS
JOHT3003 International Strategic Management	5 ECTS
INTB3006 Sustainability and International Business Ethics	5 ECTS
INTB3007 Competency Development	1 ECTS

Compulsory Language & General Studies, 12 ECTS

KENG9211 Writing Academic English I	3 ECTS
KENG9311 Writing Academic English II (in connection with spring Research Methodologies)	2 ECTS
KSUO5111 Finnish for Foreigners I <i>or</i> foreign language studies (for Finnish students)	5 ECTS
Searching for Scientific Information I	1 ECTS
Searching for Scientific Information II	1 ECTS

Optional Studies, min.29 ECTS**International Human Resource Management**

JOHT3002 Cross Cultural Management	5 ECTS
JOHT3004 Diversity Management	5 ECTS

International Marketing Management

MARK2012 Export Marketing	5 ECTS
MARK3026 Managing International Business Networks	5 ECTS
MARK2019 Global Sourcing and Procurement	5 ECTS
MARK2035 Cultures of Consumption	5 ECTS
MARK3045 Start-Up Valuation	5 ECTS
MARK3044 International Growth through Sustainable Entrepreneurship	5 ECTS
MARK3051 Industrial Internet in International Customer Value Creation	5 ECTS

International Strategic Management

JOHT2005 International Management	5 ECTS
MARK2013 International Business Operation Modes	5 ECTS
JOHT3057 Key & Emerging Themes in Management Studies	5 ECTS
JOHT3019 Project Management	5 ECTS
JOHT3062 Service Business Development (max. 5 MIB students)	5 ECTS
JOHT3061 Developing Business Modules (max. 10 MIB students)	5 ECTS

Area Specific Studies

MARK3043 Doing Business in Emerging Markets	5 ECTS
MARK2027 Business Operations in Eastern Europe	5 ECTS
MARK2018 Marketing Strategies and management in CEE	5 ECTS
LASK3003 Investment and Finance in Russia	5 ECTS
TOIK2032 Legal Foundations of Russian Economy	6 ECTS

Transition to Working Life

INTB3003 Internship I	5 ECTS
INTB3011 Internship II	5 ECTS
INTB3009 Research Project	1-5 ECTS
INTB3010 Excursion	2 ECTS
INTB3012 Mentoring Programme	2 ECTS
OPIS0075 Applying for a Job in Finland	1 ECTS

Others

LASK3017 Corporate Finance	6 ECTS
FILO1011 Philosophy of Science	3 ECTS
VIEK1008 Agency and social media (max. 10 BIB&MIB students)	5 ECTS
VIEK1007 WWW-suunnittelu (max. 5 kv liiketoiminnan opiskelijaa)	5 ECTS
VIEK2011 Johtamisviestintä (max. 5 kv liiketoiminnan opiskelijaa)	5 ECTS

Master's Research, 38 ECTS

INTB3008 (spring) Research Methodologies; INTB3013 (Autumn)	8 ECTS
INTB3990 Master's Thesis	30 ECTS
<ul style="list-style-type: none"> • INTB3991 <i>Research proposal & theoretic framework</i> • INTB3992 <i>Methodology section & preliminary empirical results</i> • INTB3993 <i>Complete master's thesis</i> 	 10 ECTS 10 ECTS 10 ECTS

Programme schedule 2017–2019				
Year 1	Autumn Semester		Spring Semester	
	Period 1	Period 2	Period 3	Period 4
<i>Compulsory studies</i>	-Internationalization Strategies of the Firm (5) -Sustainability and International Business Ethics (5) - Searching for Scientific Information I	-International Strategic Management (5)	-International HRM (5) -International Business Negotiations (5)	-Global Marketing Management (5) -Leadership (5) -Cross-Cultural Marketing Communications (5)
	-Academic Writing in Eng. I (3) -Finnish for Foreigners I (5)		-Research Methodologies (8); Academic Writing in Eng. II (2) - Searching for Scientific Information II	
	COMPETENCY DEVELOPMENT			
<i>Optional studies</i>			Excursion (2) Internship IIa (5)	

Year 2	Autumn Semester		Spring Semester	
	Period 1	Period 2	Period 3	Period 4
<i>Compulsory studies</i>	COMPETENCY DEVELOPMENT MASTER' S THESIS			

	Autumn Semester		Spring Semester	
	Period 1	Period 2	Period 3	Period 4
<i>Optional Studies</i>	-Export Marketing (5) -International Management (5) -Corporate Finance (6)	-Managing International Business Networks (5) -International Growth through Sustainable Entrepreneurship (5) -Cross-Cultural Management (5) -International Business Operation Modes (5) -Philosophy of Science (3) -Global Sourcing & Procurement (5)	-Business Operations in EE (5) -Marketing Strategies & Management in CEE (5) - Doing Business in Emerging Markets (5) -Applying for a job in Finland (1)	-Legal Foundations of the Russian Economy (6) -Investment & Finance in Russia (5) - Key and Emerging Themes in Management Studies (5) - Cultures of Consumption (5) -Diversity Management (5)
	-Startup Valuation (5) -Project Management (5) -User Innovation (5)			
	Mentoring Programme (2), Research Project (1-5), Internship IIb (5) Study Exchange (1 semester, or 1 year) or a Double Degree			

Learning outcomes	Knowledge in International Business			Generic skills														
				Communication and team working skills			Interpersonal skills		Analytical and problem solving skills			Creativity and change management skills		Self management skills				
Master's Degree Programme in International Business	International Strategic Management	International Marketing Management	International Human Resource Management	Written & oral expression	Co-operation skills	Cross-cultural skills	IT skills	Leadership and networking skills	Negotiation skills	Conflict management	Analytical and critical thinking	Decision making and problem solving	Planning and organization	Creativity / innovation / visioning	Change management	Self-organization and time management	Ability to take initiatives	Career management
Core Courses:																		
International Strategic Management	X										X	X		X				
Internationalization Strategies of the firm	X			X							X					X		
Sustainability and International Business Ethics	X				X						X	X						
Global Marketing Management		X		X									X					
Cross-Cultural Marketing Communications		X					X				X			X				
International Business Negotiations		X				X			X		X							
International Human Resource Management			X	X	X													
Leadership			X	X				X	X									
Optional Courses:																		
International Management	X			X	X	X												
International Business Operation Modes	X				X						X	X						
Industrial Internet in International Customer Value Creation		X					X				X			X				
Cross-Cultural Management			X		X	X												
Project Management	X			X	X						X							
Export Marketing		X			X						X	X						
Managing International Business Networks		X			X						X							
International Growth through Sustainable Entrepreneurship		X		X							X					X		
Diversity Management			X		X					X								
Start-up Valuation		X									X						X	
Cultures of Consumption		X		X		X					X							
Area Specific Studies:																		
Business Operations in Eastern Europe		X									X							
Marketing Strategies and Management in CEE		X																
Doing Business in Emerging Markets		X		X		X					X							
Legal Foundations of Russian Economy																		
Investment and Finance in Russia																		
Transition to working life:																		
Competence Development (development depends on individual preferences)																		X
Mentoring Programme																		X
Excursion																		X
Internship I																		X
Internship II																		X
Research Studies and thesis																		
Research Methodologies				X							X							
Master's Thesis				X							X					X		

Courses Offered in the Master's Degree Programme in International Business

Core Studies

International Human Resource Management

Code: JOHT3010

Credit Units: 5 ECTS

Time: Spring, Period 3.

