

# Opasraportti

## TaTK - International Business 2011-2012 (2011 - 2012)

International Business is part of the Degree programme in International business and management. International Business as a subject focuses on the practices of international business among internationalizing and growth-oriented companies within high technology, high context, or service oriented businesses. The three core learning themes of International Business include Approaches to international business, The practice of international business, and Building up international businesses. Within these learning themes the objective of the studies in International Business is to provide the students with concepts, theories, frameworks and practical tools to describe, analyse and understand and thereby to work in, lead, manage, and build up businesses that have an international or crosscultural orientation.

International Business as a subject consists of basic, intermediate and advanced courses. At bachelor's level the studies consist of basic and intermediate courses. Basic courses provide the students with competences to describe and analyse international business settings and situations and capture the core elements of international business. At the intermediate level the course contents are broadened to cover issues of both theoretical and managerial relevance and help the students to analytically approach different phenomena within international business and apply the content in different contextual and managerial settings. Also the first scientific articles are tied to the course requirements. At master's level the course contents deepen to focus on scientific content of the managerial and theoretical issues relevant in the practice and development of international business. Throughout the studies in International Business, the students learn different working and learning methods, collaboration, as well as analysis, argumentation and reporting.

### Basic studies:

723010P Introduction to international business 5 ects  
 723011P Cross-cultural Business Communications 5 ects  
 723022P International Business Operations 5 ects  
 721518P Leadership and Change 5 ects  
 721519P Strategic Management 5 ects

### Intermediate studies:

723020A Seminar in International Business and Management 10 ects

### In addition choose at least 25 ects:

723013A Legal Issues in International Business 5 ects  
 723029A International Organization Design 5 ects  
 723027A International Project 5 ects  
 723021A Cross-Cultural Negotiations 5 ects  
 721557A Strategizing Practices 5 ects  
 721513A Human Resource Management 5 ects  
 721520A Business Opportunity Creation 5 ects  
 723001A Additional Studies in International Business 5 ects  
 721241A Field Project 5 ects

**Advanced studies:**

723030S Master's Thesis in International Business 30 ects  
 723036S Current Issues in IB 6 ects  
 721461S International Business Theory 6 ects

**In addition choose at least 18 ects:**

723037S International Project Business 6 ects  
 723035S International Sales 6 ects  
 723034S International Business Development 6 ects  
 723039S Special Issues in International Business 6 ects  
 723032S Cross-Cultural Leadership 6 ects  
 723038S MNEs, JVs and M&As 6 ects  
 721556S Globalization and International Management 6 ects

## Tutkintorakenteisiin kuulumattomat opintokokonaisuudet ja -jaksot

723001A: Additional Courses in International Business, Intermediate Level, 0 op  
 723020A: Bachelor's Thesis in International Business, 10 op  
 723011P: Cross-Cultural Business Communications, 5 op  
 723021A: Cross-Cultural Negotiations, 5 op  
 723032S: Cross-cultural Leadership, 6 op  
 723036S: Current Issues in International Business, 6 op  
 723034S: International Business Development, 6 op  
 723022P: International Business Operations, 5 op  
 721461S: International Business Theory, 6 op  
 723029A: International Organization Design, 5 op  
 723027A: International Project, 5 op  
 723037S: International Project Business, 6 op  
 723035S: International Sales, 6 op  
 723010P: Introduction to International Business, 5 op  
 723013A: Legal Issues in International Business, 5 op  
 723038S: MNEs, JVs and M&As, 6 op  
 723030S: Master's Thesis in International Business, 30 op  
 723039S: Special Issues in International Business, 6 op

## Opintojaksojen kuvaukset

### Tutkintorakenteisiin kuulumattomien opintokokonaisuuksien ja -jaksojen kuvaukset

#### **723001A: Additional Courses in International Business, Intermediate Level, 0 op**

**Opiskelumuoto:** Intermediate Studies

**Laji:** Course

**Vastuuyksikkö:** Oulu Business School

**Arvostelu:** 1 - 5, pass, fail

**Opintokohteen kielet:** English

**Leikkaavuudet:**

ay723001A Additional Courses in International Business (OPEN UNI) 5.0 op

**Voidaan suorittaa useasti:** Kyllä

**ECTS Credits:**

5 ects or may vary. Agreed by the Professor of IB.

