

Opasraportti

OyKKK - Kauppatieteiden maisteri, kv. liiketoiminnan johtaminen (2017 - 2018)

Tässä oppaassa esitetään kauppatieteiden maisterin (KTM) tutkintoon liittyvät opinnot, pääaineena kansainvälisen liiketoiminnan johtaminen. Oulun yliopiston kauppakorkeakoulun yleisoppaassa on kuvattu yleiset opiskeluun liittyvät käytännöt ja periaatteet.

Oulun yliopiston kauppakorkeakoulun maisteriohjelmien yleiset osaamistavoitteet:

- Analyttinen ajattelu ja ongelmanratkaisu – opiskelijat kykenevät ratkaisemaan taloudellisia tai liiketoimintaan liittyviä ongelmia ja tekemään päätöksiä.
- Oman tutkimusalan tuntemus – opiskelijat osoittavat oman tutkimusalan syvällistä kokonaisvaltaista ymmärrystä.
- Liiketoimintaosaaminen – opiskelijoillamme on syvä ymmärrys heidän omasta ammatistaan ja he kykenevät käyttämään ja analysoimaan taloudellista ja/tai liiketoimintaan liittyvää tietoa.
- Globaali vastuullinen johtaminen – opiskelijamme osaavat rakentaa kestävä kehityksen mukaista arvoa liiketoiminnalle ja yhteiskunnalle globaalisti.
- Kommunikointitaidot – opiskelijoillamme on ammattimaiset liike-elämään soveltuvat suulliset ja kirjalliset viestintätaidot.

Maisteriohjelmien vastuhenkilö: KTT Sinikka Moilanen.

Kansainvälisen liiketoiminnan johtamisen maisteriohjelma

Kansainvälisen liiketoiminnan johtamisen maisteriohjelma pyrkii vastaamaan globalisoituvan talouselämän haasteisiin kouluttamalla kansainvälisiä liiketoiminnan osaajia. Opintojen tavoitteena on yhtäältä, että opiskelija omaksuu eri toimialojen kansainvälistä liiketoimintalogiikkaa käytännössä ja toisaalta, että hän kykenee toimimaan kansainvälisten organisaatioiden asiantuntija- ja johtotehtävissä. Kansainvälisen liiketoiminnan johtamisen koulutus sisältää neljä ydinteemaa: kansainvälisen liiketoiminnan johtamisen teorit ja konseptit, organisaatio-sovellukset, johtajana toimimisen sekä oman näkemyksen kansainvälisenä johtajana.

Kansainvälisen liiketoiminnan johtamisen maisteriohjelma antaa opiskelijoille monipuoliset valmiudet johtamiseen, uuden luomiseen ja kehittämiseen kansainvälisissä organisaatioissa ja myös uusissa yrityksissä. Koulutuksen erityispiirteenä korostuu johtamisen ja kansainvälisen liiketoiminnan problematiikkojen yhdistäminen erityisesti innovatiivisuuden ja yrittäjyyden näkökulmista. Teoriaa ja käytäntöä sekä sisällöissä että opetusmenetelmissä yhdistävä opetus tarjoaa työkaluja sekä taitoja luoda ja johtaa kasvusuuntautuneita ja osaamisperusteisia liiketoimintoja muuttuvissa ja globaaleissa liiketoimintaympäristöissä. Opintojen aikana opiskelijat osallistuvatkin aktiivisesti pienten ja suurten yritysten toimeksiantojen ratkaisemiseen.

Ammatillisen osaamisen ohella kansainvälisen liiketoiminnan johtamisen maisteriohjelman tavoitteena on antaa riittävät perusvalmiudet alan tieteellisiin jatko-opintoihin sekä tieteellisen tutkimuksen tuottaman tiedon soveltamiseen yritysten kansainvälistymiseen liittyvissä kysymyksissä.

Osaamistavoitteet

Maisterin tutkinnon suorittuaan opiskelija osaa

- tuottaa johtamisen ja kansainvälisen liiketoiminnan alan uutta tietoa monikulttuuristen yritysten ja organisaatioiden tarpeisiin
- rakentaa ja ohjata kasvuorientoitunutta ja kansainvälistä liiketoimintaa
- analysoida liikkeenjohdollisia ilmiöitä ja arvioida yritysten käytänteitä käyttäen laaja-alaisesti alan käsitteistöä ja huomioiden erilaisia näkökulmia

- asettaa itselleen tavoitteita ja työskennellä itseohjautuvasti tavoitteiden saavuttamiseksi
- viestiä ja argumentoida selkeästi, kriittisesti ja analyttisesti käyttäen tutkimuksellista ajattelutapaa.

Kansainvälisen liiketoiminnan johtamisen maisteriohjelman oppiainevastaava: KTT Pia Hurmelinna-Laukkanen ja koordinaattori: Lauri Haapanen.

KTM-tutkinnon kokonaisrakenne (pohjakoulutus KTK-tutkinto)

Opintojen sisältö KTM-tutkinnossa

a) Pääaineen opinnot, 120 op

Tutkintoon suoritetaan kansainvälisen liiketoiminnan johtamisen maisteriohjelman opinnot 120 op.

b) Muita yliopistotasoisia opintoja tarvittaessa siten, että KTM-tutkinnon laajuudeksi tulee 120 opintopistettä.

KTM-tutkinnon rakenne (pelkkää maisteritutkintoa suorittamaan siirtyvät opiskelijat)

Jokainen koulutukseen valittu laatii ohjaajien opastuksella henkilökohtaisen opintosuunnitelman, jossa määritellään yksityiskohtaisesti tutkintoa varten suoritettavat opinnot sekä opintojen suoritusaikataulu. Opintosuunnitelma laaditaan ottaen huomioon opiskelijan aikaisemmat opintosuoritukset, opintomenestys ja urasuunnitelmat.

Henkilökohtainen opintosuunnitelma ja täydentävät opinnot

HOPS tehdään aluksi itsenäisesti alla olevien ohjeiden ja opinto-oppaan avulla. Virallisesti HOPSin hyväksyy Oulun yliopiston kauppakorkeakoulu.

Tutkinnon laajuus on 120 opintopistettä (op), sisältäen pääaineen opintoja sekä kaikille yhteisiä opintoja, ohjelman rakenteen mukaisesti. Lisäksi voidaan vaatia suoritettavaksi kieliopintoja seuraavan taulukon mukaisesti, mikäli kielitaitovaatimukset eivät täyty aiemmin suoritettujen opintojen perusteella.

Täydentävät opinnot, vaadittava kielitaito: Kielilain mukainen toisen kotimaisen kielen taito

Vähintään 1 vieraan kielen B2-taso

Kansainvälisen liiketoiminnan johtamisen pääaineen rakenne

Module 1: 30 ECTS

721539S Cross-cultural Negotiations*	6
721559S Venture Growth Strategies	6
721537S Strategizing Practices	6
723038S MNE´s, JV´s and M&A´s	6
721538S Internationalization Behaviors	6

Module 2: 30 ECTS

721561S Leadership practice and research* , ** (previously: Leadership coaching)	6
721536S Leadership and change	6

721556S Globalization and International Management**	6
721541S Legal Issues and Innovation Management** (previously Legal issues in Intl. Business and Innovation)	6
721540S Global Business Designing**	6

Module 3: 30 ECTS

721195S Advanced Management Control**	6
721542S Business Opportunity Creation*,**	6
723036S International Entrepreneurship** (previously: Current Issues in International Entrepreneuring)	6
721064S Methods in Business Research	6
721070S Globally Responsible Business	6

Module 4: 30 ECTS

721530S Master's Thesis in International Business Management	30
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Tutkinto yhteensä 120 op

* May be replaced by 721065S Internship or Board membership in Students' organization.