Content: This course exposes participants to the challenges related to managing people in an international context. People are considered as one of the most, if not the most, important resources for the competitiveness of firms, and the challenge of effective HRM is greatest in multinational firms with operations in culturally and institutionally diverse environments. The course covers the following topics: strategic international human resource management, international staffing and expatriation, global talent management, global leadership development, managing performance, international compensation and managing diversity.

Learning Outcomes: By the end of this course students should be able to (i) understand how business strategies and IHRM are connected; ii) understand the role of IHRM in the management of international organizations, and iii) understand the central challenges that multinational organizations face in managing their global workforce. The course will also support the development of students' key skills in the areas of co-operation, written and oral expression.

Teaching: Lectures, workshops, pre-reading assignments and visitors (total approx. 30 hours).

Assessment: Individual and group assignments

Literature: Will be informed later

Rating: 1-5 / failed

Contact Person: Vesa Suutari

Right to Participate: This course is only open to students registered on the Master's Degree Programme in International Business.

Additional Information: The course includes some compulsory attendance

Internationalization Strategies of the Firm

Code: MARK3023

Credit Units: 5 ECTS

Time: Autumn, Period 1.

Content: The subjects covered on the course include 1) Dimensions of internationalization strategies, 2) Various internationalization theories and approaches 3) International strategic alliances, and 4) Foreign direct investment strategies, especially acquisition strategies 5) Divestments

Learning Outcomes: By the end of this course students should be able to identify the different dimensions of internationalization strategies and apply this knowledge in different context; identify and explain different internationalization pathways, reflect upon them and apply this knowledge on practice through case analysis and empirical work with companies; recognise, analyse and reflect upon the key decision making aspects and factors having an effect on performance of Foreign Direct Investments and Strategic Alliances.

The course will also support the development of students' general skills in the areas of critical thinking and analytical writing; oral and written presentation; self-organization and time management.

Teaching: Lectures (appr. 25 hours, including guest lectures by company visitors), assignments, literature.

Assessment: Option 1 (In-class): participation and presentation in classes, group term paper based on the data collected by students, reflection essays about presentations by guest speakers, acting as an opponent. Option 2 (Distant) : Two essays including theoretical part and case analysis and Moodle exam.

Literature: Reading package comprising compulsory and optional literature.

Prerequisites: Export Marketing

Rating: 1-5 / failed

Contact Person: Tamara Galkina

Right to Participate: This course is only open to students registered on the Master's Degree Programme in International Business.

Global Marketing Management

Code: MARK3025

Credit Units: 5 ECTS

Time: Spring, Period 4.

Content: The subjects covered on the course include 1) An overview of global marketing and assessing global market environment, 2) global market expansion and marketing mix development 3) global product and branding strategies, 4) global internet / sales channel strategies and pricing, 5) organizing and controlling global marketing strategies, and 6) ethical issues in global marketing.

Learning Outcomes: By the end of this course students should have gained understanding about developing and managing effective global marketing strategies. They should be aware of useful theories and concepts related to global marketing, understand how global marketing strategies are planned, and be able to explain how the marketing mix changes during global expansion. Moreover, students are expected to have understanding of how to organize and co-ordinate implementation of marketing strategies without forgetting ethical considerations. The course is also expected to develop student's skills in planning and organization, and oral and written expression.

Teaching: Lectures (max 30 hours), assignments, and literature.

Assessment: Learning diary, compulsory group assignments, peer evaluation, and class contribution.

Literature: 1. Hollensen, Svend: Global Marketing. A decision-oriented approach. Financial Times Prentice Hall fifth edition 2011.

2. Reading package informed by the lecturer.

Prerequisites: Export marketing, Internationalization strategies of the firm.

Rating: 1-5 / failed

Contact Person: Peter Gabrielsson

Right to Participate: This course is only open to students registered on the Master's Degree Programme in International Business.

Additional Information: Compulsory attendance at lectures (max 1-2 absences allowed from lectures).

Cross-Cultural Marketing Communications

Code: MARK3013

Credit Units: 5 ECTS

Time: Spring, Period 4

Content: The subjects covered on the course include 1) Values in marketing communications 2) Culture and advertising appeals and executional style, 3) Culture and digital marketing communication, 4) Effectiveness 5) Ethics in marketing communication and 6) Cross-cultural advertising communication strategies.

Learning Outcomes: By the end of this course students should be able to understand how culture impact on the planning and management of cross-cultural marketing communications, especially in international advertising, be aware of the role of digital media in cross-cultural marketing communication without forgetting the ethical considerations. This course will support the development of skills such as critical thinking, creativity and IT skills.

Teaching: Web-based course

Assessment: Group and individual assignments/quizzes

Literature: 1. De Mooij, Marieke (2014). Global marketing and advertising. Understanding cultural paradoxes. Sage publications USA.

2. Reading package

Prerequisites: Global Marketing Management

Rating: 1-5 / fail

Contact Person: Minnie Kontkanen

Right to Participate: This course is open to students registered on the Master's Degree Programme in International Business, on VIMA (max 5 students) and VIEK (max 10 students) programmes.

Additional Information:

Leadership

Code: JOHT3036

Credit Units: 5 ECTS

Time: Spring, Period 4.

Content: The subjects covered on the course include 1) the main approaches to the study of leadership and followership, and 2) leadership development.

Learning Outcomes: By the end of this course students should be able to describe the key approaches to the study of leadership. Students should also be able to understand the nature of leadership in different kinds of organizations, and the challenges inherent in the identification of leadership potential and leader development. The students will be familiar with ethical aspects of leadership work and recognize the most popular leadership development approaches. The course will also support the development of students' skills in the areas of group work and interpersonal skills, conflict management and self-awareness/assessment of own leadership capabilities.

Teaching: Lectures and workshops (approx. 20hours).

Assessment: Learning diary; self-reflection report on leadership skills;. No exam, compulsory class attendance.

Literature: 1. Jackson, B. & Parry, K. (2008) A very short, fairly interesting and reasonably cheap book about studying leadership. London: Sage.