**Language of instruction:**

English.

**Timing:**

Not defined. To be agreed with the Professor of IB.

**Learning outcomes:**

Free.

**Contents:**

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

**Learning activities and teaching methods:**

Not defined. Agreed with the Professor of IB.

**Recommended or required reading:**

Agreed with the Professor of IB.

**Assessment methods and criteria:**

Not defined.

**Grading:**

1-5.

**Person responsible:**

Petri Ahokangas.

## 723020A: Bachelor's Thesis in International Business, 10 op

**Voimassaolo:** 01.08.2008 -

**Opiskelumuoto:** Intermediate Studies

**Laji:** Course

**Vastuuyksikkö:** Oulu Business School

**Arvostelu:** 1 - 5, pass, fail

**Opettajat:** Pia Hurmelinna-Laukkanen

**Opintokohteen kielet:** English

**ECTS Credits:**

10 ects.

**Language of instruction:**

English.

**Timing:**

Periods C-D.

**Learning outcomes:**

After completing this course, the students will be able to:

- write, comment and evaluate scientific text
- critically choose research materials, data, and documents
- analyze, interpret, and modify scientific information
- discuss and make conclusions based on the gathered information
- present (orally) and report (in writing) the implementation and results of the study

**Contents:**

During the course, basic requirements for goal-oriented, scientific study and methods of conducting research are introduced together with practical tips on how to write scientific text. Further, students will be introduced to the information gathering in the university library, and will be guided in the use of various data sources. During the course the students practice research, writing, and presentation skills through writing and presenting a research paper on independently chosen IB-related topic.

**Learning activities and teaching methods:**

The following working methods are applied: Lectures, information skills training in the library, analysis of a previously written bachelor's thesis, writing a topic analysis paper, writing a final seminar report, oral presentation of the research report, commenting other student's research report in the role of an opponent.

**Recommended optional programme components:**

Basic studies in IB. This course is primarily designed for students who study IB as the major subject.

**Recommended or required reading:**

Ghauri, P. & Groenhaug, K. (2005). Research Methods in Business Studies: A Practical Guide. Pearson Education.

Additional articles will be given during the course.

Check availability from [here](#).

**Assessment methods and criteria:**

Assessment is based on activity of participation in the seminar (lectures, final seminars), the final written research report (the scientific quality of the report), acting as an opponent (capability of providing constructive criticism, in particular), and self-assessment conducted by the students. When the seminar report is published as a Bachelor's thesis, it must be published in a hard cover format according to the instructions of the Faculty and the student is required to pass a maturity examination.

**Grading:**

1-5.

**Person responsible:**

Pia Hurmelinna-Laukkanen. Lectures organized jointly with Management (Tuija Lämsä).

**Other information:**

The number of students is limited.

**723011P: Cross-Cultural Business Communications, 5 op**

**Voimassaolo:** 01.08.2008 -

**Opiskelumuoto:** Basic Studies

**Laji:** Course

**Vastuuyksikkö:** Oulu Business School

**Arvostelu:** 1 - 5, pass, fail

**Opintokohteen kielet:** English

**ECTS Credits:**

5 ects.

**Language of instruction:**

English.

**Timing:**

Period A.

**Learning outcomes:**

After completing this course students will be able to:

- recognize different theories of cross-cultural communication
- identify the cultural differences business communication
- describe the effect of cultural differences on business communication

**Contents:**

The aim of the course is to introduce students to some of the culturally-bound behavioural patterns they are likely to encounter in dealing with international contacts in their professional life. The course will cover discussions on cultural differences in behaviour patterns and their effect on business practises. Special attention will be paid to corporate communication, such as web pages, flyers and other marketing or company-specific materials. Finally, selected aspects of internal communication within a multi-cultural business will be discussed.

