

# Opasraportti

## TaTK - Johtaminen 2010-2011 (2010 - 2011)

### JOHTAMINEN

Management is part of the Degree Programme in International Business and Management. Companies are moving from the principles of governing and defending their territories to the continually running the creation of new businesses. Business dynamism is changing the required skills; from managing of existing businesses more efficiently towards leading the creation of newness value. We develop our students' skills to create high-growth business. Central topics are (1) the creation and management of new business; (2) managing knowledge, learning and competencies; (3) the globalization of organizations, change and growth; (4) organizational creativity and strategic principles.

Management's teaching provides theoretical and practical tools and skills to create and manage successfully high growth oriented, technology based business in dynamic business environments. Basic studies: We help you to understand the underlying driving mechanisms and patterns of dynamic business environments. Intermediate studies: We help you to develop the skills to co-create the solutions to business problems. Advanced studies: We help you to build growth business and simplify and give direction to complex situations. The central learning themes and courses are presented in the following figure.

What consequences does all this have on teaching management? Complex and multidimensional, the task facing the management student could be described as follows: management is like joining a game halfway through without knowing what the game is all about or what its goals are, and yet you are expected to grasp its essence and figure out what problem needs to be solved - and then solve it. In other words, management is not an activity, where all the pieces are known before the game begins, and the right solution is arrived at simply by arranging the pieces correctly (as in a jigsaw puzzle). Rather, it is a game, whose name, pieces, rules, logic and outcome have to be decided, while it is in progress. Having the skills to needed to play the game is a crucial success factor in the dynamic organizations of the digital age. The courses will be taught in intensive sessions consisting of field work, workshops, guest lectures and group-work. The main method is solution creation to real business situations by using problem-based learning.

### **PERUSOPINNOT:**

- 721511P Foundations of Management 5 op
- 721519P Strategic management 5 op
- 721518P Leadership and change 5 op
- 723011P Cross-cultural business communications 5 op
- 723022P International business operations 5 op

### **AINEOPINNOT:**

#### **Perusopintojen lisäksi:**

- 721517A Seminar in international business and management 10 op
- 721520A Business opportunity creation 5 op
- 721554A Strategizing practices 5 op
- 721513A Human resource management 5 op
- 723027A International project 5 op
- 723021A Cross-cultural negotiations 5 op

### **SYVENTÄVÄT OPINNOT:**

721550S Master's thesis in management 30 op  
 721554S Business model development 6 op  
 721559S Venture growth strategies 6 op  
 721560S Team building 6 op  
 721535S Competence and knowledge management 6 op  
 721556S Globalization and international management 6 op

**Lisäksi: Johtamisen superpääaineeseen soveltuват opintojakso:**

721558S Entrepreneurship theory and practice 6 op  
 721551S Current Issues in Management 6 op  
 721461S International business theory 6 op  
 723034S International business development 6 op  
 723035S International sales 6 op

## **Tutkintorakenteisiin kuulumattomat opintokokonaisuudet ja -jakso**

721554S: Business Model Development, 6 op  
 721520A: Business Opportunity Creation, 5 op  
 721535S: Competence and Knowledge Management, 6 op  
 721551S: Current Issues in Management, 6 op  
 721558S: Entrepreneurship Theory and Practice, 6 op  
 721511P: Foundations of Management, 5 op  
 721556S: Globalization and International Management, 6 op  
 721241A: Harjoittelu, 5 op  
 721513A: Human Resource Management, 5 op  
 721517A: Johtamisen seminaari, 10 op  
 721518P: Leadership and Change, 5 op  
 721005A: Muita johtamisen aineopintoja, 0 op  
 721550S: Pro gradu -tutkielma, johtaminen, 30 op  
 721555S: Special Issue in Management, 6 op  
 721519P: Strategic Management, 5 op  
 721554A: Strategizing Practices, 5 op  
 721560S: Team Building, 6 op  
 721559S: Venture Growth Strategies, 6 op

## **Opintojaksojen kuvaukset**

### **Tutkintorakenteisiin kuulumattomien opintokokonaisuuksien ja -jaksojen kuvaukset**

**721554S: Business Model Development, 6 op**

**Opiskelumuoto:** Syventävät opinnot

**Laji:** Opintojakso

**Vastuuysikkö:** Taloustieteiden tiedekunta

**Arvostelu:** 1 - 5, hyv, hyl

**Opintokohteen kielet:** englanti

**Laajuus:**

6 op.

**Opetuskieli:**

English.

**Ajoitus:**

Periodi C.

**Osaamistavoitteet:**

After the course a student should know how to design a business model and understand what kind of concrete practice business model development is.