2. Northouse, P. (2010): Leadership. Theory and Practice. Sage. (Multiple editions)

3. Assigned articles

Prerequisites: Students must have completed the course International Management (JOHT2005) before taking this course.

Rating: 1-5 / fail

Contact Person: Susanna Kultalahti

Right to Participate: This course is only open to students registered on the Master's Degree Programme in International Business.

Additional Information: Compulsory class attendance to first and last lecture

International Strategic Management

Code: JOHT3003

Credit Units: 5 ECTS

Time: Autumn, Period 2.

Content: Students are introduced to major strategy-making models and their application, competitive dynamics and tools for its analysis, basic concepts of corporate finance and managerial accounting, foundations of strategic decision-making, challenges in strategy implementation in MNCs, as well as short business cases for corporate social responsibility and sustainability. Most of the course content is applied practically in the online business simulation *Global Challenge*.

Learning Outcomes: By the end of this course, students will be able to understand and apply some of the main theories and models in strategic management; identify and utilize best practices from leading multinationals; will be able to evaluate international industrial environments and design strategies that fit these environments; will be able to identify and interpret challenges in international strategic management. The course will also support the development of students' skills in the areas of analytical and critical thinking, decision making, and visioning.

Teaching: The course consists of lectures, an on-line business simulation *Global Challenge*, and group and individual assignments.

Assessment: Group work (45%) and individual written assignment (55%)

Literature: 1) PENG, M.W. (2006; 2009) *Global Strategy*. Thomson: Taunton, MA. 2) Reading package on course themes to be provided.

Prerequisites: Students should make sure the course fits their timetable since participation in some of the lectures and during the group simulation sessions is obligatory.

Rating: 1-5 / fail

Contact Person: Sniazhana Sniazhko and Rodrigo Rabetino

Right to Participate: This course is only open to students registered on the Master's Programmes in International Business, Strategic Business Development, and Finance.

Additional Information: No exam; compulsory class attendance to some of the lectures; compulsory class attendance to the group simulation sessions.

International Business Negotiations

Code: MARK3024

Credit Units: 5 ECTS

Time: Spring, Period 3.

Content: The subjects covered on the course include 1) Introducing international business negotiations and theoretical background 2) Conflict resolution 3) the impact and role of culture on negotiations 4) Communication process and negotiations 5) The process, strategies and tactics of international business negotiations, and 6) Practical exercises of different negotiation situations.

Learning Outcomes: By the end of this course students should develop an overall awareness of theoretical and practical aspects of international business negotiations. In addition, this course develops cross-cultural communication, negotiation, analytical and critical thinking skills in students.

Teaching: The course consists of maximum 25 hours of lectures. Exercises include analyzing case studies and performing a role-play exercise for an actual business negotiation situation. This part is compulsory and will be video taped and analysed.

Assessment: Case study analysis in groups, group report and role play exercise and individual report.

Literature: 1. Ghauri, P.N. & Usunier, J.C. (2003), International Business Negotiations, Pergamon Press: London, Second Edition.

2. Reading package

Prerequisites: Cross-Cultural Management

Rating: 1-5 / fail

Contact Person: Ali Tahir

Right to Participate: This course is only open to students registered on the Master's Degree Programme in International Business.

Additional Information: Compulsory class attendance for the role play exercise

Sustainability and International Business Ethics

Code: INTB3006

Credit Units: 5 ECTS

Time: Period 1.

Content: The course offers an introduction to different ethical theories and their applications in international business. It also examines the responsibilities of business corporations towards stakeholders (i.e. shareholders, consumers, suppliers, civil society and other constituencies). The central themes of the course are the interconnectedness of economic and moral values, and of social responsibility, sustainability and ethical decision making. The course consists of lectures, guest speeches and other activities related to corporate governance, corporate social responsibility, international trade, sustainability, and ethics.

Learning Outcomes: The course provides students with tools that enable them to identify and analyze morally relevant aspects of business. It will help them understand the societal environment and economic value of sustainability in an international environment and how this relates to business strategy. It should also develop their awareness of their own personal ethics. To this end, the course offers an introduction to different ethical theories and perspectives concerning the social responsibility of corporations. The course will also develop students' analytical and critical thinking skills, decision making skills, as well as co-operation skills.

Teaching: Lectures and other activities (total approx. 15 hours).

Assessment: Individual assignments and exam.

Literature: 1. Crane, Andrew, and Dirk Matten. Business ethics: Managing corporate citizenship and sustainability in the age of globalization. Oxford University Press, USA, 2007.

2. Additional reading package will be provided.

Prerequisites: None.

Rating: 1 -5 / fail

Contact person: Olivier Wurtz

Right to Participate: This course is only open to students registered on the Master's Degree Programme in International Business.

Additional Information: Attendance is compulsory

Competency Development

Code: INTB3007

Credit Units: 1 ECTS

Time: The competency development starts in September (1st year of studies) and the completed workbook for competency development must be handed at the end of spring term (2nd year of studies)

Content: The subjects covered on the course include 1) Introduction to the competency development workbook, 2) self-assessment and developmental targets and 3) evaluation of development

Learning Outcomes: By the end of the course students should have gone through a systematic development process focusing on selected competences, supporting them to become reflective practitioners, who are able to reflect continuously on their learning and behavior process.

Teaching: Workshop sessions & independent student self-assessment and reflections.

Assessment: Workbook for competency development

Literature: None

Prerequisites: None

Rating: 1-5 / fail

Contact Person: Minnie Kontkanen

Right to Participate: The course is open to students registered on the Master's Degree Programme in International Business

Additional Information: Compulsory attendance to workshops

Master's research

Research Methodologies

Code: INTB3008 (Spring) or INTB3013 (Autumn)

Credit Units: 8 ECTS

Code and Credit Units: KENG9311, 2 ECTS

Time: Spring, Periods 3-4 / Autumn

Content: The subjects covered on the course include 1) Basics of research, 2) quantitative data collection and analysis methods, 3) qualitative data collection and analysis methods and 4) writing and structuring a thesis. Writing Academic English II is integrated to the course.

Learning Outcomes: By the end of this course students should understand how to carry out independently their own Master's thesis and to understand the usability of data collection and analysis methods in real life situations. In order to do this, students will be familiar with the university's standards and criteria for Master's theses; will be familiar with different research methods and when to use them; will be able to identify the meaning of quality and rigour in assessing academic research. The course will also support the development of students' skills in the areas of, written expression, analytical and critical thinking.

Teaching: Video lectures, workshops, and student presentations (approx 30 hours).

Assessment: Individual assignments, workshops, first draft of the Master's thesis proposal, and quizzes.

Literature:

1. Saunders, M., Lewis, P. & Thornhill, A. (2016 and older editions) Research Methods for Business Students. Harlow: Prentice Hall.
2. Eriksson P. & Kovalainen A. (2008). Qualitative Methods in Business Research. SAGE Publications.