** May be replaced by 721336S Special Issue and/or one of the following marketing courses and/or international students by Finnish Language studies:

721462S Business networks	6
721436S Brand management	6
721471S Service marketing and management	6
721463S Sustainable marketing management	6
721675S Supply Chain Management	6
721432S Managing customer relationships	6
721433S Consumer behavior	6
721414S Purchasing and Supplier Relationships	6
721435S Quantitative Analysis and Business Intelligence	6

Courses may be replaced with other advanced level international business management studies, except for 721070S Globally Responsible Business.

Kansainvälisen liiketoiminnan johtamisen maisteriohjelman rakennekaavio

<http://webcgi.oulu.fi/studiag/index.php?kieli=1&kaavio=470>

Tutkintorakenteet

Kansainvälisen liiketoiminnan johtamisen maisteriohjelma (KTM)

Tutkintorakenteen tila: julkaistu

Lukuvuosi: 2017-18

Lukuvuoden alkamispäivämäärä: 01.08.2017

Pääaineen opinnot (120 - 130 op)

Kurssi 721070S Globally Responsible Business ja Pro Gradu -tutkielma tulee suorittaa Oulun yliopiston kauppakorkeakoulussa. Yksittäisiä opintojaksoja voidaan korvata toisessa yliopistossa suoritetuilla syventävän tason kansainvälisen liiketoiminnan johtamisen kursseilla (esim. vaihdossa suoritettut opinnot).

H635535: Kansainvälisen liiketoiminnan kv-maisteriohjelma, 120 - 130 op

Pakollisuus

721559S: Venture Growth Strategies, 6 op

721538S: Internationalization Behaviors, 6 op

721537S: Strategizing Practices, 6 op

723038S: MNEs, JVs and M&As, 6 op

721536S: Leadership and Change, 6 op

721064S: Methods in Business Research, 6 op

721070S: Globally Responsible Business, 6 op

721530S: Kansainvälisen liiketoiminnan johtamisen pro gradu -tutkielma, 30 op

Choose 5 courses from these. You can replace one course by Finnish language studies 6 ECTS (international students) and/or ONE of the following marketing courses: 721462S Business Networks, 721463S Sustainable Marketing Management, 721436S Brand Management, 721471S Service Marketing and Management, 721675S Supply Chain Management, 721432S Managing Customer Relationships, 721433S Consumer Behavior, 721414S Purchasing and Supplier Relationships, 721435S Quantitative Research and Business Intelligence.

721556S: Institutional Context of Global Business, 6 op

721541S: Perspectives on Innovation Management, 6 op

721540S: Global Business Designing, 6 op

721195S: Advanced Management Control, 6 op

723036S: International Entrepreneurship, 6 op

721336S: Erikoisaihe, 6 op

Choose 3 courses from these. You can replace one course by Board membership in Student's organization.

721542S: Business Opportunity Creation, 6 op

721539S: Cross-cultural Negotiations, 6 op

721561S: Leadership Practice and Research, 6 op

721065S: Internship, 6 op

Opintojaksojen kuvaukset

Tutkintorakenteisiin kuuluvien opintokohteiden kuvaukset

H635535: Kansainvälisen liiketoiminnan kv-maisteriohjelma, 120 - 130 op

Voimassaolo: 01.08.2010 -

Opiskelumuoto: Yleisopinnot

Laji: Kokonaisuus

Vastuuyksikkö: Oulun yliopiston kauppakorkeakoulu

Arvostelu: 1 - 5, hyv, hyl

Opintokohteen kielet: suomi

Ei opintojaksokuvauksia.

Pakollisuus

721559S: Venture Growth Strategies, 6 op

Voimassaolo: 01.08.2010 -

Opiskelumuoto: Syventävät opinnot

Laji: Opintojakso

Vastuuyksikkö: Oulun yliopiston kauppakorkeakoulu

Arvostelu: 1 - 5, hyv, hyl

Opettajat: Sakari Sipola

Opintokohteen kielet: englanti

Leikkaavuudet:

ay721559S Venture Growth Strategies 6.0 op

Voidaan suorittaa useasti: Kyllä

Laajuus:

6 credits / 160 hours of work

Opetuskieli:

English.

Ajoitus:

Period A. It is recommended to complete the course at the 1st autumn semester of the Master's program.

Osaamistavoitteet:

After the course, the student is able to tackle business development challenges both within existing companies and new firms. The student can exploit a series of frameworks and tools for (1) building market understanding and a match between the developed offering and market needs, and (2) organizing the needed resources and competencies for scaling the business at international markets. Students are also able to express their ideas analytically and effectively both in written and oral form.

Sisältö:

The course focuses on building and managing new high-growth ventures by applying the most recent advancements in the field. Practically orientated concepts like lean startup, customer development, design thinking and business model innovation are covered together with different forms of entrepreneurial finance such as angel investing and venture capital.

Järjestämistapa:

Face-to-face teaching, online activity.

Toteutustavat:

Blended teaching method of 36 hours of lectures and online material with reflection (72 h), reading the course literature (50 h), writing the report (38 h). The responsible person will provide further details in the first session.

Kohderyhmä:

Students of the Master's program in International Business Management

Esitietovaatimukset:

Basic and intermediate studies in international business management

Yhteydet muihin opintoihin:

No

Oppimateriaali:

Article collection and online material.

Suoritustavat ja arviointikriteerit:

Assessment will be based on individual written report and lecture activity.

Arviointiasteikko:

The course utilizes a numerical grading scale 1-5. In the numerical scale zero stands for a fail.

Vastuhenkilö:

Sakari Sipola

Työelämäyhteistyö:

Visiting industry experts provide real-life cases and examples.

Lisätiedot:

The number of students is limited.

721538S: Internationalization Behaviors, 6 op

Voimassaolo: 01.08.2014 -

Opiskelumuoto: Syventävät opinnot

Laji: Opintojakso

Vastuuyksikkö: Oulun yliopiston kauppakorkeakoulu

Arvostelu: 1 - 5, hyv, hyl

Opettajat: Tuija Mainela

Opintokohteen kielet: englanti

Leikkaavuudet:

721461S Industry and International Business Operations 6.0 op

Voidaan suorittaa useasti: Kyllä

Laajuus:

6 credits / 160 hours of work

Opetuskieli:

English

Ajoitus:

Period A. It is recommended to complete the course at the 1st autumn semester of the Master's program.

Osaamistavoitteet:

Upon completion students will be able to discuss internationalization behaviors of firms from several theoretical perspectives and describe theories on internationalization with respect to their key concepts and assumptions. They will be able to compare the ideas and assess the value of theories and use them as multiple viewpoints in the analysis of international business development of firms. Students can read and use scientific literature for critical discussion. Students demonstrate analytical, academic writing and critical thinking and argumentation skills.