**Sisältö:**

Business model could be described as the totality of how a company selects its customers, defines and differentiates its offerings, defines the tasks it will perform itself and those it will outsource, configures its resources, goes to market, creates value for customers and captures profits. The main themes of the course are the following: (1) Mapping the past to understand the current business situation and the critical elements that need to be developed (entrepreneurial story, business analysis, business model and ecosystem visualization, and VC feedback). (2) New model building to develop a new mindset and tools for business building (improved value proposition and business model, opportunity research, value proposition development, design of capability building, business model development, and pitch and story). (3) Getting results (implementing the new model and tools, making changes visible, and reflection of the process).

**Toteutustavat:**

The course will be taught in intensive sessions consisting of field work, workshops, guest lectures and group-work. The main method is solution creation to real business situations by using problem-based learning. 70 % attendance of sessions is required. Further details will be provided by the responsible person in the first session.

**Oppimateriaali:**

Martin, R (2009). The design of business: why design thinking is the next competitive advantage (Harvard Business Press); Osterwalder A. & Y. Pigneur. Business model generation: A handbook for visionaries, game changers, and challengers (deluxe version). Article collection.

Kurssikirjojen saatavuuden voit tarkistaa [tästä](#).

**Suoritustavat ja arvointikriteerit:**

Assessment will be based on group assignment.

**Arvointiasteikko:**

1-5.

**Vastuuhenkilö:**

Assistant in Management.

## 721520A: Business Opportunity Creation, 5 op

**Voimassaolo:** 01.08.2010 -

**Opiskelumuoto:** Aineopinnot

**Laji:** Opintojakso

**Vastuuysikkö:** Taloustieteiden tiedekunta

**Arvostelu:** 1 - 5, hyv, hyl

**Opettajat:** Vesa Puhakka

**Opintokohteen kielet:** englanti

**Laajuus:**

5 op.

**Opetuskieli:**

English.

**Ajoitus:**

Periodi B.

**Osaamistavoitteet:**

After the course students recognize the different schools and thoughts of new business creation, understand the links between business/company, market/customers, investors, service providers, vendors/subcontractors and exit markets, and are able to develop and communicate a business opportunity having clear market value. The aim of this course is to develop a knowledge-base and practice concrete methods through which business opportunities can be formed. In addition, this course aims at developing knowledge and experiences how to be in dialogue when tried to locate the possible need for the new business and how to communicate the targeted newness value of the business opportunity.

**Sisältö:**

It could be proposed that new business creation is the ultimate task of knowledge-based companies in the post-modern economy. This course aims at introducing, firstly, the basic concepts, historical developments and schools of business creation and, secondly, the contemporary methods of business opportunity creation in highgrowth ventures. The main themes are (1) intellectual and social capital as the generating forces behind opportunity creation, (2) environmental dynamism as the setting providing opportunities for new business, (3) opportunity creation as strategy-making behaviour, and (4) performance as the reflection of the value the opportunity has created in the market-place.

**Toteutustavat:**

The course will be taught in intensive sessions consisting of field work, workshops, guest lectures and group-work. The main method is solution creation to real business situations by using problembased learning. 70 % attendance of sessions is required. Further details will be provided by the responsible person in the first session.

**Oppimateriaali:**

Gunther Mc-Growth, R. & I. MacMillan (2000). The entrepreneurial mindset: strategies for continuously creating opportunity in an age of uncertainty (Harvard Business School Press); Article collection.

Kurssikirjan saatavuuden voit tarkistaa [tästä](#).

**Suoritustavat ja arvointikriteerit:**

Assessment will be based on interview analysis, group exam and group assignment.

**Arvointiasteikko:**

1-5.

**Vastuuhenkilö:**

Vesa Puhakka.

## **721535S: Competence and Knowledge Management, 6 op**

**Voimassaolo:** 01.08.2010 -

**Opiskelumuoto:** Syventävät opinnot

**Laji:** Opintojakso

**Vastuuuksikkö:** Taloustieteiden tiedekunta

**Arvostelu:** 1 - 5, hyv, hyl

**Opettajat:** Tuija Lämsä

**Opintokohteen kielet:** englanti

**Laajuus:**

6 op.

**Opetuskieli:**

English.

**Ajoitus:**

Periodi A.

**Osaamistavoitteet:**

The course gives indepth knowledge to understand the relation between scientific knowledge production and competence in the context of organization. After the course the students know how to identify and analyze different knowledge and know-how flows and processes within globalized and networked environment of organizations, and what are these meaning and role in the success of organization.