Prerequisites: Completed Bachelor thesis.

Rating: 1-5 / failed

Contact Person: Minnie Kontkanen

Right to Participate: This course is open to students registered on the Master's Degree Programme in International Business.

Additional Information: Academic Writing in English II is integrated in the course organized in the spring (INTB3008). Compulsory attendance to workshops. Autumn course (INTB3013 Autumn) is intended mainly for the double degree students and for students whose international student exchange is taking place in first Spring semester of their Master's studies.

Master's Thesis

Code: INTB3990, (INTB3991 (Part I) Research proposal and theoretical framework, INTB3992 (Part II) Methodology section and preliminary empirical results, INTB3993 Complete master's thesis)

Credit Units: Total 30 ECTS. The credit units will be awarded during the process as follows: 1) Research proposal and theoretical framework, 10 ECTS; 2) Method section and preliminary empirical results, 10 ECTS; and 3) Final submission of the complete master's thesis, 10 ECTS

Time: The master's thesis supervising groups will start in May after the Research Methodologies course. The final thesis must be handed at the latest by the end of the next Spring term.

Content: The student will be able to identify a research problem within the international business field and specify the objectives and scope of the research. Moreover, the student will be familiar with extant academic literature and develop a theoretical framework. Thereafter, the student will select and justify the methodological approach, and gather and analyze empirical data. The thesis ends with a conclusion including theoretical and managerial implications and future research proposals. The student will write reports and present those in the following parts: 1) research proposal and theoretical framework, 2) method section and preliminary empirical results, and 3) the final submission of the complete master's thesis.

Learning Outcomes: Students should be able to conduct academic research on a subject related to international business. The master's thesis process also supports the development of independent research work, analytical and critical thinking skills, and self-organization skills. Moreover, the student will develop their written expression, analytical and critical thinking and self-organization and time management skills during the process.

Teaching: Meetings with thesis supervisors and / or participation in seminars (depending on supervisor), and independent student research.

Assessment: Master's thesis report and process management (supervisor and 2nd evaluator).

Literature: Independent search of relevant material for the research topic.

Prerequisites: Tieteellinen kirjoittaminen / Writing Academic English I, Research Methodologies

Rating: pass / fail for parts (1) and (2); 1-5 / fail for (3) final submission of the complete master's thesis);

Contact Person: Minnie Kontkanen

Right to Participate: This course is only open to students registered on the Master's Degree Programme in International Business.

Additional Information: Master's theses will be checked with the plagiarism detection programme Turnitin

Optional Studies

Export Marketing

Code: MARK2012

Credit units: 5 ECTS

Time: Autumn, Period 1.

Content: 1) Export marketing process and exporting environment, 2) Assessing company export readiness and export market selection, 3) Export entry modes and channel management, 4) Standardization vs. adaptation, 5) Export product, promotion and pricing decisions, 6) Export financing decisions, 7) Ethical behaviour of exporters and CSR, and 8) an Overview of export processes and documents.

Learning Outcomes: By the end of this course students should be able to develop knowledge about the nature of export marketing and the export operation modes. Students are expected to be able to explain, reflect upon and analyze a company's export environment, potential, and capabilities to select export markets; also, they should be able to apply this knowledge through various problem-solving assignments and cases analyses. The course will support the development of students' skills in the areas of critical thinking, problem solving and working individually and in teams.

Teaching: Lectures and workshop sessions (appr. 30 hours), assignments, and individual reading.

Assessment: Active participation in classes (attendance is tracked), 3 essays for seminars (group work), and home essay-based exam (individual work).

Literature: 1. Gerald S. Albaum, Edwin Duerr, Alexander Josiassen (2016) International Marketing & Export Management, Financial Times Press, 8th edition, chapters (3-13).

Prerequisites: None

Rating: 1-5 /fail

Contact person: Tamara Galkina

International Management

Code: JOHT2005

Credit Units: 5 ECTS

Time: Autumn, Period 1.

Content: The subjects covered on the course include managing in the international business environment, international strategic management, organizational structure, managing foreign subsidiaries, managing culture, managing knowledge and innovation, managing people, and managing responsibly.

Learning Outcomes: By the end of this course students should be able to understand how external pressures from the international business environment affect the management of multinational firms; identify the challenges that managers of multinational firms face in managing strategy, structure, innovation, culture, people and sustainability in a turbulent and globalizing business environment; and identify the knowledge, skills and abilities of effective international managers. The course will also support the development of students' skills in the areas of co-operation skills, cross-cultural skills, and written and oral expression.
Teaching: Lectures (approx. 25 hours) and group presentation sessions (approx. 2 hours)

Assessment: Group assignment (30%), exam (60%), individual reflection report (10%).

Literature: 1. GRIFFIN, R.W. & PUSTAY, M.W. (multiple editions) International Business: A Managerial Perspective, Upper Saddle River, NJ: Pearson/Prentice Hall.

Prerequisites: None

Rating: 1-5 / fail

Contact Person: Jennie Sumelius

Right to Participate: This course is only open to students taking kansainvälinen liiketoiminta as their major subject at bachelor's level and to students registered on the Master's degree programme in International Business. The course is not open to exchange students.

Additional Information: -

Industrial Internet in International Customer Value Creation

Code: MARK3051

Credit Units: 5 ECTS

Time: To be confirmed

Content: The subjects covered on the course include: 1) An overview of digital business terminology such as Industrial Internet, Internet of Things, Big Data, Industry 4.0 and Machine Learning; 2) Customer experience and value co-creation through digital platforms; 3) Data-driven global business development; 4) Business opportunity creation through new technologies; 5) Getting closer to international customers through remote connections; and 6) Ethical issues in digital business and how it can drive sustainability

Learning Outcomes: By the end of this course, students will understand the impact Industrial Internet applications and technologies can have on companies' customer relationships and value creation activities. The course focuses on the challenges companies face in understanding international customer needs, and how these challenges can be met with new technologies that enable gathering real-time data, machine learning, data analytics, and remote connections. The course is centred on multinational companies with an international customer base. Within this context, the students will learn to consider possible ramifications of implementing new technologies on the way companies are doing business and relating to their customers. Students will be aware of the ways new technologies can be used to enhance the customer experience, and be able to discuss and evaluate what these applications can mean for the future development of global business opportunities. As technological advancements are currently changing the industrial market, students are invited to envision and evaluate possible scenarios of business development and discuss how companies can prepare for them. The course is designed to develop student's skills in analytical and critical thinking, visioning, and IT-skills.

Teaching: Online lectures, exercises, assignments, and literature.