**Learning activities and teaching methods:**

18 hours lectures.

**Recommended or required reading:**

Selected reading will be given in class.

**Assessment methods and criteria:**

Examination.

**Grading:**

1-5.

**Person responsible:**

Lisa-Lena Opas-Hänninen

**Other information:**

Number of students is limited.

## 723021A: Cross-Cultural Negotiations, 5 op

**Opiskelumuoto:** Intermediate Studies

**Laji:** Course

**Vastuuyksikkö:** Oulu Business School

**Arvostelu:** 1 - 5, pass, fail

**Opettajat:** Lauri Haapanen

**Opintokohteen kielet:** English

**ECTS Credits:**

5 ects.

**Language of instruction:**

English.

**Timing:**

Period C.

**Learning outcomes:**

After completing this course students will be able to:

- prepare for, participate in, and lead cross-cultural and international business negotiations.
- apply different theories, tools and information for analyzing and interpreting cross-cultural negotiation situations.
- recognize and relate cross-cultural negotiation situations to business strategy and to the cross-cultural and international business context

**Contents:**

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

**Learning activities and teaching methods:**

16 hours lectures. 1 hour negotiation rehearsal to be completed in student groups.

**Recommended or required reading:**

Ertel, D., & Gordon, M. (2007). The point of the deal: how to negotiate when yes is not enough. Harvard Business School Press. Hendon, D., Hendon, R. & Herbig, P. (1996). Cross-cultural business negotiations. Quorum books. Article collection, and other materials presented during the lectures.

[Availability of course books.](#)

**Assessment methods and criteria:**

50% by exam and 50% by rehearsals and rehearsal report prepared as a team.

**Grading:**

1-5.

**Person responsible:**

Anita Juho.

**Other information:**

The number of students is limited.

## 723032S: Cross-cultural Leadership, 6 op

**Opiskelumuoto:** Advanced Studies

**Laji:** Course

**Vastuuyksikkö:** Oulu Business School

**Arvostelu:** 1 - 5, pass, fail

**Opettajat:** Petri Ahokangas

**Opintokohteen kielet:** English

**ECTS Credits:**

6 ects.

**Language of instruction:**

English.

**Timing:**

Period B.

**Learning outcomes:**

After completing this course students will be able to:

- assess, design and integrate cross-cultural work groups and teams in internationally or geographically distributed organizations as a team member or as a leader
- relate and judge the applicability of different leadership and collaboration theories and approaches to dynamic cross-cultural leadership situations

**Contents:**

Students completing the course will have an understanding and capability to utilize the differing leadership theories and apply them in analyzing and assessing differing cross-cultural and international leadership situations. The course addresses specific issues related to cross-cultural leadership; such as communications, collaboration, conflicts, team processes and roles, virtual teams, global and international leadership styles, and combines these themes to practical cross-cultural leadership situations. The students will practice their cross-cultural collaborations and leadership skills in a team work simulation.

**Learning activities and teaching methods:**

26 hours lectures and workshops. The course includes a leadership simulation with a multiplayer team game (NoviCraft).

**Recommended or required reading:**

Moran, R., Harris, P. & Moran, S. (2007). Managing cultural differences. Article collection, and other materials presented during the lectures.

Check availability from [here](#).

**Assessment methods and criteria:**

Examination by workshop and group assignment.

**Grading:**

1-5.

**Person responsible:**

Petri Ahokangas.

**Other information:**

The number of students is limited.