**Sisältö:**

The aim of the course is to give an up-to-date picture of the various approaches and theories of knowledge management and managing strategic competence. The module discusses the latest competence and knowledge management models, and identifies the main tools and practices applied in modern organizations. Theories of competence management and knowledge management are examined.

**Toteutustavat:**

The programme actively uses people from industry, business, and the public sector, who are brought into the teaching. The course will be taught in intensive sessions. The course will use a series of selected but related cases in order to have students to participate in discussions in class. Further details will be provided by the responsible person in the first session.

**Oppimateriaali:**

Nonaka, I. & H. Takeuchi (1995). Knowledge creating company (Oxford); Senge, P. (2006). The fifth discipline (Random House Business); Lecture material; Article collection.

Kurssikirjojen saatavuuden voit tarkistaa [tästä](#).

**Suoritustavat ja arvointikriteerit:**

Assessment will be based on the individual research paper on the subject. Further details will be provided by the responsible person in the first session.

**Arvointiasteikko:**

1-5.

**Vastuuhenkilö:**

Tuija Lämsä.

## 721551S: Current Issues in Management, 6 op

**Opiskelumuoto:** Syventävät opinnot

**Laji:** Opintojakso

**Vastuuuksikkö:** Taloustieteiden tiedekunta

**Arvostelu:** 1 - 5, hyv, hyl

**Opintokohteen kielet:** englanti

**Laajuus:**

6 op.

**Opetuskieli:**

English.

**Ajoitus:**

Periodi B.

**Osaamistavoitteet:**

The main objectives are that students know after this course, examples of the discussions about challenges and views of business ethics and corporate social responsibilities (CSR) in contexts of different continents and countries.

**Sisältö:**

In academic year 2010 - 2011 this course handles business ethics and CSR. The course will explore these themes in global context. In this course students familiarize with business ethics and CSR discussions in different continents and countries by reading and analyzing articles. Central theories of business ethics and CSR are also discussed.

**Toteutustavat:**

Lectures, group assignment, presentations, discussions, independent studying.

**Oppimateriaali:**

Articles and lecture slides. Crane, A. & Matten, D. (2007). Business ethics - managing corporate citizenship and sustainability in the age of globalization (Oxford University Press).

Kurssikirjan saatavuuden voit tarkistaa [tästä](#).

**Suoritustavat ja arvointikriteerit:**

Group assignment (including presentation).

**Arvointiasteikko:**

1-5.

**Vastuuhenkilö:**

Antti Vähäkangas.

## 721558S: Entrepreneurship Theory and Practice, 6 op

**Voimassaolo:** 01.08.2007 -

**Opiskelumuoto:** Syventävät opinnot

**Laji:** Opintojakso

**Vastuuysikkö:** Taloustieteiden tiedekunta

**Arvostelu:** 1 - 5, hyv, hyl

**Opintokohteen kielet:** englanti

**Laajuus:**

6 op.

**Opetuskieli:**

English.

**Ajoitus:**

Periodi D.

**Osaamistavoitteet:**

The main objectives are that students know how to analyze entrepreneurship as practice, which creates new economical activity, and develop these practices that would renew economical landscape. Thus, after the course students should understand what kind of economic behaviour entrepreneurship is in the post-modern economy, understand how entrepreneurs and enterprises could be supported and developed in the turbulent markets and to be able to develop a conceptual framework for the purpose of their thesis.

**Sisältö:**

Entrepreneurship is creative activity where new business is created without knowing precisely what the goal is or what is the initial situation, but still new activity is created. The core to entrepreneurship is creating new opportunities for business and implementing them irrelevantly to the contexts in which they take place. This course gives students an opportunity to develop an awareness of the role of entrepreneurship in the economy and society. The subject is oriented at the study of new venture creation rather than training the student to start and manage a small firm itself.

**Toteutustavat:**

An introductory lecture. An individual assignment based on student's proposal.

**Oppimateriaali:**

Hjorth, D. Rewriting entrepreneurship for a new perspective on organizational creativity. Copenhagen, CBS Press; Lerner, J. Boulevard of broken dreams: Why public efforts to boost entrepreneurship and venture capital have failed - and what to do about it; Article collection.

Kurssikirjojen saatavuuden voit tarkistaa [tästä](#).

**Suoritustavat ja arvointikriteerit:**

Assessment will be based on the individual research paper on the subject. Further details will be provided by the responsible person in the first session.

**Arvointiasteikko:**

1-5.

**Vastuuhenkilö:**

Assistant in Management.