Sisältö:

The course introduces theories on internationalization of firms with focus on process models of internationalization, network theory of internationalization, international new venture theory and institutional theory of internationalization. In-class cases are used to practice use of theories in analysis of internationalization behaviors of firms.

Järjestämistapa:

Online.

Toteutustavat:

Individual and group working activities online with weekly assignments and deadlines. Learning activities include watching video presentations (10h), participating online discussions (20h), group working (30h), independent reading of the assigned materials (60h) and writing individual learning reports (40h).

Kohderyhmä:

Students of the Master's program in International Business Management

Esitietovaatimukset:

Basic and intermediate studies in international business management

Yhteydet muihin opintojaksoihin:

No

Oppimateriaali:

Collection of articles named by the lecturer. Lecture materials.

Suoritustavat ja arviointikriteerit:

Assessment is based on assignments during the course and home exam.

Arviointiasteikko:

The course utilizes a numerical grading scale 1-5. In the numerical scale zero stands for a fail.

Vastuhenkilö:

Tuija Mainela

Työelämäyhteistyö:

Students examine real-life examples of internationalization processes of firms and create knowledge to support decision making in internationalization of firms. Students also learn group working and communication skills in an online environment.

Lisätiedot:

The number of students is limited.

721537S: Strategizing Practices, 6 op

Voimassaolo: 01.08.2001 -

Opiskelumuoto: Syventävät opinnot

Laji: Opintojakso

Vastuuyksikkö: Oulun yliopiston kauppakorkeakoulu

Arvostelu: 1 - 5, hyv, hyl

Opettajat: Sari Laari-Salmela

Opintokohteen kielet: englanti

Leikkaavuudet:

721554A Strategizing Practices 5.0 op

Voidaan suorittaa useasti: Kyllä

Laajuus:

6 credits / 160 hours of work

Opetuskieli:

English

Ajoitus:

Period B. It is recommended to complete the course at the 1st autumn semester of the Master's program.

Osaamistavoitteet:

Students know how to analyze strategy as organizational practice and develop and lead strategizing practices supporting the objectives of a business organization. Thus, after the course students are able to compare the process based against the planning based approach to strategy and to analyze what strategic actors do in practice and execute strategizing practices involving the internal micro-practices organizing the strategy. Students demonstrate the ability to express their ideas analytically and effectively in written form.

Sisältö:

The purpose of this course is to introduce the contemporary theory of strategic thinking and develop skills to lead the strategy creation process in dynamic business situations. The course will explore the dominant social scientific perspectives used in strategy research and the connections between strategy and

organizational management as well as strategy, leadership and new business creation. This approach regards strategy as a social phenomenon – strategy as practice – rather than an analytical technique.

Järjestämistapa:

Face-to-face teaching

Toteutustavat:

36 hours workshops with reflection (72 h), reading the course literature and writing the report (52 h). The course will be taught in intensive sessions consisting of lecturing and group work. 70 % attendance of sessions is required. Further details will be provided by the responsible person during the first session.

Kohderyhmä:

Students of the Master's program in International Business Management

Esitietovaatimukset:

Basic and intermediate studies in international business management

Yhteydet muihin opintojaksoihin:

No

Oppimateriaali:

[Whittington, R. What is strategy? And does it matter \(Thomson\)](#); Article collection; Lecture materials.

Suoritustavat ja arviointikriteerit:

Assessment will be based on individual learning diary and group assignment (including presentation).

Arviointiasteikko:

The course utilizes a numerical grading scale 1-5. In the numerical scale zero stands for a fail.

Vastuhenkilö:

Sari Laari-Salmela

Työelämäyhteistyö:

The student will practice with a real-life case study and work together with a team to define and solve a real-life organizational problem. The student also practices critical reflection, a core capability in strategic thinking. Practical exercises enable reflecting and developing both one's own behavior and organizations' operations.

Lisätiedot:

The number of students is limited.

723038S: MNEs, JVs and M&As, 6 op

Voimassaolo: 01.08.2010 -

Opiskelumuoto: Syventävät opinnot

Laji: Opintojakso

Vastuuyksikkö: Oulun yliopiston kauppakorkeakoulu

Arvostelu: 1 - 5, hyv, hyl

Opettajat: Lauri Haapanen

Opintokohteen kielet: englanti

Laajuus:

6 ECTS credits / 160 hours of work

Opetuskieli:

English.

Ajoitus:

Period B. It is recommended to complete the course at the 1st autumn semester of the Master's program.

Osaamistavoitteet:

Students will be able to compare and describe different multinational enterprise theories. They can judge the applicability of the theories in dynamic business contexts. The students are able to explain the major

changes in enterprise's cross-border strategies using theoretical frameworks and conclude the viable strategies taking into account firm-specific and industry-specific boundaries. Students are also able to express their ideas analytically and effectively both in written and oral form.

Sisältö:

Students completing the course will have an understanding of the theories explaining the behavior of large and geographically dispersed multinational enterprises (MNEs) which are in mature stages of internationalization. Students will familiarize with the transaction cost theory, Dunning's OLI model, resource-based view of the firm and intellectual capital configurations of multinational enterprises. Course addresses specific issues related to the influence of the MNEs over the economy, the determinants of MNEs, the extent and patterns of foreign direct investments (FDIs), and the roles of joint ventures (JVs) and mergers & acquisitions (M&As) in expanding of businesses in foreign countries.

Järjestämistapa:

Face-to-face teaching.

Toteutustavat:

24 hours lectures with reflection and 12 hours workshop sessions (50 h), reading the course literature (60 h), writing the report (50 h). Students will apply their theoretical knowledge and approaches in an individual course assignment.

Kohderyhmä:

Students of the Master's program in International Business Management

Esitietovaatimukset:

Basic and intermediate studies in international business management

Yhteydet muihin opintojaksoihin:

No

Oppimateriaali:

[Dunning, J.H. & Lundan, S.M. \(2008\). Multinational enterprises and the global economy, second edition. Edward Elgar Publishing Limited.](#)

Additional collection of articles will be provided during the course.

Suoritustavat ja arviointikriteerit:

Assessment is based on given assignments and an individual case report.

Arviointiasteikko:

The course utilizes a numerical grading scale 1-5. In the numerical scale zero stands for fail.

Vastuhenkilö:

Lauri Haapanen.

Työelämäyhteistyö:

This course covers topics that develop student's awareness of multidimensional aspects related to a multinational enterprise, awareness of complex decision-making situations including multiple units and stakeholders. Course discusses such issues that students will face when being employed in multinational enterprise. Student projects are based on real-life case exercises and enhance analysis and communication skills.

Lisätiedot:

The number of students is limited.

721536S: Leadership and Change, 6 op

Voimassaolo: 01.08.2014 -

Opiskelumuoto: Syventävät opinnot

Laji: Opintojakso

Vastuuyksikkö: Oulun yliopiston kauppakorkeakoulu

Arvostelu: 1 - 5, hyv, hyl

Opettajat: Vesa Puhakka

Opintokohteen kielet: englanti

Leikkaavuudet:

721518P Johtajuus ja muutos 5.0 op

Voidaan suorittaa useasti: Kyllä

Laajuus:

6 credits / 160 hours of work

Opetuskieli:

English

Ajoitus:

Period C. It is recommended to complete the course at the 1st spring semester of the Master's program.