**723036S: Current Issues in International Business, 6 op**

**Voimassaolo:** 01.08.2010 -

**Opiskelumuoto:** Advanced Studies

**Laji:** Course

**Vastuuyksikkö:** Oulu Business School

**Arvostelu:** 1 - 5, pass, fail

**Opettajat:** Petri Ahokangas, Tuija Mainela

**Opintokohteen kielet:** English

**Voidaan suorittaa useasti:** Kyllä

**ECTS Credits:**

6 ects.

**Language of instruction:**

English.

**Timing:**

Periods A-D.

**Learning outcomes:**

After completing this course students will be able to:

- differentiate topics and discussions of current interest in international business field
- associate managerial challenges of doing international business with academic research on them
- examine the research settings of studies in relation to their research questions, theories and methods

**Contents:**

The course covers a variety of current research topics and managerial issues important in the field of international business. It familiarizes the students with current trends in research and management of international business and thereby provides an opportunity to learn scientific and managerial thinking.

**Learning activities and teaching methods:**

Seminar attendance and discussions.

**Recommended or required reading:**

The seminar materials.

**Assessment methods and criteria:**

Students will be assessed based on learning diaries on the seminars. Passing the course will require attendance in six seminars out of eight that are organized over a two-year period.

**Grading:**

Fail / Pass.

**Person responsible:**

Petri Ahokangas and Tuija Mainela.

**Other information:**

The number of students is limited. Mandatory for students with IB as the major subject.

**723034S: International Business Development, 6 op**

**Voimassaolo:** 01.08.2010 -

**Opiskelumuoto:** Advanced Studies

**Laji:** Course

**Vastuuyksikkö:** Oulu Business School

**Arvostelu:** 1 - 5, pass, fail

**Opettajat:** Ulla Lehtinen

**Opintokohteen kielet:** English

**ECTS Credits:**

6 ect.

**Language of instruction:**

English.

**Timing:**

Period B.

**Learning outcomes:**

After completing this course students will be able to:

- explain the challenges for supply chain management in an international business context
- assess the business decisions related to international logistics by utilizing different theoretical frameworks
- recommend and apply appropriate business solutions based on the assessment and theoretical frameworks

**Contents:**

The course presents the theories, concepts and techniques of procurement and logistics in international business environment. The course covers specific issues related to international supply chain management; such as outsourcing decision: offshoring, business process outsourcing; coordination and integration, global sourcing and procurement decisions, distribution and transportation and sustainability issues. The special emphasis will be given to the development of capabilities to analysis business cases of supply chain management questions in selected international settings.

**Learning activities and teaching methods:**

26 hours lectures, article analysis and case study workshops.

**Recommended or required reading:**

Article collection and other materials presented during the lectures.

**Assessment methods and criteria:**

Individual written assignment and active participation.

**Grading:**

1-5.

**Person responsible:**

Ulla Lehtinen.

**Other information:**

The number of students is limited.

**723022P: International Business Operations, 5 op**

**Voimassaolo:** 01.08.2010 -

**Opiskelumuoto:** Basic Studies

**Laji:** Course

**Vastuuyksikkö:** Oulu Business School

**Arvostelu:** 1 - 5, pass, fail

**Opintokohteen kielet:** English

**ECTS Credits:**

5 ects.

**Language of instruction:**

English.

**Timing:**

Period B.

**Learning outcomes:**

After completing this course students will be able to:

- recognize and describe different international operation modes
- compare the foreign operation modes in specific decision making situations
- acquire knowledge of strategic and financial planning in the context of SME internationalization

**Contents:**

The course introduces the basic international business operation modes. The contents cover exporting and importing, contractual and investment entry modes, e-business as a mode of international operation and some aspects of financing and strategic planning of SME internalization.

**Learning activities and teaching methods:**

24 h lectures. Reflective assignment on own learning.

**Recommended or required reading:**

Welch, L, Benito, G & Petersen, B. (2007). Foreign operation methods. Theory, analysis, strategy. Edward Elgar Publishing Ltd. Cheltenham. Additional material will be assigned during the lectures.

Check availability from [here](#).

**Assessment methods and criteria:**

Individual written report.