## 721511P: Foundations of Management, 5 op

**Opiskelumuoto:** Perusopinnot

**Laji:** Opintojakso

**Vastuuysikkö:** Taloustieteiden tiedekunta

**Arvostelu:** 1 - 5, hyv, hyl

**Opettajat:** Vesa Puhakka

**Opintokohteen kielet:** englanti

**Leikkaavuudet:**

ay721511P Yrittäjyys ja johtaminen 5.0 op

**Voidaan suorittaa useasti:** Kyllä

**Laajuus:**

5 op.

**Opetuskieli:**

English

**Ajoitus:**

Periodi A.

**Osaamistavoitteet:**

After the course students recognize the basic concepts, historical developments and schools of management. The course aims to develop the basic managerial capabilities of students in three ways: through developing their skills as effective learners by enabling them to analyse their learning processes and creating their own personal development plan, by ensuring that they can effectively interact with others, and through developing their skills as reflective practitioners by exploring the ways in which management theory can be used to enhance management practice.

**Sisältö:**

Management is inherently about discussing the needs of a social context so that it initiates behaviour that satisfies the needs of the social context. Management is more about sense-making and sense-giving than about decision-making or rational analyses, although those are also needed. In this process managers take the most central role by recognizing prominent new ideas for business developed by the organizational system, discovering customer needs in the contexts, organizing resources and actions to link ideas for business and customer needs, and finally transferring the created new value to larger markets. The course considers the practice of contemporary management and the ways in which management has evolved. The intention is to understand the challenges facing today's managers by introducing the historical developments of management thinking, a range of essential concepts and to equip the student with the skills to think critically and creatively about management.

**Toteutustavat:**

The course will be taught in intensive sessions consisting of field work, workshops, guest lectures and group-work. 70 % attendance of sessions is required. Further details will be provided by the responsible person in the first session.

**Oppimateriaali:**

Clegg, S., M. Kornberger & T. Pitsis (second edition). Managing and organizations. An introduction to theory and practice (Sage); Article collection.

Kurssikirjan saatavuuden voit tarkistaa [tästä](#).

**Suoritustavat ja arvointikriteerit:**

Assessment will be based on group exam and group assignment.

**Arvointiasteikko:**

1-5

**Vastuuhenkilö:**

Vesa Puhakka

## 721556S: Globalization and International Management, 6 op

**Opiskelumuoto:** Syventävät opinnot

**Laji:** Opintojakso

**Vastuuysikkö:** Taloustieteiden tiedekunta

**Arvostelu:** 1 - 5, hyv, hyl

**Opintokohteen kielet:** englanti

**Laajuus:**

6 op.

**Opetuskieli:**

English.

**Ajoitus:**

Periodi B.

**Osaamistavoitteet:**

Critically reflecting about the current state of the global economic order, the module encourages a new socially and culturally sensitive approach to management - one that combines economic rationality with social, cultural, and regional sustainability. Students will be guided to develop a praxis-oriented approach to the subject matter and to be demonstrated in group presentations and projects.

**Sisältö:**

Emanating from a sociocultural approach to international management, the module will introduce different conceptualizations of globalization and its impact upon economy, society, regions, and organizations. In particular, the role of human relationships, socioeconomic trajectories as well as different values systems and local traditions as constitutive of global international management will be stressed. Sustainability will feature as a pivotal element of contemporary management strategy and practice throughout the module.

**Toteutustavat:**

The course will be taught in intensive sessions comprising of workshops, lectures and group-work. Attendance of lectures is mandatory. Further details will be provided by the module leader during the first session.

**Oppimateriaali:**

Collection of articles listed/provided by the lecturer; Lecture notes.

**Suoritustavat ja arvointikriteerit:**

Group presentation and project report carrying 50% weighting each.

**Arvointiasteikko:**

1-5.

**Vastuuhenkilö:**

Dirk Bunzel.

## **721241A: Harjoittelu, 5 op**

**Opiskelumuoto:** Aineopinnot

**Laji:** Työharjoittelu

**Vastuuuksikkö:** Taloustieteiden tiedekunta

**Arvostelu:** 1 - 5, hyv, hyl

**Opintokohteen kielet:** suomi

**Asema:**

Vaihtoehtoinen aineopintojakso kaikissa pääaineissa.

**Laajuus:**

5 op.

**Ajoitus:**

Vapaa.

**Osaamistavoitteet:**

Harjoittelun tarkoituksena on perehdyä talouselämään, luoda kontakteja ja tutustua käytännössä esimerkiksi taloudellisten analyysien tekemiseen tai taloudellisen vastuun kantamiseen. Myös sivuaineopiskelijat, jotka opiskelevat vähintään 60 opintopisteen / 35 opintoviikon aineopintokokonaisuuden, voivat suorittaa harjoittelun sivuaineen vaihtoehtoisina aineopintoina. Edellytyksenä on kuitenkin, etteivät he jo ole suorittaneet harjoittelua pääaineessaan.