Osaamistavoitteet:

After the course, the students understand and remember the key assumptions and components of leadership models, know how to apply leadership models to changing real-life situations, are able to relate leadership theories to global business circumstances. They can understand the personal and social implications of leadership, care about leadership, and know how to continue learning about leadership. Students are also able to express their ideas analytically and effectively both in written and oral form.

Sisältö:

The course enables students to expand their thinking outside the accustomed concepts of leadership and to explore the area of leadership in fast changing organizational circumstances. This course examines organizational leadership in the context of continuous change. The course offers approaches to leadership and explores it through interplay of theory and practice. The main idea introduced is that the practice of leadership in any context requires skills to be responsible for multiple relationships, transactions, and solving conflicts with a variety of different parties – including colleagues, customers, suppliers, competitors, local communities, and international connections. The course includes workshops in which leadership is practiced in dynamic, changing and diverse cultural situations.

Järjestämistapa:

Face-to-face lectures, online assignments and workshops.

Toteutustavat:

2 h preliminary exam and reading the course book (altogether 32 h), 20 hours of lectures with reflection of lectures (40 h), 16 h workshops and preparing for the workshops (40 h), writing the assignment reports (22 h). The course includes lectures, study group work and individual work. In addition, the students are required to independently read course literature and prepare for the assignments. The course blends face-to-face teaching and web-based assignments. Further details will be provided by the responsible person in the first session.

Kohderyhmä:

Students of the Master's program in International Business Management

Esitietovaatimukset:

no

Oppimateriaali:

[Northouse, P.G. \(2010\) Leadership: theory and practice \(Sage\)](#); Article collection; Lecture materials.

Suoritustavat ja arviointikriteerit:

Assessment will be based on the presence in the lectures, study group work and individual assignments.

Arviointiasteikko:

The course utilizes a numerical grading scale 1-5. In the numerical scale zero stands for fail.

Vastuhenkilö:

Vesa Puhakka

Työelämäyhteistyö:

The course includes workshops on leadership challenges in the growing and rapidly changing companies. In the workshops real companies are analysed, solutions are designed for them and leadership skills are practiced. This course aims to bring working life relevance by practicing skills to lead the rapidly changing organizations.

Lisätiedot:

The number of students is limited.

721064S: Methods in Business Research, 6 op**Voimassaolo:** 01.08.2014 -**Opiskelumuoto:** Syventävät opinnot**Laji:** Opintojakso**Vastuuyksikkö:** Oulun yliopiston kauppakorkeakoulu**Arvostelu:** 1 - 5, hyv, hyl**Opettajat:** Juha Tuunainen**Opintokohteen kielet:** englanti**Leikkaavuudet:**

721063A Tutkimusmenetelmät 8.0 op

Voidaan suorittaa useasti: Kyllä**Laajuus:**

6 credits / 160 hours of work

Opetuskieli:

English

Ajoitus:

Period A. It is recommended to complete the course at the 2nd autumn semester of the Master's program.

Osaamistavoitteet:

Upon completion of the course, students will be able to plan and conduct independent scientific research. They will have knowledge of how to apply methodological ideas and qualitative research methods so as to produce new knowledge and report research results so achieved. Although the course mostly concentrates on the qualitative research, the students will learn to understand and assess research conducted by using quantitative research methods, too.

Sisältö:

Face-to-face teaching and group work will include the following themes: 1) research and writing as a process, 2) ethics in marketing, organizational and business research, 3) research approaches, 4) research planning and research design, 5) literature review, 6) modes of data collection, 7) data analysis techniques and tools, 8) conclusion drawing, 9) research evaluation.

Toteutustavat:

Lectures and group exercises (36 h), group work (70 h), self-study (54 h) including preparing for lectures and group exercises.

Kohderyhmä:

Students of the Master's program in Marketing and International Business Management

Esitietovaatimukset:

Basic and intermediate studies in Marketing or in International Business Management should have been completed.

Yhteydet muihin opintojaksoihin:

The course is an independent entity and does not require additional studies carried out at the same time.

Oppimateriaali:

Collection of articles and other material chosen by the teachers of the course.

Suoritustavat ja arviointikriteerit:

Group work. The assessment of the course is based on the learning outcomes of the course.

Arviointiasteikko:

The course utilizes a numerical grading scale 1-5. In the numerical scale zero stands for a fail.

Vastuhenkilö:

Associate Professor Juha Tuunainen.

Työelämäyhteistyö:

Students will learn analytical, methodological, and problem solving skills that will help them to deal with complex real-life business problems. They will learn to search for information and analyze it critically,

evaluate the credibility of information and research results, and provide new knowledge to support managerial decisions.

Lisätiedot:

The number of students is limited.

721070S: Globally Responsible Business, 6 op

Voimassaolo: 01.08.2014 -

Opiskelumuoto: Syventävät opinnot

Laji: Opintojakso

Vastuuyksikkö: Oulun yliopiston kauppakorkeakoulu

Arvostelu: 1 - 5, hyv, hyl

Opettajat: Anne Keränen

Opintokohteen kielet: englanti

Leikkaavuudet:

ay721070S Globally Responsible Business (AVOIN YO) 6.0 op

Voidaan suorittaa useasti: Kyllä

Laajuus:

6 credits / 160 hours of work

Opetuskieli:

English

Ajoitus:

Period C.

Osaamistavoitteet:

Upon completion of the course, students are able to demonstrate detailed knowledge of responsible behaviors in global and local business from the viewpoint of their major discipline. The students are able to work in multidisciplinary groups and create a collective approach for uniting economic with socially and environmentally responsible bottom lines within a global business context. Students are also able to express their ideas in written and oral form and communicate them online.

Sisältö:

The course deals with the diversity of contemporary business issues related to sustainability and responsibility when operating in the global marketplace. Based on the triple-bottom-line concept students are introduced to theoretical and practical perspectives from the disciplines of accounting, economics, finance, management/international business and marketing. Students learn to detect, analyze, and create different approaches of how to globally and locally achieve social and environmental goals in addition to economic objectives of a business.

Järjestämistapa:

Online study methods.

Toteutustavat:

Independent study of the given material 70h, online discussions and groupwork 70h, and conducting individual assignments and learning reports 20h.

Kohderyhmä:

Students from all OBS Master's programmes.

Esitietovaatimukset:

30 ect's (5 Master level courses).

Yhteydet muihin opintojaksoihin:

-

Oppimateriaali:

Course Book (to be announced later), articles and materials provided by the course instructors.

Suoritustavat ja arviointikriteerit:

Individual contributions (reports, video, online exam) count for 60% and group contributions (blogpost, case report) 40%.

Arviointiasteikko:

The course utilizes a numerical grading scale 1-5. The course consist of five different parts and students acquire a grade by passing the five different parts in numerical order.

Vastuuhenkilö:

Anne Keränen, Jan Hermes and Prof. Pauliina Ulkuniemi

Työelämäyhteistyö:

The course includes global and local real life case examples and analyses. Course learning methods advance modern communication and interaction methods relevant in work life. Students gain abilities to perceive and develop responsibility in business.

Lisätiedot:

The course is available and obligatory for OBS Master level students.