Assessment: Group and individual exercises, reports

Literature: Course book and reading package informed by the lecturer

Prerequisites: -

Rating: 1-5 / fail

Contact Person: Tiina Leposky

Right to Participate: This course is only open to students registered in the Master's Degree Programme in International Business.

Additional Information: Web-based course

Managing International Business Networks

Code: MARK3026

Credit Units: 5 ECTS

Time: Autumn, Period 2.

Content: The course offers introduction to network research and its application in international business. The central themes include: the main theoretical approaches to business relationship and networks; dimensions of inter-organizational relationship at the network, dyadic and interpersonal level; networks in internationalization processes, and Circular Economy networks. The knowledge can be applied, for example, in the context of supplier-customer relationships, supply- and distribution networks, alliances and joint ventures, and in mergers and acquisitions.

Learning Outcomes: By the end of this course students will be able to analyze business relationships in network context from different theoretical perspectives, and to apply this knowledge to business activities in international markets. Students will understand the challenges of developing and managing relationships and networks at the inter-organizational and interpersonal level. The course will support the development of the students' skills in critical and analytical thinking, and group working skills in multicultural groups.

Teaching: Workshops, seminars, lectures, guest lectures.

Assessment: Group work, individual assignments.

Literature: Articles provided by the teacher.

Prerequisites: None

Rating: 1-5 / failed

Contact Person: Anne-Maria Holma

Right to Participate: This course is only open to students registered on the Master's Degree Programme in International Business.

Additional Information: Compulsory attendance at guest lectures.

International Business Operation Modes

Code: MARK2013

Credit Units: 5 ECTS

Time: Autumn, Period 2.

Content: The subjects covered on the course include 1) The role of entry / operation mode choice as a part of international entry strategy; 2) definition and classification of international entry / operation modes, 3) internal and external factors influencing international business operation mode choice, 4) characteristics of various international business operation modes, and 5) mode switching and combinations.

Learning Outcomes: By the end of this course students should be able to identify the differences between international entry / operation modes and to make international operation mode choices based on the analysis of context specific firm and environmental factors. This course develops cooperation, decision making, analytical and critical thinking skills in students.

Teaching: Lectures (approx. 22 hours) and, assignments

Assessment: Peer-evaluation (10%), Group report (40%), and Exam (50%) .

Literature: 1. Welch Lawrence S; Benito, Gabriel R.G. & Petersen, Bent (2007). Foreign operation Methods. Theory, Analysis, Strategy. Edward Elgar. Chapters 1-12 & 14.

Prerequisites: Export marketing.

Rating: 1-5 / failed

Contact Person: Ali Tahir

Right to Participate: Students registered on the Kansainvälisen liiketoiminnan kandidaatin tutkinto-ohjelma and on the Master's degree programme in International Business.

Cross-Cultural Management

Code: JOHT3002

Credit Units: 5 ECTS

Time: Autumn, Period 2.

Content: The subjects covered on the course include 1) the role of culture and its impact on individuals, organizations and management; 2) cultural differences and dimensions of culture; 3) cross-cultural interaction; 4) and the role of culture in leadership.

Learning Outcomes: By the end of this course students should have a more in-depth understanding of culture, more knowledge of cultural frameworks as well as practical experience of cultural encounters. The group assignment's objective is to increase students' cross-cultural and cooperative skills. Cross-Cultural Management aims at increasing students' cross-cultural competencies for situations such as: working abroad, international meetings, working in international projects/teams, and dealing with workplace diversity. The course also supports students' development of global mindset and encourage them to value diversity.

Teaching: Lectures and other activities (total approx. 20 hours)

Assessment: Individual and group assignments.

Literature: Understanding Cross-Cultural Management, Pearson Education, by Marie-Joëlle Browaeys and Roger Price, 2011.

Cross-Cultural Management: Essential Concepts, Sage, by David Thomas, 2008.

International dimensions of organizational behavior. Cengage Learning, by Nancy J. Adler, and Allison Gundersen, 2007.

Prerequisites: None

Rating: 1-5 / fail

Contact Person: Olivier Wurtz

Right to Participate: This course is also open to visiting exchange students in the field of Business.

Additional Information: Attendance to some sessions is compulsory

Cultures of Consumption

Code: MARK2035

Credit units: 5 ECTS

Time: Spring.

Content: Consumer behaviour, cultural processes of consumption, cross-cultural differences and similarities of consumers and consumption behaviors (focus on a "Euro-consumer").

Learning outcomes: By the end of this course, students should be able to 1) define and understand the key concepts and processes of consumer behaviour, 2) understand the cultural processes of consumption and 3) describe the differences and similarities between consumers in different cultures, especially in the European context.

Working life skills: Oral and written skills, interpersonal skills (cross-cultural skills), critical and analytical thinking. Marketing core skills: Consumer-based segmenting.

Teaching: Lectures, including case-works and exercises. Group assignment and individual assignment. Students work in cross-cultural teams.

Assessment: Lectures, group assignment and individual assignment.

Literature: 1) Consumer behavior: A European perspective. Solomon, M.R., Bamossy, G.J., Hogg, M.K. & Askegaard, S. (2016). Sixth edition (Also 4th and 5th editions can be used). 2) Reading package (to be announced).

Prerequisites: Cross-Cultural Management (for IB-Bachelor students).

Rating: 1-5/failed.

Contact person: Jenniina Sihvonen.

Right to participate: Max 100 participants. Course is available for bachelor students in International Business, students registered on the Master's Degree Programme in International Business and foreign exchange students. This is also an optional course for students majoring marketing.

Global Sourcing and Procurement

Code: TUTA2140

Credits: 5 ECTS (5 op)

Prerequisites:

Learning Outcomes: student will gain an understanding on the Strategic Roles of Sourcing, Procurement and Suppliers in Global Value Chain and Business Environment, understand various Sourcing Strategies, Processes, Organisation Models and Scorecards, able to perform Supply Research and Supplier Evaluations, setting up Supplier related Scorecards and understand the strategic difference between Outsourcing, Onshoring and Offshoring. Course develops oral, written and interpersonal skills (Group Work, english), critical and analytical thinking, problem-solving and decision-making skills and organisational operation.