**Grading:**

1-5.

**Person responsible:**

Fan Wang and Marika Sóna.

**Other information:**

Number of students is limited.

## 721461S: International Business Theory, 6 op

**Opiskelumuoto:** Advanced Studies

**Laji:** Course

**Vastuuyksikkö:** Oulu Business School

**Arvostelu:** 1 - 5, pass, fail

**Opettajat:** Tuija Mainela

**Opintokohteen kielet:** English

**Voidaan suorittaa useasti:** Kyllä

**ECTS Credits:**

6 ects.

**Language of instruction:**

English.

**Timing:**

Period A.

**Learning outcomes:**

After completing this course students will be able to:

- define the key concepts of main international business theories
- compare the ideas and assess the value of the theoretical approaches
- use international business theories in analysis of international business development of firms



**Contents:**

The course introduces theoretical approaches related to internationalization of a firm and decision making in international business. Approaches covered include learning models, network approach, international entrepreneurship view, transaction cost analysis, eclectic theory and resource based view in international business research. Case analyses by students are used to illustrate the applicability of the theoretical approaches in different contexts and cases.

**Learning activities and teaching methods:**

Lectures 12 h. Case analysis in which students collect various secondary data on a chosen case-firm and write an analytical report on its internationalization utilizing the course lectures and course literature.

**Recommended or required reading:**

Havila, V., Forsgren, M. & Håkansson, H. (eds) (2002). Critical perspectives on internationalisation. Amsterdam, etc: Pergamon. Article collection.

Check availability from [here](#).

**Assessment methods and criteria:**

Individual analytical written report.

**Grading:**

1-5.

**Person responsible:**

Tuija Mainela.

**Other information:**

The number of students is limited.

**723029A: International Organization Design, 5 op**

**Voimassaolo:** 01.08.2010 -

**Opiskelumuoto:** Intermediate Studies

**Laji:** Course

**Vastuuyksikkö:** Oulu Business School

**Arvostelu:** 1 - 5, pass, fail

**Opettajat:** Marjut Uusitalo

**Opintokohteen kielet:** English

**ECTS Credits:**

5 ects.

**Language of instruction:**

English.

**Timing:**

Period D.

**Learning outcomes:**

After completing this course students will be able to:

- identify the main concepts and ideas, as well as tell the evolutionary path of organization theory and design discussion.
- describe the critical tasks of an organization.
- recognize the role of clear responsibilities, workflow, control, coordination, planning and decision-making in management processes in international contexts.
- analyze the functioning and performance of an organization. Identify potential bottlenecks in organization processes, systems and structures hindering effective administration and execution of the strategy.

**Contents:**

The course covers the key concepts and essential ideas of organization theory and design. International organization design models, structures, processes and systems are also covered. In addition, themes like organizational culture, values and policies, the role of corporate governance, as well as organizational change and development are discussed.

**Learning activities and teaching methods:**

12 hours lectures.

**Recommended or required reading:**

Daft, R.,L. (2010). Understanding the Theory and Design of Organizations. 10th edition. South-Western, Cengage Learning. Other study material assigned by the lecturer.

[Availability of course books.](#)

**Assessment methods and criteria:**

A literature examination.

**Grading:**

1-5.

**Person responsible:**

Marjut Uusitalo.

**Other information:**

The number of students is limited.

## 723027A: International Project, 5 op

**Voimassaolo:** 01.08.2010 -

**Opiskelumuoto:** Intermediate Studies

**Laji:** Course

**Vastuuyksikkö:** Oulu Business School

**Arvostelu:** 1 - 5, pass, fail

**Opettajat:** Lauri Haapanen

**Opintokohteen kielet:** English

**ECTS Credits:**

5 ects.

**Language of instruction:**

English

**Timing:**

Periods A-B.