721530S: Kansainvälisen liiketoiminnan johtamisen pro gradu -tutkielma, 30 op

Voimassaolo: 01.08.2014 -

Opiskelumuoto: Syventävät opinnot

Laji: Lopputyö

Vastuuyksikkö: Oulun yliopiston kauppakorkeakoulu

Arvostelu: 1 - 5, hyv, hyl

Opintokohteen kielet: suomi, englanti

Laajuus:

30 credits/ 800 hours

Opetuskieli:

English. Master's thesis can be written in Finnish or in English.

Ajoitus:

Periods A-D on the 2nd year of master's studies.

Osaamistavoitteet:

Upon completion of the thesis students can choose and apply appropriate research methods to produce new knowledge and to apply that knowledge to typical business decision-making problems. Students are able to conduct scientific research and make reasonable recommendations for solving business and economic problems. Furthermore, students demonstrate deep and coherent understanding of an academic field of study within their own major. They are able to demonstrate knowledge of the theories, concepts, frameworks and empirical findings of their discipline and understand the connections between various theories in the chosen discipline.

Students will demonstrate deep understanding of their own profession, and are able to use, process and analyze economic and/or business information. Students understand various business processes and operations, and causal connections between them. Finally, students are able to express their ideas effectively and analytically, both in oral and written form.

Sisältö:

Most of the work is independent writing of the thesis report, but during the master's thesis work students participate in seminar sessions in which they present and report the status and advancement of their work. In the seminars they receive guidance and feedback from their supervisor on how to proceed in and complete their research report. Description of the process and other relevant information are available at <http://www.oulu.fi/oulubusinessschool/mastersthesisprocess>

Järjestämistapa:

Face-to-face teaching in seminar sessions.

Toteutustavat:

Independent work and face-to-face teaching in seminar sessions. Students prepare and present three reports during the course: 1) Research plan, 2) Intermediate report and 3) Manuscript. The works starts with a kick-off session and the progress and timing of the sessions is agreed on in the kick-off session.

Kohderyhmä:

Students of the Master's program in International Business Management

Esitietovaatimukset:

723020A Bachelor's Thesis

Yhteydet muihin opintojaksoihin:

-

Oppimateriaali:

Scientific articles and other theoretical and empirical materials collected by the students for their individual study.

Suoritustavat ja arviointikriteerit:

Examination through written research report.

Arviointiasteikko:

The course utilizes a numerical grading scale 1-5. In the numerical scale zero stands for fail.

Vastuhenkilö:

Professors

Työelämäyhteistyö:

Working life cooperation is dependent on the particular project. However, the students will learn problem solving and analytical skills as well as oral and written presentation skills needed for a business graduate in working life. Students deepen their understanding of their own profession.

Lisätiedot:

Open only to students of the Master's program in International Business Management

Choose 5 courses from these. You can replace one course by Finnish language studies 6 ECTS (international students) and/or ONE of the following marketing courses: 721462S Business Networks, 721463S Sustainable Marketing Management, 721436S Brand Management, 721471S Service Marketing and Management, 721675S Supply Chain Management, 721432S Managing Customer Relationships, 721433S Consumer Behavior, 721414S Purchasing and Supplier Relationships, 721435S Quantitative Research and Business Intelligence.

721556S: Institutional Context of Global Business, 6 op

Opiskelumuoto: Syventävät opinnot

Laji: Opintojakso

Vastuuyksikkö: Oulun yliopiston kauppakorkeakoulu

Arvostelu: 1 - 5, hyv, hyl

Opettajat: Juha Tuunainen

Opintokohteen kielet: englanti

Laajuus:

6 credits / 160 hours of work

Opetuskieli:

English.

Ajoitus:

Period C. It is recommended to complete the course at the 1st autumn semester of the Master's program.

Osaamistavoitteet:

Upon the completion of this course, the students will have an introductory level theoretical understanding of key phenomena related to globalization and international management. They will be able to theoretically understand various social, political, cultural and economic changes of global business environment and decipher their possible impacts on management and organizations. The students will be able to compare different theoretical approaches on globalization and global business. After completing the course, the

students will be able to critically reflect and recognize current managerial challenges of working in a global context. Students are also able to express their ideas effectively and analytically both in written and oral form.

Sisältö:

Emanating from a socio-political approach to management, the course will introduce different theorizations and conceptualizations of globalization and its impact upon economy, society, regions, and organizations. In particular, the role of human relationships, socio-economic dynamics as well as the role of global institutions will be stressed. Corporate social responsibility will feature as a pivotal element of contemporary business context and practice throughout the course.

Järjestämistapa:

Face-to-face teaching.

Toteutustavat:

20h hours lectures with reflection (40h), group work and presentations (40h), reading the course literature (40h), writing the project report (40h). The course will be taught in sessions in comprising workshops, lectures and group-work. Further details will be provided during the first lecture.

Kohderyhmä:

Students of the Master's program in International Business Management

Esitietovaatimukset:

Basic and intermediate studies in international business management

Yhteydet muihin opintojaksoihin:

No

Oppimateriaali:

Collection of articles listed / provided by the lecturer; lecture material and notes.

Suoritustavat ja arviointikriteerit:

Group work and learning diary weighting 50% each.

Arviointiasteikko:

The course unit utilizes a numerical scale 1-5. In the numerical scale zero stands for fail.

Vastuhenkilö:

Juha Tuunainen

Työelämäyhteistyö:

Students will learn to understand the multifaceted nature of the global business environment and analyze businesses from cross-cultural, political and wider societal perspectives. They will learn to search for relevant information, analyze it critically and produce organized written communication on the topics related to globalization and international management. During the course's workshop debates, they will also learn oral skills to address and discuss complex issues related to globalization.

Lisätiedot:

The number of students is limited.

721541S: Perspectives on Innovation Management, 6 op

Voimassaolo: 01.08.2014 -

Opiskelumuoto: Syventävät opinnot

Laji: Opintojakso

Vastuuyksikkö: Oulun yliopiston kauppakorkeakoulu

Arvostelu: 1 - 5, hyv, hyl

Opettajat: Pia Hurmelinna-Laukkanen

Opintokohteen kielet: englanti

Leikkaavuudet:

723013A Legal Issues in International Business 5.0 op

Voidaan suorittaa useasti: Kyllä

Laajuus:

6 credits / 160 hours of work

Opetuskieli:

English

Ajoitus:

Period D. It is recommended to complete the course at the 1st spring semester of the Master's program.

Osaamistavoitteet:

Upon completion of the course, students are able to acknowledge and distinguish legal aspects of operating in international environment, especially those related to innovation management. They are able to evaluate the relevant information needed in different legal situations, and apply that knowledge to more practical cases.

Sisältö:

The course offers an insight into the diversity that exists within systems of law, and provides an overview of basic legal issues related to doing business in international settings, especially related to innovation activities. During the course, some conceptual basis of international business law, different legal systems, and legal practicalities are discussed. The connections between innovation management, internationalization and legal frameworks are discussed. Legal issues are approached from business point of view, touching areas of law such as contracting, intellectual property rights, and competition.

Järjestämistapa:

Face-to-face teaching, online activity.

Toteutustavat:

Lectures, individual assignments, and discussion sessions (36 h); preparation for discussions and individual assignments (124 h).