Study Materials:

1. Purchasing and Supply Chain Management: Analysis, Strategy, Planning and Practice by Arjan J.van Weele, 5th edition, ISBN: 978-1-4080-1896-5, 2010, Cengage Learning EMEA
2. Delivering Customer Value through Procurement and Strategic Sourcing – A professional Guide to Creating a Sustainable Supply Network, Walter L. Wallace, Yusen Xia Pearson Education Inc., 2015, USA.
ISBN-10: 0-13-388982-3
3. other course material provided by the lecturer

Teaching Methods: lectures 30 h, independent work 105 h

Modes of Study: written exam, written group work and participation in possible visitor lectures

Languages: language(s) of instruction: English -; completion language(s) English

Grading: Scale 1–5 or fail, 65% written exam and 35% group work

Responsible Person: Katariina Pukkila-Palmunen

Teacher(s): Katariina Pukkila-Palmunen

Responsible Unit: Department of Production and Department of Marketing

Additional Information: Available only to students majoring in Industrial Management, Marketing and International Business and to students who have been granted the right to minor in Industrial management

Project Management

Code: JOHT3019

Credit Units: 5 ECTS

Time: Autumn, Period 1-2

Course Language: English

Content: Topics that will be covered during the course are among others: 1) The nature of projects, including defining projects and characteristics of the project life-cycle, 2) Project planning, including the tools of Work Breakdown Structure and Gantt-chart, 3) Project implementation and control, including the management of time with the Critical Path Method as well as the management of quality and costs, 4) The actors in projects, including stakeholder management, the project manager and the project team, and 5) Success factors of projects.

Learning Outcomes: By the end of this course students should have a holistic understanding of different issues related to project management. Firstly, students should have knowledge about the nature of projects and how projects can be organized. Secondly, students should have knowledge about the process of project management, which ranges from planning, implementing and controlling to evaluating. During the course, students will learn about different tools of managing projects. After the course you should also have knowledge about stakeholder management, including the project manager and the project team. You should also know about factors related to success and failure of projects. The course will also support the development of students' interpersonal skills as they are cooperating in multicultural teams. The course will also develop student's oral and written skills in English as they will both present their work and write reflective reports. Moreover the course will facilitate critical and analytical thinking.

Teaching: In-class lectures, video lectures, guest speakers, workshops, individual and group assignments

Assessment: Individual assignments (60%) and group assignments (40%).

Literature: A guide to the Project Management Body of Knowledge (PMBOK) by The Project Management Institute, 5th Edition and other written material provided by the teachers.

Prerequisites: -

Rating: 1-5 / fail

Contact Person: Annika Tidström

Right to Participate: This course is only open to students registered on the Master's Programmes in Strategic Business Development, International Business, Information Systems students, Technical Communications students, Industrial Management, and students within Industrial Systems Analytics

Additional Information: -

Startup Valuation

Code: MARK3045

Credits: 5 ECTS (5 op)

Prerequisites: --

Time: Autumn, periods 1-2

Content: The subjects covered on the course include: 1) Introduction to startups 2) valuation of startups 3) market analysis, 4) the role of disruption and 5) risk financing. Presentation of the EnergySpin Business Accelerator programme 2018. Presentations by startup and investor companies. The course is focused on the Top 30 Energy Startup selection to be presented at the Vaasa Energy week in March 2019.

Learning Outcomes: By the end of this course you should have a more in-depth understanding of startups, their valuation, their importance for disrupting businesses, more knowledge of risk financing frameworks as well as practical experience of startup analysis development. The course will also support the development of student's skills in the areas of analytical and critical thinking and ability to take initiatives.

Teaching: Lectures, investor and startup company guest-speakers, workshops and individual and group assignments

Assessment: Workshops and individual report of selected companies

Literature: Will be informed later

Rating: Pass/fail

Contact Person: Jorma Larimo

Right to Participate: The course is open for both UVA and non-UVA students

Additional Information: The course is conducted in co-operation with EnergySpin Business Accelerator and VES (Vaasa Entrepreneurship Society). Webodi registration latest September 12th, 2018 for UVA students. 1st course session is organised on 12.9.2018 in room D103 in Tervahovi-building. Outside UVA students can register at the first session.

International Growth through Sustainable Entrepreneurship

Code: MARK3044

Credit Units: 5 ECTS

Time: Autumn, 2

Course language: English

Content:

The subjects covered on the course include

1. Business growth, entrepreneurial growth, growth through internationalization, dark sides of business growth;
2. International business opportunity, decision making, effectuation;
3. Sustainability and ethics in international business growth; sustainable entrepreneurship and intrapreneurship;
4. International entrepreneurial marketing;

Learning Outcomes: By the end of this course students will be able to: 1) Identify, explain and analyse different dimensions of sustainable business growth in the global context; 2) recognise, analyse and reflect upon the key decision making aspects and factors affecting international business growth through sustainable principles; 3) apply this knowledge on practice by developing an international entrepreneurial business idea for solving a sustainability problem.

The course will also support the development of students' general skills in the areas of critical thinking and analytical writing; oral and written presentation; self-organization and team work

Teaching: 26 hours of in-class sessions.

Assessment: writing a business plan (group work) and presentation of the plan, assessment of the business plan of the other group (assessment by peers, individual work), one workshop-related essay and one reflection essay. No exam.

Literature: The course reading package consists of compulsory and optional articles/book chapters provided to students via Moodle

Prerequisites: -

Rating: 1-5/Fail

Contact Person: Tamara Galkina

Right to Participate: This course is only open to students registered on the Bachelor and Master's Programmes in International Business.

Additional Information: -

Diversity Management

Code: JOHT3079

Credit Units: 5 ECTS

Time: Spring, weeks 11-22.

Content: Diversity management in the course is viewed from organizational and individual perspectives. The course adopts a broad definition of diversity, which includes gender, race, sexual orientation, age, family status, values, beliefs (religion), physical and mental abilities, regional location, income, education, knowledge, and work experience. The course examines implications of diversity for different management and human resource management processes as well as for organizational outcomes. Students will reflect on individual strategies to cope with diversity in the organizational and everyday life situations and will learn to develop and apply diversity management systems in the work place.

Learning Outcomes: The course aims to make students experience global working environment by making them solve real diversity-related company problems in diverse virtual teams. In the course students develop deep understanding about the concepts Diversity, Diversity Management and learn to learn about them from academic sources and daily situations. Students will develop ability to spot diversity-related issues and design strategies to cope with diversity-related challenges in organizational and other contexts. The course empowers students to develop their Decision Making, Conflict Management, and Co-operation Skills. Finally, course enhances student literacy in a number of ICT tools.

Teaching: Web-based course (100% online).

Assessment: Web-based individual and group assignments. No exam.

Literature: Reading and video package will be provided by the teacher.

Prerequisites:

- Full commitment to work in 100% virtual environment independently organizing own learning process
- Basic IT literacy and willingness to learn number of new ICT tools
- Instant online response to virtual team members and course teacher (maximum within 48 hours)
- Full engagement and active participation
- Following the rules of ethics and non-discrimination.

Rating: 1-5 / fail

Contact Person: Ausrine Silenskyte

Right to Participate: This course is open to students registered on the Master's Programmes in International Business, Strategic Business Development and 'henkilöstöjohtaminen', as well as visiting exchange students with agreement in Business Studies.