**Learning outcomes:**

After completing this course students will be able to:

- solve real life business problems using acquired skills from earlier IB courses
- identify the most essential business development issues
- use management methods and international strategy concepts in expanding businesses
- discover real and relevant solutions for firms in different internalization phases

**Contents:**

The aim of the course is to develop practical skills in international business by adapting different theories, frameworks and tools in selected SME's. Depending on the nature of the assignment, students may indicate how the country and/or industry context influences firm's international operations, or develop a business plan for organizing some of its international business operations. Students gather, organize, interpret and use information to formulate strategic alternatives for the organization. In their report students show their ability to adapt the theories, tools and frameworks in real life business cases.

**Learning activities and teaching methods:**

Students will be conducting a real life project work according to a company assignment. Work will be done in groups of four to five students. Students will present both intermediate and their final results by written reports and by an oral case presentation.

**Recommended or required reading:**

Grant, R. (1998). Contemporary strategy analysis. Blackwell Publishing.

Check availability from [here](#).

**Assessment methods and criteria:**

Assessment is based both on a pre-examination and a written case report.

**Grading:**

1-5.

**Person responsible:**

Lauri Haapanen.

**Other information:**

Pre examination: In order to attend the course student has to pass the pre examination based on the required study material. The course requires registration in advance. The number of students is limited.

## 723037S: International Project Business, 6 op

**Voimassaolo:** 01.08.2010 -

**Opiskelumuoto:** Advanced Studies

**Laji:** Course

**Vastuuyksikkö:** Oulu Business School

**Arvostelu:** 1 - 5, pass, fail

**Opettajat:** Maqsood Sandhu

**Opintokohteen kielet:** English

**ECTS Credits:**

6 ects.

**Language of instruction:**

English.

**Timing:**

Period C.

**Learning outcomes:**

After completing this course students will be able to:

- explain the phases in international project
- utilize different project management tools
- assess constraints and risk in the implementation of project

**Contents:**

The course provides an overview of the theory and practice of managing project business in international context. The emphasis is the practical project management skills of multidisciplinary project teams. A study of the project processes, and procedures involved in assuring that projects will satisfy the objectives for which they were undertaken. Discussion covers the various phases of a project life cycle, including initiating, planning, executing, monitoring and controlling, and closing the project. The goal is to gain a solid understanding of how to successfully manage each phase of the project life cycle, work within organizational constraints, set goals linked directly to stakeholder needs and utilize proven project management tools to complete projects on time and within budget while meeting specifications. This course consists of an integrated package of seminars, workshops, videos, role plays, case studies, web resources, and class activities designed to immerse participants to the real life situation. Learning environment is designed to encourage high interaction amongst participants and the course facilitator.

**Learning activities and teaching methods:**

Lectures, exercises and case presentations.

**Recommended or required reading:**

Berkun, S. (2005). The art of project management. O'Reilly Media, Hodgson, D. & Cicmil, S. (2006). Making Projects Critical, Palgrave MacMillan. Materials provided by the lecturer.

Check availability from [here](#).

**Assessment methods and criteria:**

Examination by a case study writing assignment.

**Grading:**

1-5.

**Person responsible:**

Maqsood Sandhu.

**Other information:**

The number of students is limited.

## 723035S: International Sales, 6 op

**Voimassaolo:** 01.08.2010 -

**Opiskelumuoto:** Advanced Studies

**Laji:** Course

**Vastuuyksikkö:** Oulu Business School

**Arvostelu:** 1 - 5, pass, fail

**Opettajat:** Petri Ahokangas

**Opintokohteen kielet:** English

**ECTS Credits:**

6 ects.

**Language of instruction:**

English.

**Timing:**

Periods C-D.