Kohderyhmä:

Students of the Master's program in International Business Management

Esitietovaatimukset:

Basic and intermediate studies in international business management

Yhteydet muihin opintojaksoihin:

None.

Oppimateriaali:

[Required: Lecture materials and articles given by the teacher.](#)

[Recommended: August, R.A., Mayer, D. & Bixby, M. \(2008 or later\). International Business Law – Text, cases and readings.](#)

Suoritustavat ja arviointikriteerit:

Continuous evaluation, assignments.

Arviointiasteikko:

The course utilizes a numerical grading scale 1-5. In the numerical scale zero stands for a fail.

Vastuhenkilö:

Pia Hurmelinna-Laukkanen and Sauli Pajari/Jenni Myllykoski

Työelämäyhteistyö:

The course covers topics that develop student's awareness of legal issues in everyday business, and increase readiness to manage situations in which legal aspects may emerge as a relevant part of decision making. Actual examples from industry are addressed, and visitors are invited who demonstrate practical relevance of the discussed issues.

Lisätiedot:

The number of students is limited.

721540S: Global Business Designing, 6 op

Voimassaolo: 01.08.2014 -

Opiskelumoto: Syventävät opinnot

Laji: Opintojakso

Vastuuyksikkö: Oulun yliopiston kauppakorkeakoulu

Arvostelu: 1 - 5, hyv, hyl

Opettajat: Sakari Sipola

Opintokohteen kielet: englanti

Voidaan suorittaa useasti: Kyllä

Laajuus:

6 credits / 160 hours of work

Opetuskieli:

English

Ajoitus:

Period D. It is recommended to complete the course at the 1st spring semester of the Master's program.

Osaamistavoitteet:

The student is able to understand different economic actors and institutions creating the conditions and incentives for building high-risk and high-reward new ventures. After the course the student can analyze economic systems in different geographical contexts structurally and historically from the policy maker and entrepreneurship perspectives. Students are also able to express their ideas analytically and effectively in written form.

Sisältö:

The course discusses the basic structure of economic actors and institutions ("the rules of the game") that constitute the conditions for entrepreneurship. The focus is especially on high-growth ventures that aim at becoming winners at international markets, and on their role on economic dynamism and growth. Besides the key theories empirical examples are included from economic systems at different geographies (e.g. startup ecosystem).

Järjestämistapa:

Face-to-face teaching, online activity.

Toteutustavat:

Blended teaching method of 36 hours of lectures and online material with reflection (72 h), reading the course literature (50 h), writing the report (38 h). The responsible person will provide further details in the first session.

Kohderyhmä:

Students of the Master's program in International Business Management

Esitietovaatimukset:

Venture Growth Strategies and basic and intermediate studies in international business management

Yhteydet muihin opintojaksoihin:

No

Oppimateriaali:

Article collection and online material.

Suoritustavat ja arviointikriteerit:

Assessment will be based on individual written report and lecture activity.

Arviointiasteikko:

The course utilizes a numerical grading scale 1-5. In the numerical scale zero stands for a fail.

Vastuhenkilö:

Sakari Sipola

Työelämäyhteistyö:

Visiting industry experts provide real-life cases and examples.

Lisätiedot:

The number of students is limited.

Opiskelumuoto: Syventävät opinnot

Laji: Opintojakso

Vastuuyksikkö: Oulun yliopiston kauppakorkeakoulu

Arvostelu: 1 - 5, hyv, hyl

Opettajat: Sinikka Moilanen

Opintokohteen kielet: englanti

Voidaan suorittaa useasti: Kyllä

Laajuus:

6 credits / 160 hours of work

Opetuskieli:

English.

Ajoitus:

Period A. It is recommended to complete the course during the Master's programme's 2nd fall semester.

Osaamistavoitteet:

Upon the completion of the course students can identify various theoretical perspectives on studying management control systems. Students are able to analyse management accounting and control research with the help of those perspectives, which assists them in their Master's Thesis work. They are also able to combine the research findings to their own experiences and real business life. Students can thus compare the functionality of different accounting control tools and assess the multifaceted influences management accounting and control tools may have on the organization and on people's behaviour.

Sisältö:

The organizational and people side of accounting and control systems: how budgeting, transfer pricing, financial and non-financial performance measures may be used to influence, motivate and control what people do in organizations.

Järjestämistapa:

Face-to-face teaching.

Toteutustavat:

Lectures with small group-based exercises 28 h and a possibility for blended learning with the help of Optima, term paper 63 h, self-study 63 h.

Kohderyhmä:

Major students of Accounting and International Business Management.

Esitietovaatimukset:

Basic course of management accounting or management control; OR Kaplan, R., Atkinson, A: Advanced Management Accounting: Pearson New International Edition (as applicable), 3rd Edition (2013), Sections 7-10.

Yhteydet muihin opintojaksoihin:

Courses of Management Accounting specialization or the first year studies of International Business Management programme.

Oppimateriaali:

[Hopper, T.; Scapens, R. W.; Northcott, D.: Issues in Management Accounting \(Chapters 9, 11 and 12\), Prentice Hall, 3rd edition \(2007\);](#)

A Collection of Articles.

Suoritustavat ja arviointikriteerit:

Students complete a lecture and literature examination in Examinarium and write a term paper independently or in a group. Both comprise 50% of the final grade. Assessment is based on the learning outcomes of the course unit and the more detailed assessment criteria will be available in the course material. The students may also choose to compensate a part of the exam by participating actively in the lectures and/or doing home assignments in Optima.

Arviointiasteikko:

The course utilizes a numerical grading scale 1-5. In the numerical scale zero stands for a fail.

Vastuhenkilö:

Lecturer Sinikka Moilanen.

Työelämäyhteistyö:

Students learn how to use research findings in order to understand the functionality of different accounting control tools. They are able to design accounting-based management control tools and assess their effects on the behavior of employees. Visiting lecturer from a management consultancy firm discusses international transfer pricing.

Lisätiedot:

The number of students is limited.

723036S: International Entrepreneurship, 6 op

Voimassaolo: 01.08.2010 -

Opiskelumuoto: Syventävät opinnot

Laji: Opintojakso

Vastuuyksikkö: Oulun yliopiston kauppakorkeakoulu

Arvostelu: 1 - 5, hyv, hyl

Opettajat: John Meewella

Opintokohteen kielet: englanti

Voidaan suorittaa useasti: Kyllä

Laajuus:

6 credits / 160 hours of work

Opetuskieli:

English.

Ajoitus:

Period B, C and D. It is recommended to complete the course in the 2nd year of the Master's program.

Osaamistavoitteet:

After completion of the course, students are able to identify and discuss topics and phenomena of the journey of entrepreneurship from national across international boundaries. They understand how such a pursuit transcends the traditional notions of the entrepreneurial mindset, attitude, behaviors, processes in 'becoming' a truly global entrepreneur. By immersing into the real-life context of international entrepreneurship domain both as an academic discipline and a practical mystery, students can discover their own potential, capabilities, and capacities throughout the course duration.

Sisältö:

Main content of the course is structured to accommodate the three aspects of entrepreneurship, internationalization, and inter-national entrepreneurship as the building blocks of the emerging global setting. The discussion permeates across commercial, social, environmental, sustainable, institutional and other areas of entrepreneurship as differently positioned from general business, management, leadership or international business.