Additional Information:

Doing Business in the Emerging Markets

Code: MARK3043

Credit Units: 5ECTS

Time: Spring, period 3

Content: The subjects covered on the course include 1) an overview of emerging markets, 2) formal and informal business environments in emerging markets, 3) planning and management of entry and marketing strategies into emerging markets, and 4) analysis of selected emerging markets, and 5) Business opportunities and challenges for foreign firms.

Learning Outcomes: By the end of this course students should be able to recognise the cultural diversity, economic development and economic potential of selected emerging economies, evaluate selected emerging countries in terms of their market potential and identify how multinational and local companies use these countries in their global strategies. The course will also support the development of student's skills in the areas of analytical and critical thinking, oral and written expression, and cross-cultural skills.

Teaching: Lectures (approx. 22 hours) and assignments.

Assessment: group assignment(40%), oral presentation (10%) and home-based exam (50%).

Literature: 1. Cavusgil, S.Tamer, Pervez N. Ghauri & Ayse A. Akcal: Doing Business in Emerging Markets, SAGE Publications (2013).

Prerequisites: Export Marketing and International Management are recommended.

Rating: 1-5 / fail

Contact person: Ali Tahir

Right to Participate: This course is open to students registered on Kansainvälinen liiketoiminnan kandidaatin tutkinto-ohjelma, minor in "Kansainvälinen liiketoiminta", Master's Degree Programme in International Business as well as exchange students in the Faculty of Business Studies.

Additional Information:-

Business Operations in Eastern Europe

Code: MARK2027

Credit Units: 5 ECTS

Time: Will not be arranged in 2018-2019

Content: 1) Dimensions of transition, 2) the structure and changing nature of East-West business, 3) entry strategies, 4) national and business cultures, 5) innovations and future development, and 6) macroeconomic analysis of Russia, Baltic countries and CIS.

Learning Outcomes: By the end of this course students should be able to identify and analyze the key characteristics of the operation environment in emerging markets in Eastern Europe, Russia and CIS; Define and analyze operations risks based on macroeconomic indicators; Plan and manage entry strategies for these markets. The course will also support the development of student's skills in the areas of analytical and critical thinking.

Teaching: Lectures and group assignment

Assessment: Exam, group assignment.

Literature:

1. Transition report 2018 by European Bank for Reconstruction and Development. Selected parts.
2. To be announced later
3. Reading package

Prerequisites: Export Marketing and/or International Business Operation Modes are recommended.

Rating: 1-5 / fail

Contact Person: Jorma Larimo (Lecturer Dr. Ekaterina Novikova)

Right to Participate: -

Additional Information: Intensive course 2x2 days. Compulsory attendance 80%.

Marketing Strategies and Management in Central and Eastern Europe

Code: MARK2018

Credit Units: 5 ECTS

Time: Spring, Period 3.

Content: 1) Central and Eastern Europe (CEE) - history and today, 2) CEE market entry motivations, 3) Environmental analysis on macro and industry level of most important CEE countries, 4) CEE as a part of global industry networks, 5) Important industry clusters in the CEE, 6) Marketing challenges in CEE and proposals to gain competitive advantage, and 7) Managerial challenges in CEE and corresponding countermeasures.

Learning Outcomes: By the end of this course students should be able to understand the process of transition from a centrally planned to a market-based economy and its implications for doing business in the region; Understand the motivation and strategies of foreign companies in CEE; Be aware of marketing and managerial challenges in CEE and understand how these challenges could be tackled.

Teaching: Lectures and group assignment.

Assessment: Exam, Group assignment.

Literature: 1. Reading package.

Prerequisites: Export Marketing and/or International Business Operation Modes is recommended.

Rating: 1-5 / failed

Contact Person: Jorma Larimo (Lecturer Mario Glowik)

Right to Participate: -

Additional Information: Intensive course 5 days. Compulsory attendance 80%.

Key and Emerging Themes in Management Studies

Code: JOHT3057

Credit Units: 5 ECTS

Time: Spring, Period 4 (but is liable to change based on lecturer availability)

Content: Focusing on a potentially different theme each year, the objective of this course is to introduce participants to important and/or new subjects in management studies that are not covered in core modules. The emphasis will be on teaching this module through the use of visiting lecturers from academia and/or working life.

Learning Outcomes: By the end of this course students have increased their knowledge and understanding about a key and emerging theme in management studies. In addition, students recognise how ideas and arguments within this topic can be applied in research and practice.

Teaching: To be decided on an annual basis, depending on lecturer and topic.

Assessment: To be decided on an annual basis, depending on lecturer and topic.

Literature: To be decided on an annual basis, depending on lecturer and topic.

Prerequisites: Students should be comfortable following lectures, reading academic literature, and participating in class discussions in English; students should also make sure the course fits their timetable.

Rating: 1-5 / fail

Contact Person: Maria Järlestöm (HRM) / Adam Smale (MIB) / Rodrigo Rabetino (SBD)

Right to Participate: This course is only open to students registered on the Master's Programmes in International Business, Strategic Business Development, and *henkilöstön johtaminen* (Human Resource Management).

Additional Information: The theme, lecturer and instructions for registering to the module will be communicated to students by programme representatives well in advance.

Developing Business Models

Code: JOHT3062

See the course description in WebOodi.

Additional Information: This course is open to a maximum of ten students registered on the Master's Degree Programme in International Business

Service Business Development

Code: JOHT3062

See the course description in WebOodi.

Additional Information: This course is open to a maximum of five students registered on the Master's Degree Programme in International Business

Agency and social media

Code: VIEK 1008

See the course description in WebOodi.

Additional Information: This course is open to a maximum of ten students registered on the Kansainvälisen liiketoiminnan kandidiohjelma and Master's Degree Programme in International Business.

WWW-suunnittelu

Code: VIEK1007

Katso kurssikuvaus WebOodista.

Additional Information: Tämä kurssi on avoinna max viidelle kansainvälisen liiketoiminnan kandidin ja maisteriohjelman opiskelijalle.

Johtamisviestintä

Code: VIEK2011

Katso kurssikuvaus WebOodista.

Additional Information: Tämä kurssi on avoinna max viidelle kansainvälisen liiketoiminnan kandidin ja maisteriohjelman opiskelijalle.

Research Project

Code: INTB3009

Credit Units: 1-5

Content: Participation on a research project.. Activities vary depending on the project, but are mainly involved in the data collection and data analysis and / or other activities instructed by the

contact person.

Learning Outcomes: Provides an opportunity to increase understanding of some data collection / analysis method and supports the development of skills needed to be both a member in research team and self-management skills.

Teaching: Instructions given by the contact person of the research project. A student need to produce a reflection report on the learning outcomes developed during the research project work.