Hyvässä harjoittelupaikassa on mahdollisuus työskennellä esimerkiksi seuraavien asioiden parissa:

- tuottaa, analysoida tai tulkita taloudellista dataa
- kirjoittaa raporteja talousasioista
- osallistua tutkimusprojekteihin
- perehdyä taloushallinnolliseen tietotekniikkaan
- olla taloudellisessa vastuussa jostakin toiminnosta
- toimia esimiehenä
- tutustua eri maiden talouselämään
- palvella taloudellista päätöksentekoaa

- selvittää jonkin hyödykkeen markkinoita
- oppia uusia tekniikoita

Puhtaasti suorittavat tehtävät eivät kelpaa harjoitteluksi. Mikäli opiskelija on epävarma tehtävän soveltuvuudesta harjoitteluksi, hänen tulee tiedustella asiasta pääaineensa professorilta tai tiedekunnan opintoasiainpäällikölle.

**Suoritustavat ja arvointikriteerit:**

Harjoittelun hyväksymiseksi tiedekunnan opintotoimistoon toimitetaan:

- virallinen todistus työnantajalta
- vähintään 3 sivun yksityiskohtainen raportti, josta selviää:
- työtehtävien selkeä ja yksityiskohtainen kuvaus
- työskentelymenetelmät
- työssä tuotettu kirjallinen materiaali
- oma arvio siitä, mitä harjoittelu opetti
- mahdolliset täydentävät liitteet.

**Lisätiedot:**

Opiskelija voi sisällyttää aineopintokokonaisuuden minimilaajuuuteen (35 ov/60 op) vain joko harjoittelun 3 ov/5 op tai liiketoimintasimulaation 3 ov/5 op.

## 721513A: Human Resource Management, 5 op

**Voimassaolo:** 01.08.2010 -

**Opiskelumuoto:** Aineopinnot

**Laji:** Opintojakso

**Vastuualue:** Taloustieteiden tiedekunta

**Arvostelu:** 1 - 5, hyv, hyl

**Opettajat:** Dirk Bunzel

**Opintokohteen kielet:** englanti

**Laajuus:**

5 op.

**Opetuskieli:**

English.

**Ajoitus:**

Periodi D.

**Osaamistavoitteet:**

The module introduces generic HRM functions as relevant to the context of today's global knowledge economy. Students will be guided to apply the competencies thus acquired in the context of an HRM project of their own design.

**Sisältö:**

The module not only reviews generic functions of HRM, such as strategic human resource management, organizational behaviour, leadership, or management development; it puts these functions into the context of today's global knowledge economy. A critical and praxis-oriented approach to HRM is emphasized to allow for the design of adequate, reflexive, and flexible HRstrategies and policies.

**Toteutustavat:**

The course will be taught in intensive sessions comprising of workshops, lectures and group-work. Attendance of lectures is mandatory. Further details will be provided by the module leader during the first session.

**Oppimateriaali:**

Core text: Karen Legge: 'Human Resource Management'; Article collection; Lecture notes.

Kurssikirjan saatavuuden voit tarkistaa [tästä](#).

**Suoritustavat ja arvointikriteerit:**

Group presentation and project report carrying 50% weighting each.

**Arvointiasteikko:**

1-5.

**Vastuuhenkilö:**

Dirk Bunzel.

## 721517A: Johtamisen seminaari, 10 op

**Opiskelumuoto:** Aineopinnot

**Laji:** Opintojakso

**Vastuuuksikkö:** Taloustieteiden tiedekunta

**Arvostelu:** 1 - 5, hyv, hyl

**Opintokohteen kielet:** suomi

**Laajuus:**

10 op.

**Opetuskieli:**

English.

**Ajoitus:**

Periodit C-D.

**Osaamistavoitteet:**

After the course the student will be able to independently plan, conduct and report a scientific research in the area of management and organization, and in international business. The student will have an overview of the philosophy of science and understand the research methodology and practices. The student is also able to look for relevant source material and is able to analyse and evaluate it critically. He/she is able to formulate a clear and consistent research of a certain, restricted theme.

**Sisältö:**

During seminars each student will write and present a research paper on chosen topic in order to practise research skills, writing skills and presentation skills. Student also get acquaint him/herself with the basics of scientific acquisition of information and the central databases in economics and business administration.

**Toteutustavat:**

Students will analyze earlier research papers in small groups. Student's individual research will start with an idea paper, followed by the final paper. The final papers will be presented in small groups, in which students will also be appointed as an opponent. Lectures organized jointly with International business.