Järjestämistapa:

Face-to-face teaching in highly interactive intensive class delivery setting. Students are expected to keep a detailed reflective learning diary. Engagement with industry leaders both within and outside the class.

Toteutustavat:

Meetings/workshops with preparation (40 h), reading course literature & engaging within-discussions (40 h), maintaining a reflective learning diary (80 h). Full participation in all meetings/workshops.

Kohderyhmä:

Students of the Master's program in International Business Management

Esitietovaatimukset:

Basic and intermediate studies in international business management

Yhteydet muihin opintojaksoihin:

No

Oppimateriaali:

Materials assigned by lecturers and partly chosen by students independently. Industry knowledge and practical insights by engaging in real-life international entrepreneurship domain.

Suoritustavat ja arviointikriteerit:

Team Reflective Learning Diary (40 %), Team Presentation (30 %), Field Report (30 %).

Arviointiasteikko:

1-5. In the numerical scale zero stands for fail.

Vastuhenkilö:

John Meewella

Työelämäyhteistyö:

The course directly prepares participants to become international entrepreneurs of commercial start-ups, social entrepreneurial ventures, environmental and sustainable initiatives, corporate entrepreneurial executives, institutional entrepreneurial policy drivers. Other real-life career pursuits combining the domains of both entrepreneurial nature and international scope are possible also. During the course there is ample integration with real working life professionals and entrepreneurs in the form of guest lecturers, field trips, interactions, and joint projects.

Lisätiedot:

The number of students is limited.

721336S: Erikoisaihe, 6 op

Opiskelumuoto: Syventävät opinnot

Laji: Opintojakso

Vastuuyksikkö: Oulun yliopiston kauppakorkeakoulu

Arvostelu: 1 - 5, hyv, hyl

Opintokohteen kielet: suomi

Voidaan suorittaa useasti: Kyllä

Laajuus:

6 credits / 160 hours of work

Opetuskieli:

Varies depending on the way of completion.

Ajoitus:

Free.

Osaamistavoitteet:

If taken as an individual research assignment, upon completion the students demonstrate knowledge of the theories, concepts, frameworks and empirical findings of chosen discipline and they are able to identify and solve relevant problems, and make critical judgments based on them.

Sisältö:

Varies depending on individually agreed on assignment.

Järjestämistapa:

It may be, but is not limited to (1) An advanced level course passed in another university having different contents than those courses offered in the student's program, but otherwise fitting the structure of the studies. If necessary the course may be supplemented with additional tasks. (2) An essay/learning diary of about 20 pages, the requirements of which are agreed on in advance with the person responsible of the course within the major subject. (3) Ad hoc –course organized by OBS (4) A discipline-based business development case or other relevant project (e.g. Demola/Business Kitchen).

Toteutustavat:

Varies on the basis of individually agreed on assignment.

Kohderyhmä:

Students of OBS's Master's Programs

Esitietovaatimukset:

No

Yhteydet muihin opintojaksoihin:

No

Oppimateriaali:

To be agreed on with the person responsible of the course within the major subject

Suoritustavat ja arviointikriteerit:

Assessment is based on the learning outcomes of the course and the Master's program. Method varies depending on the individually agreed on assignment.

Arviointiasteikko:

The course can utilize a numerical grading scale 1-5 or be evaluated as pass/fail. In the numerical scale zero stands for fail.

Vastuuhenkilö:

To be named by major subjects.

Työelämäyhteistyö:

Depends on the individually agreed on assignment.

Lisätiedot:

The number of students is limited.

Choose 3 courses from these. You can replace one course by Board membership in Student's organization.

721542S: Business Opportunity Creation, 6 op

Voimassaolo: 01.08.2014 -

Opiskelumuoto: Syventävät opinnot

Laji: Opintojakso

Vastuuyksikkö: Oulun yliopiston kauppakorkeakoulu

Arvostelu: 1 - 5, hyv, hyl

Opettajat: Xiaotian Zhang

Opintokohteen kielet: englanti

Leikkaavuudet:

721520A Business Opportunity Creation 5.0 op

Voidaan suorittaa useasti: Kyllä

Laajuus:

6 credits / 160 hours of work

Opetuskieli:

English

Ajoitus:

Period B. It is recommended to complete the course at the 2nd autumn semester of the Master's program.

Osaamistavoitteet:

At the completion of this course, participants are able to apply creativity in identifying business opportunities. They know the methodology of knowledge acquisition on business opportunity identification. Through the in-class practices on opportunities selections, participants will be able to select opportunities that have commercial and market viability. Students are able to integrate and compose their innate creativity, innovation and entrepreneurial skills to harness ideas through opportunities. In particular, students will be able to discriminate between idea engineering workshops and elevator pitch presentations in demonstrating unique value propositions to target audiences. Participants will also be able to experiment with their own potential ideas as opportunity explorers and measure/judge them from an entrepreneurial perspective. Students also have understanding on creating business opportunities in emerging economies such as in BRICS countries. Students are also able to express their ideas effectively in oral form.

Sisältö:

This course is expected to substitute real life business opportunity creation within simulated workshop settings. The contents of the course include: 1) Introduction of the basic concepts, historical developments and schools of business creation; 2) Illustrations of the contemporary methods of business opportunity creation in high growth ventures. The main themes are: i) intellectual and social capital as the generating forces behind opportunity creation; ii) environmental dynamism as the setting providing opportunities for new business; iii) opportunity creation as strategy-making behavior; and iv) performance as the reflection of the value of opportunity created in the market-place.

Järjestämistapa:

Face-to-face teaching

Toteutustavat:

24 hours lectures with reflection (48 h), 12 hours team work sessions (12 h), reading the course literature (20 h), writing the reports (44 h). The course will be taught in intensive sessions consisting of fieldwork, workshops, lectures and team-work. The main method is solution creation to real business situations by using problem-based learning. Students are expected to maintain a minimum of 70% attendance of sessions.

Kohderyhmä:

Students of the Master's program in International Business Management

Esitietovaatimukset:

Basic and intermediate studies in international business management

Yhteydet muihin opintojaksoihin:

No

Oppimateriaali:

Article collection and online material.

Suoritustavat ja arviointikriteerit:

Individual elevator/ rocket pitch report 30% (in-class presentation, 1.5 min); Team-work presentation 30% (25 min pitch to target audience creatively: CEO, investor, bank, potential users, etc.); Written exam 40%.

Arviointiasteikko:

The course unit utilizes a numerical grading scale 1-5. In the numerical scale zero stands for fail.

Vastuhenkilö:

Xiaotian Zhang

Työelämäyhteistyö:

The course develops working life skills through the following: 1) Substitute real life business opportunity creation within simulated workshop settings, 2) developing awareness of generating real life business opportunities; applying entrepreneurship methods; keeping deadlines; learning to create ventures and form up team-works, 3) reporting main points, and combining different aspects together for critical discussion; oral presentation skills. 4) Experience sharing by entrepreneurs and fast growing ventures.

Lisätiedot:

The number of students is limited.