**Learning outcomes:**

After completing this course the students will be able to:

- identify and analyze different international sales/selling and sales management tasks, roles, situations, contexts, systems and strategies of internationally active firms
- relate and judge the applicability of the theories and approaches to dynamic international sales and selling activities
- integrate sales and selling perspective to the strategy and internationalization of firms

**Contents:**

Students completing the course will have an understanding of the world of international sales and selling from salesperson's, the sales manager's, and the company's viewpoint. Theories and models explaining international sellers' and buyers behavior will be used as tools to evaluate and explain sales and selling related behavior and practices in internationally active firms. The course addresses specific issues related to international sales and selling as a practice, how sales and selling is managed in international contexts, what kind of different sales and selling strategies are used by firms, how these strategies can be evaluated, and finally, how e-sales and e-selling can be utilized and evaluated within international business.

**Learning activities and teaching methods:**

26 hours lectures and workshops.

**Recommended or required reading:**

Article collection, other material presented during the lectures.

**Assessment methods and criteria:**

An examination by workshop and pair assignment.

**Grading:**

1-5.

**Person responsible:**

Petri Ahokangas.

**Other information:**

The number of students is limited.

## 723010P: Introduction to International Business, 5 op

**Opiskelumuoto:** Basic Studies

**Laji:** Course

**Vastuuyksikkö:** Oulu Business School

**Arvostelu:** 1 - 5, pass, fail

**Opettajat:** Tuija Mainela

**Opintokohteen kielet:** English

**Leikkaavuudet:**

ay723010P Introduction to International Business (OPEN UNI) 5.0 op

**ECTS Credits:**

5 ect.

**Language of instruction:**

English.

**Timing:**

Period A.

**Learning outcomes:**

After completing this course students will be able to:

- identify and define the basic concepts and theories used within international business
- describe the phenomena important in international business
- discuss different analytical models as the basis for international business decision making

**Contents:**

The course covers introduction to international business as a disciplinary area and introduces analytical models for international business decision making. The influences of country and industry level differences on international business making of the firms is examined and basic strategies and structures in organizing and managing international businesses are presented.

**Learning activities and teaching methods:**

20 hours lectures and 8 hours case-based workshops.

**Recommended or required reading:**

Hill, C. (2005), International business: Competing in the global marketplace, McGraw - Hill.

Check availability from [here](#).

**Assessment methods and criteria:**

Examination.

**Grading:**

1-5.

**Person responsible:**

Tuija Mainela and Sauli Pajari.

**Other information:**

Number of students is limited.

**723013A: Legal Issues in International Business, 5 op**

**Voimassaolo:** 01.08.2010 -

**Opiskelumuoto:** Intermediate Studies

**Laji:** Course

**Vastuuyksikkö:** Oulu Business School

**Arvostelu:** 1 - 5, pass, fail

**Opettajat:** Pia Hurmelinna-Laukkanen

**Opintokohteen kielet:** English

**ECTS Credits:**

5 ect.

**Language of instruction:**

English.

**Timing:**

Period B.

**Learning outcomes:**

After completing this course students will be able to:

- distinguish and compare different legal systems
- analyze and explain the contents of contracts and other legal documents
- estimate the relevant information needed in different legal situations

**Contents:**

The course offers an insight into the diversity that exists within systems of law, as well as provides an overview of the basic legal issues in doing business in international settings. During the course some conceptual basis of international business law, different legal systems with the emphasis on private international law and legal practicalities of international business transactions will be discussed. Management of legal issues and the role of legal function in a firm are taken as a special approach. Areas covered include, e.g. trade (buying, selling and distribution), employment and labour issues, company law, IPR issues and competition law.

**Learning activities and teaching methods:**

20 hours lectures and exercises.

**Recommended or required reading:**

August, R.A., Mayer, D. & Bixby, M. (2008). International Business Law – Text, cases and readings. 5th edition. Selected parts of the book. Articles and other material given by the lecturer.

Check availability from [here](#).

**Assessment methods and criteria:**

A literature exam. All exercise assignments need to be passed as a prerequisite.

**Grading:**

1-5.

**Person responsible:**

Pia Hurmelinna-Laukkanen.

**Other information:**

The number of students is limited.