Assessment: Reflection report

Literature: -

Prerequisites: -

Rating: Pass / Fail

Contact Person: Minnie Kontkanen

Right to Participate:

Additional Information:

Excursion

Code: INTB3010

Credit Units: 2 ECTS

Time: varies every year, will be informed closer to the date

Content: Excursion is arranged in co-operation with Warrantti. Students visit companies, different organizations, or events, e.g. fairs, where they learn about various topics (varies every year) of actual business operations.

Learning Outcomes: Learning outcomes are agreed together with the excursion organizers, but general goal is to experience and learn about live business cases or some part of the business/industry/marketing/management area in practice.

Teaching: If available, company representatives are giving presentation on specific topics or company operations.

Assessment: Individual report based on informed guidelines

Literature: optional readings, according to the theme of the excursion, are provided in the course Moodle page

Prerequisites: -

Rating: Pass / fail

Contact Person: Minnie Kontkanen

Right to Participate: This course is open to students registered on the Master's Degree Programme in International Business.

Additional Information: May be partly self-financed by students. Course language is English (excursion and report are in English).

Mentoring Programme

Code: INTB3012

Credits: 2 ECTS

Learning Outcomes: The Mentoring Programme will provide students with the possibility to start planning their careers at the early stage of their master's degree studies; create an opportunity for students to gain insights into the positions of the people and businesses that they are interested in; enhance students' understanding about what qualities and skills are needed in the career path they

aim for; develop knowledge about various techniques that managers are utilizing in daily life in order to overcome different challenges

Teaching: A student will be allocated a mentor who is a professional with working experience. The programme includes an opening, interim and closing meeting for the group; and personal meetings or Skype calls between mentors and mentees at least 3 times during the programme

Assessment: Reflection report

Literature: -

Prerequisites:-

Rating: Pass / Fail

Contact Person: Waheed Bhatti

Right to Participate: This course is open to students registered on the Master's Degree Programme in International Business.

Additional Information: Info session on the Mentoring Programme will be arranged in the beginning of October. Interested students need to apply for the programme by the end of October. More information available in the info session.

Internship I

Code: INTB3003

Credits: 1-5 ECTS (Four weeks full-time work corresponds to two ECTS)

Learning Outcomes: Internship should increase student's general understanding of the business world, provide an in-depth practical knowledge in student's main subject, give possibility to apply theory to practical work situations and create contacts with working life. The internship will also develop the skills of, self managementt and career management.

Teaching Methods: Internship report.

Prerequisites: None.

Assessment: Internship report: pass/fail (detailed instructions on the content of the report available from the contact person).

Contact Person: Programme Manager Minnie Kontkanen

Additional Information: Please be in contact with the Programme Manager before the internship to discuss the content of the internship and the possibilities to include it to your studies. If you are planning to complete an internship abroad, a document on agreement on International Internship needs to be filled in beforehand. For more information please contact the Programme Manager.

You can include two internshis into your studies (different codes). However, in that case the internships cannot be based on the exact same position in the same company.

Internship II

Code: INTB3011

Credits: 1-5 ECTS (Four weeks full-time work corresponds to two ECTS)

Learning Outcomes: Internship should increase student's general understanding of the business world, provide an in-depth practical knowledge in student's main subject, give possibility to apply theory to practical work situations and create contacts with working life. The internship will also develop the skills of, self managementt and career management.

Teaching Methods: Internship report.

Prerequisites: None.

Assessment: Internship report: pass/fail (detailed instructions on the content of the report available from the contact person).

Contact Person: Programme Manager Minnie Kontkanen

Additional Information: Please be in contact with the Programme Manager before the internship to discuss the content of the internship and the possibilities to include it to your studies. If you are planning to complete an internship abroad, a document on agreement on International Internship needs to be filled in beforehand. For more information please contact the Programme Manager.

You can include two internships into your studies (different codes). However, in that case the internships cannot be based on the exact same position in the same company.

Applying for a Job in Finland

Code: OPIS0075

Credits: 1 ECTS

Learning Outcomes: Student will gain understanding and knowledge of Finnish labour market, skills and competencies that are valued, different strategies for finding a job, tips for job seeking, application documents and other basic information. CV-Clinic is an opportunity for students to get comments and ideas to their existing CV and application documents. A lecture and simulation session of the Finnish interview process; in the interview simulation the participants get comments on their performance.

Content: Course consists of the following components; How to Apply for a Job in Finland – lecture, CV-Clinic, Interview Lecture & Simulation

Study Materials: Course material provided by the lecturer

Teaching Methods: Lectures and exercises

Modes of Study: Lectures, self-study, written assignments (job application, CV), presentation, exercises

Languages: English

Grading: pass / fail

Responsible Person: Sami Ilomäki

Teacher(s): Sami Ilomäki

Responsible Unit: Education Services

Additional Information: This course is available only for students in International Master's Programmes.

Philosophy of Science

Code: FILO1011

Credit Units: 3 ECTS

Time: Autumn, Period 2

Learning Outcomes: On completing the course students will know basic questions of philosophy of science and ethics of science and problems related to concept and theory formation and explaining in science.

Teaching: 10 hours of lectures on the starting points, objectives and requirements of scientific thinking and research.

Assessment: A book exam.

Literature:

- 1 A. F. Chalmers, What Is This Thing Called Science? or J. Elster, Nuts and Bolts for the Social Sciences or J. Elster, Explaining Social Behavior: More Nuts and Bolts for the Social Sciences and
- 2 Alex Rosenberg, The Philosophy of Science: A Contemporary Introduction. Second Edition.

Contact Person: Tommi Lehtonen, Faculty of Philosophy.

Grading: 1-5 / fail

Additional Information: The course is specifically meant for those international students who are doing or preparing to do their Bachelor's or Master's thesis.

Investment and Finance in Russia

Code: LASK2049

See the course description in WebOodi.

Additional Information: Organized by the department of Finance and Accounting.

Legal Foundations of the Russian Economy

Code: TOIK2032

See the course description in WebOodi.

Additional Information: Organized by the department of Business Law.

Corporate Finance

Code: LASK3017

See the course description in WebOodi.

Additional Information: Organized by the department of Finance and Accounting.

Language and general studies

Writing Academic English I

Code: KENG6211 / KENG9211

See the course description in WebOodi.

Additional Information: Organized by the Language Centre.

Writing Academic English II

Code: KENG9311

See the course description in WebOodi.

Additional Information: Organized by the Language Centre but integrated in the course "Research methodologies".

Finnish for Foreigners I

Code: KSUO5111

See the course description in WebOodi.

Additional Information: Organized by the Language Centre.

Searching for Scientific Information I

Code: OPIS0025

See the course description in WebOodi.

Additional Information: Organized by the Tritonia Academic Library.

Searching for Scientific Information II

Code: OPIS0026

See the course description in WebOodi

Additional Information: Organised by the Tritonia Academic Library