721539S: Cross-cultural Negotiations, 6 op

Voimassaolo: 01.08.2014 -

Opiskelumuoto: Syventävät opinnot

Laji: Opintojakso

Vastuuyksikkö: Oulun yliopiston kauppakorkeakoulu

Arvostelu: 1 - 5, hyv, hyl

Opettajat: John Meewella

Opintokohteen kielet: englanti

Leikkaavuudet:

723021A Negotiations in Cross-Cultural Contexts 5.0 op

Voidaan suorittaa useasti: Kyllä

Laajuus:

6 ECTS / 160 hours of work

Opetuskieli:

English

Ajoitus:

Periods A and B. It is recommended to complete the course at the 1st autumn semester of the Master's program.

Osaamistavoitteet:

Upon completion the student will be able to prepare for, participate in, and lead cross-cultural and international business negotiations. The student will be able to apply different theories, tools and information for analyzing and interpreting cross-cultural negotiation situations. The students will recognize and relate cross-cultural negotiation situations to business strategy and to the cross-cultural and international business context.

Sisältö:

The contents of the course cover theories and tools of: How to conduct cultural and technical preparations for cross-cultural negotiations? How to build negotiation strategy and tactics? How dynamics of cross-cultural negotiations can be analyzed in differing cultural settings? and How cross-cultural setting influences to the sales process? Specific attention is paid to major cultural blocks and their special characteristics regarding negotiations.

Järjestämistapa:

The course will be held as a face-to-face teaching. Additionally the students need to prepare the negotiation exercise and report independently in groups and conduct the 1-hour negotiation exercise facilitated in front of a lecturer.

Toteutustavat:

20 hours lectures with reflection (40h), 16 hours negotiation exercises in class, team work 42 hours, self-study 42 hours. The lectures will be held as a face-to-face teaching and the cross-cultural negotiation exercise will be completed in student groups.

Kohderyhmä:

Students of the Master's program in International Business Management

Esitietovaatimukset:

Basic and intermediate studies in international business management

Yhteydet muihin opintojaksoihin:

no

Oppimateriaali:

Hendon, D., Hendon R. & Herbig, P. (1999). Cross-cultural business Negotiations. Quorum books. Ghauri, P.N. & Usunier, J-C. (2003). International Business Negotiations. Elsevier Ltd.

[Check the availability of course material from this link.](#)

Suoritustavat ja arviointikriteerit:

Exam and exercises and exercise report prepared in a team.

Arviointiasteikko:

1-5. In the numerical scale zero stands for a fail.

Vastuhenkilö:

John Meewella

Työelämäyhteistyö:

No

Lisätiedot:

The number of students is limited.

721561S: Leadership Practice and Research, 6 op

Voimassaolo: 01.08.2011 -

Opiskelumoto: Syventävät opinnot

Laji: Opintojakso

Vastuuyksikkö: Oulun yliopiston kauppakorkeakoulu

Arvostelu: 1 - 5, hyv, hyl

Opettajat: Vesa Puhakka

Opintokohteen kielet: englanti

Voidaan suorittaa useasti: Kyllä

Laajuus:

6 credits / 160 hours of work

Opetuskieli:

English

Ajoitus:

Periods C and D. It is recommended to complete the course at the 1st spring semester of the Master's program.

Osaamistavoitteet:

After completing this course students can use scientific methods to analyze practical leadership issues and connect these issues with academic theories. Students understand the managerial implications of everyday leadership acts within companies. They can also apply scientific methods to investigate qualitative organizational phenomena. Students learn to argue and present their arguments in a scientific way.

Sisältö:

During the course students will have short review on what qualitative research is, how to collect interview data and how to analyze collected data. Gioia methodology will be presented as an example how qualitative analysis can be done. Leadership theories used as a reflective lens in data analysis are the same as in "leadership and change" – course.

Järjestämistapa:

Face-to-face teaching, group work, visitor interviews, student presentations.

Toteutustavat:

Lectures, visitor interviews and group presentations 40h. 120h group assignments and personal assignment.

Kohderyhmä:

Students of the Master's program in International Business Management

Esitietovaatimukset:

None

Yhteydet muihin opintojaksoihin:

Leadership and change.

Oppimateriaali:

[Northouse, P.G. \(2010\) Leadership: theory and practice \(Sage\)](#); Article collection; Lecture materials.

Suoritustavat ja arviointikriteerit:

Assessment based on the group assignment and personal learning diary.

Arviointiasteikko:

The course utilizes a numerical grading scale 1-5. In the numerical scale zero stands for a fail.

Vastuhenkilö:

Vesa Puhakka, Tuure Väyrynen, Hanna Okkonen

Työelämäyhteistyö:

Course will have multiple visitors from different companies.

Lisätiedot:

The number of students is limited

Voimassaolo: 01.08.2014 -

Opiskelumuoto: Syventävät opinnot

Laji: Työharjoittelu

Vastuuyksikkö: Oulun yliopiston kauppakorkeakoulu

Arvostelu: 1 - 5, hyv, hyl

Opintokohteen kielet: englanti

Laajuus:

6 credits / 160 hours of work

Ajoitus:

Free

Osaamistavoitteet:

The internship offers the students the opportunity to learn how to solve problems and to learn organizational tasks and responsibilities related to their major subject. Furthermore, the internship supports students to establish relationships to both working colleagues and business management and develops their communication skills within the organization and its network. The internship offers the students the possibility to develop their skills how to apply their knowledge in working environment and to increase their competence.

Sisältö:

The content is made up of the job description which is related to the student's major subject and which is provided by the organization where the internship will be accomplished. To be eligible for advanced level internship, the student should work either in a managerial position or as an independent specialist who has a responsible position with a possibility to use organizational resources.

Toteutustavat:

The student will work under the supervision of the internship instructor appointed by the company. First, student should contact lecturer Sauli Pajari to agree on the practicalities and documentation of the internship. Upon completion of the internship the student reflects and describes the internship period in the written report (8-10 pages) which will be returned with a weekly diary and a copy of the employment certificate to Sinikka Moilanen and Sauli Pajari.

The written report should be 8-10 pages and contain:

1. Description of the organization/company where the internship was completed
2. Description of the tasks, responsibilities and working methods during the internship
3. Description of how the tasks and responsibilities relate to the other functions of the organization
4. Description of how the internship relates to future career plans
5. Business development ideas for the Internship organization
6. Reflection on what was learned during the internship, how the learning relates to what has been learned earlier in the bachelor's and master's studies, and connecting the learning to theoretical concepts of the discipline.
 - A description of the organization/company where the internship was completed.
 - A detailed description of the tasks, responsibilities and working methods during the internship.
 - Description of how the tasks and responsibilities relate to the other functions of the organization.
 - Reflection on what was learned during the internship, how the learning relates to what has been learned earlier in the bachelor's and master's studies, and connecting the learning to theoretical concepts of the discipline.
 - Description of how the internship relates to future career plans.

Kohderyhmä:

Students of the OBS Master's programmes

Esitietovaatimukset:

Completed bachelor's studies.

Yhteydet muihin opintojaksoihin:

No

Suoritustavat ja arviointikriteerit:

Written internship report

Arviointiasteikko:

Pass/Fail

Vastuuhenkilö:

Sauli Pajari and Sinikka Moilanen

Työelämäyhteistyö:

The student will work in an organization improving professional skills related to the major subject and developing business knowledge (and personal network).

Lisätiedot:

The internship is an elective course. Internship may also be a business development case or other relevant project (e.g. Demola/Business Kitchen), which needs to be accepted following the general process described above.