**Oppimateriaali:**

Bryman, A. & E.Bell (2003). Business research methods (Oxford University Press); Ghauri, P. & K. Gronhaug (2005). Research methods in business studies: a practical guide (Pearson Education); Additional articles will be given during the course.

Kurssikirjojen saatavuuden voit tarkistaa [tästä](#).

**Suoritustavat ja arvointikriteerit:**

Lectures and seminars. Assessment is based on the activity of participation in the seminars and on the presented research paper. When the seminar report is published as Bachelor's thesis, it must be published in a hard covered format according to the instructions of the Faculty, and the student is required to pass a maturity examination.

**Arvointiasteikko:**

1-5.

**Vastuuhenkilö:**

Tuija Lämsä.

## 721518P: Leadership and Change, 5 op

**Opiskelumuoto:** Perusopinnot

**Laji:** Opintojakso

**Vastuuuksikkö:** Taloustieteiden tiedekunta

**Arvostelu:** 1 - 5, hyv, hyl

**Opettajat:** Ruopsa, Jukka Kullervo

**Opintokohteen kielet:** englanti

**Leikkaavuudet:**

ay721518P Johtajuus ja muutos 5.0 op

**Voidaan suorittaa useasti:** Kyllä

**Laajuus:**

5 op

**Opetuskieli:**

English.

**Ajoitus:**

Periodi C.

**Osaamistavoitteet:**

The course enables students to expand their thinking outside the present concepts and explore the area of leadership as it will impact and apply in the future to the individual, the group, the organization and an industry. After the course the student will develop an understanding for leadership abilities, attributes, skills and principles for success in today's complex organizations, in a complex and dynamic environment. The student comprehends the dynamic interplay between leadership, organization and change, and the organizations' tension between utilizing efficiently their resources on the one hand and innovating and introducing change on the other hand.

**Sisältö:**

This course examines organizational leadership in the context of continuous change. The course offers focal approaches to leadership and explores it systematically through interplay of theory and practical cases in a complex, changing, and unpredictable world. The main idea introduced is that the practice of effective leadership in any context requires management of multiple relationships, transactions, and even conflicts with a variety of different parties - including colleagues, customers, suppliers, competitors, and local communities.

**Toteutustavat:**

The programme actively uses people from industry, business, and the public sector, who are brought into the teaching. The course will be taught in intensive sessions consisting of case processing, individual and group-work. 70 % attendance of sessions is required. Further details will be provided by the responsible person in the first session.

**Oppimateriaali:**

Northouse, P.G. Leadership: theory and practice (Sage); Article collection; Lecture material.

Kurssikirjan saatavuuden voit tarkistaa [tästä](#).

**Suoritustavat ja arvointikriteerit:**

Assessment will be based on individual exam and group assignment.

**Arvointiasteikko:**

1-5.

**Vastuuhenkilö:**

Tuija Lämsä.

## **721005A: Muita johtamisen aineopintoja, 0 op**

**Opiskelumuoto:** Aineopinnot**Laji:** Opintjakso**Vastuuuksikkö:** Taloustieteiden tiedekunta**Arvostelu:** 1 - 5, hyv, hyl**Opintokohteen kielet:** suomi**Voidaan suorittaa useasti:** Kyllä**Laajuus:**

5 op.

**Opetuskieli:**

English.

**Ajoitus:**

Not defined. To be agreed with the responsible person.

**Osaamistavoitteet:**

Agreed with the responsible person.

**Sisältö:**

This course may consist of equivalent studies completed in other faculties or universities.

**Toteutustavat:**

Not defined. Agreed with the responsible person.

**Oppimateriaali:**

Agreed with the responsible person.

**Suoritustavat ja arvointikriteerit:**

Not defined.

**Arvointiasteikko:**

1-5.

**Vastuuhenkilö:**

Assistant in Management.

**721550S: Pro gradu -tutkielma, johtaminen, 30 op**

**Opiskelumuoto:** Syventäväät opinnot

**Laji:** Lopputyö

**Vastuuuksikkö:** Taloustieteiden tiedekunta

**Arvostelu:** Lopputyö

**Opintokohteen kielet:** suomi, englanti

**Lähtötasovaatimus:**

Seminar in International business and management must be compleated.

**Laajuus:**

30 op.

**Opetuskieli:**

English.

**Ajoitus:**

Periodit A-D.

**Osaamistavoitteet:**

The objective of studies related to the Master's thesis is to provide the students with skills and competences required in acquiring scientific knowledge independently, planning and formulating research questions and approaches, and applying these skills and competences during the process of creating a master's thesis. The whole process aims to develop students' skills in independent, problem-solving oriented, analytical, and scientific thinking and reporting.