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

**Voimassaolo:** 01.08.2010 -

**Opiskelumuoto:** Advanced Studies

**Laji:** Course

**Vastuuyksikkö:** Oulu Business School

**Arvostelu:** 1 - 5, pass, fail

**Opettajat:** Lauri Haapanen

**Opintokohteen kielet:** English

**ECTS Credits:**

6 ects.

**Language of instruction:**

English.

**Timing:**

Period C.

**Learning outcomes:**

After completing this course students will be able to:

- compare and summarize different multinational enterprise theories
- judge the applicability of the theories in dynamic business contexts
- explain the major changes in enterprise's cross border strategies using theoretical frameworks
- conclude the viable strategies taking into account firm-specific and industry-specific boundaries

**Contents:**

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 theories and practises 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.

**Learning activities and teaching methods:**

26 hours lectures and exercises. Students will apply their theoretical knowledge and approaches in an individual course assignment.

**Recommended or required reading:**

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.

Check availability from [here](#).

**Assessment methods and criteria:**

Examination by an individual case assignment.

**Grading:**

1-5.

**Person responsible:**

Lauri Haapanen.

**Other information:**

The number of students is limited.

## 723030S: Master's Thesis in International Business, 30 op

**Voimassaolo:** 01.08.2008 -

**Opiskelumuoto:** Advanced Studies

**Laji:** Diploma thesis

**Vastuuyksikkö:** Oulu Business School

**Arvostelu:** 1 - 5, pass, fail

**Opintokohteen kielet:** English

**ECTS Credits:**

30 ects.

**Language of instruction:**

English.

**Timing:**

Periods A-D.

**Learning outcomes:**

After completing the master's thesis students will be able to:

- analyse and evaluate scientific information, research report and data regarding their content, focus, methodology and quality.
- design scientific research topics or themes and relate and judge the applicability of the scientific theories and approaches to the selected research topic within international business
- integrate different theories and research approaches and methodologies together and carry out a research process independently and thereby develop scientific thinking skills

**Contents:**

During the master's thesis work process students will participate in seminar sessions in which they present and report the status and advancement of their work. In the seminars they will receive guidance and feedback how to proceed in and complete their work.

**Learning activities and teaching methods:**

Seminar sessions. The students are required to present three separate reports: 1) Topic analysis (2-3 pages), 2) Intermediate report (approximately 30 pages), and 3) Manuscript (approximately 80 pages). The work starts with a kick-off session and the progress and timing of the sessions is agreed in the kick-off session.

**Recommended optional programme components:**

723020A Seminar in International Business.

**Recommended or required reading:**

Articles and other materials presented during the sessions.

**Assessment methods and criteria:**

Examination by workshop and pair assignments.

**Grading:**

1-5.

**Person responsible:**

Professor Petri Ahokangas and Professor Tuija Mainela

**Other information:**

The number of students is limited.

**723039S: Special Issues in International Business, 6 op**

**Voimassaolo:** 01.08.2008 -

**Opiskelumuoto:** Advanced Studies

**Laji:** Course

**Vastuuyksikkö:** Oulu Business School

**Arvostelu:** 1 - 5, pass, fail

**Opettajat:** Petri Ahokangas

**Opintokohteen kielet:** English

**ECTS Credits:**

6 ect.

**Language of instruction:**

English.

**Timing:**

To be agreed with the Professor of IB.

**Learning outcomes:**

After completing this course students will be able to:

- assess the value and relevance of learned theoretical frameworks in solving complicated business issues
- rank and make choices between applicable and relevant solutions to specific business problems

**Contents:**

The topic or issue selected for the course shall be agreed with the Professor of IB.

**Learning activities and teaching methods:**

Specific research and reporting assignment agreed with the Professor of IB.

**Recommended or required reading:**

To be agreed with the Professor of IB.

**Assessment methods and criteria:**

Individual examination.

**Grading:**

1-5.

**Person responsible:**  
Petri Ahokangas.