**Sisältö:**

The students participate in seminars the objective of which is to report on the advancement of the master's thesis work and to receive guidance and feedback on the master's thesis work.

**Toteutustavat:**

Seminar sessions. The students are required to present three separate reports: 1) Topic analysis (2-3 pages), 2) Intermediate report (20-30 pages), and 3) Manuscript (60-90 pages). The work starts with a kick-off session and the progress and timing of the sessions is agreed in the kick-off.

**Oppimateriaali:**

Will be given during the course.

**Suoritustavat ja arvointikriteerit:**

Seminars and individual/group counselling.

**Arvointiasteikko:**

A-L (approbatur-laudatur).

**Vastuuhenkilö:**

Vesa Puhakka.

**721555S: Special Issue in Management, 6 op**

**Opiskelumuoto:** Syventäväät opinnot

**Laji:** Opintojakso

**Vastuuuksikkö:** Taloustieteiden tiedekunta

**Arvostelu:** 1 - 5, hyv, hyl

**Opintokohteen kielet:** englanti

**Laajuus:**

6 op.

**Opetuskieli:**

English.

**Ajoitus:**

Free.

**Osaamistavoitteet:**

Student is capable to analyze and develop the managerial and organizational phenomena and practices of the field of management and organization.

**Toteutustavat:**

Free.

**Oppimateriaali:**

Free.

**Suoritustavat ja arvointikriteerit:**

The topic of the lecture courses varies. Also courses taken in some other Finnish or foreign universities can be accepted as a completion of the course.

**Arvointiasteikko:**

1-5.

**Vastuuhenkilö:**

Professor in Management.

**Lisätiedot:**

Optional in every programme.

## 721519P: Strategic Management, 5 op

**Voimassaolo:** 01.08.2008 -

**Opiskelumuoto:** Perusopinnot

**Laji:** Opintojakso

**Vastuuysikkö:** Taloustieteiden tiedekunta

**Arvostelu:** 1 - 5, hyv, hyl

**Opettajat:** Sari Laari-Salmela

**Opintokohteen kielet:** englanti

**Leikkaavuudet:**

ay721519P Liiketoiminnan johtaminen 5.0 op

**Laajuus:**

5 op.

**Opetuskieli:**

English

**Ajoitus:**

Periodi A.

**Osaamistavoitteet:**

After the course students recognize the different schools of strategic management, are able to define the central concepts, understand the links between strategy, markets and operations of an organization and are able to develop and communicate a strategy having clear market value. The aim of this course is to increase understanding of the nature of the generative mechanisms through which the strategies are formed.

**Sisältö:**

How could we model organizational change processes involving genuine uncertainties, and, at the same time, model individuals and organizations as being able to make strategic choices? The purpose of this course is twofold: First, the aim historical developments and schools of strategic management. Second, the course explores the contemporary developments in strategic thinking from the point of view of high-growth ventures.

**Toteutustavat:**

The course will be taught in intensive sessions consisting of field work, workshops, guest lectures and group-work. The main method is solution creation to real business situations by using problembased learning. 70 % attendance of sessions is required. Further details will be provided by the responsible person in the first session.

**Oppimateriaali:**

Johnson, G., K. Scholes & R. Whittington. Exploring corporate strategy (Prentice Hall); Mintzberg, H., B. Ahlstrand & J. Lampel. Strategy safari: the complete guide through the wilds of strategic management (Prentice Hall /Financial Times); Article collection.

Kurssikirjojen saatavuuden voit tarkistaa [tästä](#).

**Suoritustavat ja arvointikriteerit:**

Assessment will be based on interview analysis, group exam and group assignment.

**Arvointiasteikko:**

1-5

**Vastuuhenkilö:**

Sari Laari-Salmela.

## 721554A: Strategizing Practices, 5 op

**Voimassaolo:** 01.08.2010 -

**Opiskelumuoto:** Aineopinnot

**Laji:** Opintojakso

**Vastuuuksikkö:** Taloustieteiden tiedekunta

**Arvostelu:** 1 - 5, hyv, hyl

**Opettajat:** Sari Laari-Salmela

**Opintokohteen kielet:** englanti

**Leikkaavuudet:**

ay721554P Strategiakäytänteet (AVOIN YO) 5.0 op

**Laajuus:**

5 op.

**Opetuskieli:**

English.

**Ajoitus:**

Periodi C.

**Osaamistavoitteet:**

The main objectives are that students after the course 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 understand deeply the process-based approach to strategy, are able to compare the process based against the planning based approach to strategy, are able to analyze what strategic actors do in practice, emphasize the internal micro-practices organizing the strategy and execute strategizing practices.

**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.

**Toteutustavat:**

The course will be taught in intensive sessions consisting of field work, workshops, guest lectures and group work. The main method is solution creation to real business situations by using problembased learning. 70 % attendance of sessions is required. Further details will be provided by the responsible person in the first session.

**Oppimateriaali:**

Whittington, R. What is strategy? And does it matter (Thomson); Michaud, C. & , J.-C. Theonig. Making strategy and organization compatible (Palgrave Macmillan); Article collection.

Kurssikirjojen saatavuuden voit tarkistaa [tästä](#).

**Suoritustavat ja arvointikriteerit:**

Assessment will be based on interview analysis, group exam and group assignment (including presentation).

**Arvointiasteikko:**

1-5.

**Vastuuhenkilö:**

Sari Laari-Salmela.

**721560S: Team Building, 6 op**

**Voimassaolo:** 01.08.2010 -

**Opiskelumuoto:** Syventäväät opinnot

**Laji:** Opintojakso

**Vastuuuyksikkö:** Taloustieteiden tiedekunta

**Arvostelu:** 1 - 5, hyv, hyl

**Opettajat:** Dirk Bunzel

**Opintokohteen kielet:** englanti

**Laajuus:**

6 op.

**Opetuskieli:**

English.

**Ajoitus:**

Periodi A.

**Osaamistavoitteet:**

The course introduces team building as generic aspect of contemporary work organization. It further discusses diverse aspects, strategies, and stages of team building and puts these into the context of current debates on self-managed teams, project groups, or flexible work arrangements. The course favours a critical and praxis-oriented approach that allows students to develop and train strategies for team building as relevant to their preferences and /or work scenarios.

**Sisältö:**

The module familiarizes students with aspects, strategies, and stages of team building as adequate to contemporary organizations. It allows students to practice their team building competencies by offering guidance on the design and management of teams in class and beyond.

**Toteutustavat:**

The course will be taught in intensive sessions comprising of workshops, lectures and team building exercises. Attendance of lectures and team building exercises is mandatory. Further details will be provided by the module leader during the first session.

**Oppimateriaali:**

Collection of articles listed/provided by the lecturer; Lecture notes.

**Suoritustavat ja arvointikriteerit:**

Group presentation and team building exercise carrying 50% weighting each.

**Arvointiasteikko:**

1-5.

**Vastuuhenkilö:**

Dirk Bunzel.

**721559S: Venture Growth Strategies, 6 op**

**Voimassaolo:** 01.08.2010 -

**Opiskelumuoto:** Syventäväät opinnot

**Laji:** Opintojakso

**Vastuuysikkö:** Taloustieteiden tiedekunta

**Arvostelu:** 1 - 5, hyv, hyl

**Opettajat:** Sari Laari-Salmela, Marko Forsell

**Opintokohteen kielet:** englanti

**Leikkaavuudet:**

ay721559S Venture Growth Strategies 6.0 op

**Voidaan suorittaa useasti:** Kyllä

**Laajuus:**

6 op.

**Opetuskieli:**

English.

**Ajoitus:**

Periodi D.

**Osaamistavoitteet:**

The course offers insight into how firms learn and develop capabilities for creating and sustaining competitiveness in rapidly changing and uncertain business environments. The course will provide students with a series of frameworks, analytical skills and techniques, and decision-making tools that can be used in growing businesses.

**Sisältö:**

Firm growth is regarded as one of the key issues in economic development of nations and growth is at the top of the target list in many companies. In practice, some firms manage to take temporary spurts of growth but are not able to keep up sustained, profitable growth process. This is especially true in knowledgebased industries where technological change is considered to be one of the main drivers of growth. The course focuses on the opportunities and challenges involved in the management of growth in international settings. Consequently, the approach of firm growth emphasises type of opportunity, strategic behaviours for its realisation and contextual determinants, dynamism and episodic nature of firm development.

**Toteutustavat:**

The course will be taught in intensive sessions consisting of field work, workshops, guest lectures and group-work.

70 % attendance of sessions is required. Further details will be provided by the responsible person in the first session.

**Oppimateriaali:**

Flamholtz, E.G. & Y. Randle (2007). Growing pains: transitioning from an entrepreneurship to a professionally managed firm, 4th Ed. John Wiley & Sons; Article collection; Lecture notes.

Kurssikirjan saatavuuden voit tarkistaa [tästä](#).

**Suoritustavat ja arvointikriteerit:**

Assessment will be based on group assignment (including presentation).

**Arvointiasteikko:**

1-5.

**Vastuuhenkilö:**

Sari Laari-Salmela & Marko Forsell.