

Opasraportti

TaTK - International Business 2012-2013 (2012 - 2013)

International Business is studied in the Degree Programme in International Business and Management. International Business as a subject focuses on the strategies and practices of internationalizing and growth-oriented companies, especially within high technology or service oriented businesses. There are three core learning threads of International Business: approaches to international business, the practice of international business, and building up international businesses. These three threads can be seen at all levels of studies from bachelor through master to doctoral level. Within these learning threads the objective of the studies in International Business is to provide the students with concepts, theories, frameworks and practical tools to describe, analyze and understand and thereby to work in, lead, manage, and build up businesses that have an international or cross-cultural orientation. There is a strong industry and business focus in the courses that include visiting lecturers, case studies and examples on internationally active firms. The common programme with management supports the achievement of strategic viewpoint to business development and understanding of structures and processes in business organizations. The common programme also widens the palette for alternative studies at intermediate and advanced levels making it possible to direct part of their studies on the basis of personal interests.

Basic courses of international business provide the students with concepts to describe international business settings and situations and capture the core elements of international business. At the intermediate level the courses focus on specific topics of international business practice and provide conceptual tools to analytically approach phenomena and apply the content in different contextual and managerial settings of international business. The scientific articles are tied to the course requirements. At the master's level, the courses focus on the newest research knowledge on issues relevant in the practice and development of international business. Throughout the studies in International Business, the students learn different working and learning methods, and analysis, argumentation, reporting and collaboration skills.

Degree structure

<u>Basic studies:</u>	ECTS
723010P Introduction to International Business	5
723011P Cross-Cultural Business Communications	5
723022P International Business Operations	5
721518P Leadership and Change	5
721519P Strategic Management	5

Intermediate studies:

723020A Seminar in International Business 10

In addition, at least 25 ECTS worth of the following:

723013A Legal Issues in International Business	5
723029A International Organization Design	5
723027A International Project	5
723021A Cross-Cultural Negotiations	5
721513A Human Resource Management	5

721520A Business Opportunity Creation	5
723001A Additional Studies in International Business	5
721241A Harjoittelu (Internship)	5

Advanced studies:

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

In addition, at least 18 ECTS worth of the following:

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

Tutkintorakenteisiin kuulumattomat opintokokonaisuudet ja -jaksot

723001A: Additional Courses in International Business, Intermediate Level, 0 op
 723020A: Bachelor's Thesis in International Business, 10 op
 721063A: Business Research Methods, 8 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
 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.

721063A: Business Research Methods, 8 op

Voimassaolo: 01.08.2011 -

Opiskelumuoto: Intermediate Studies

Laji: Course

Vastuuyksikkö: Oulu Business School

Arvostelu: 1 - 5, pass, fail

Opettajat: Jouni Juntunen

Opintokohteen kielet: Finnish

Voidaan suorittaa useasti: Kyllä

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:

Autumn semester/period A. 1st year studies of international business and management.

Learning outcomes:

Upon completion of the course the students are able to recognize different theories of cross-cultural communication. They are able to identify the cultural differences of business communication and describe the effects 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 effects on business practices. 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 multicultural business will be discussed.

Mode of delivery:

Face-to-face teaching.

Learning activities and teaching methods:

18 h lectures with reflection (36 h), reading the course literature (76 h), preparing for the exam (40 h).

Target group:

Students of international business and management.

Prerequisites and co-requisites:

-

Recommended optional programme components:

-

Recommended or required reading:

Selected reading will be given in class.

Assessment methods and criteria:

Examination.

Grading:

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

Person responsible:

Lisa-Lena Opas-Hänninen.

Working life cooperation:

-

Other information:

The 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:

Upon completion the student are able to prepare for, participate in, and lead cross-cultural and international business negotiations. They can apply different theories, tools and information for analyzing and interpreting cross-cultural negotiation situations. The students recognize and can connect cross-cultural negotiation situations to business strategy and to the cross-cultural and international business contexts.

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.

Mode of delivery:

Face-to-face teaching.

Learning activities and teaching methods:

18 hours lectures with reflection (36 h), 1 hour negotiation rehearsal to be completed in student groups, reflection (36 h), writing a report (56 h), preparing for the exam (40 h).

Target group:

Students of international business.

Prerequisites and co-requisites:

-

Recommended optional programme components:

-

Recommended or required reading:

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 availability from [here](#).

Assessment methods and criteria:

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

Grading:

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

Person responsible:

Anita Juho.

Working life cooperation:

-

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:

Upon completion the students are 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. They can 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.

Mode of delivery:

Face-to-face teaching and teamwork.

Learning activities and teaching methods:

26 lectures with activity (52 h), reading the course literature (40 h), team work and writing the report (68 h). The course includes a leadership simulation with a multiplayer team game (NoviCraft). In addition, the students are required to independently read the course materials and use them in group assignment.

Target group:

Students with international business major.

Prerequisites and co-requisites:

-

Recommended optional programme components:

-

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:

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

Person responsible:

Petri Ahokangas.

Working life cooperation:

-

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: Anita Juho

Opintokohteen kielet: English

Voidaan suorittaa useasti: Kyllä

ECTS Credits:

6 ects.

Language of instruction:

English.

Timing:

Periods A-D.

Learning outcomes:

Upon completion the students are able to differentiate topics and discussions of current interest in international business field. They can relate managerial challenges in doing international business and academic research on them. The students are able to 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.

Mode of delivery:

Face-to-face teaching in whole day seminars and workshops.

Learning activities and teaching methods:

Seminar attendance and discussions.

Target group:

Students with international business major.

Prerequisites and co-requisites:

-

Recommended optional programme components:

-

Recommended or required reading:

The seminar materials assigned by lecturers.

Assessment methods and criteria:

Individual learning diaries on the seminars and course readings. Passing the course will require attendance in and reporting own learning in a written diary of five seminars out of eight that are organized over a two-year period. Workshop sessions with preparation (40 h), reading the course literature (40 h), writing reports (80 h).

Grading:

The course unit utilizes a grading Fail/Pass.

Person responsible:

Petri Ahokangas and Tuija Mainela.

Working life cooperation:

-

Other information:

Mandatory and open only to 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:

Upon completion the student will be able to explain the challenges for supply chain management in an international business context. They can assess the business decisions related to international logistics by utilizing different theoretical frameworks. The students are able to 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.

Mode of delivery:

Face-to-face teaching.

Learning activities and teaching methods:

26 hours lectures with reflection (52 h), workshop sessions (8 h), reading the course literature (40 h), writing the report (60 h).

Target group:

Students with international business major.

Prerequisites and co-requisites:

-

Recommended optional programme components:

-

Recommended or required reading:

Article collection and other materials presented during the lectures.

Assessment methods and criteria:

Individual written assignment and active participation.

Grading:

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

Person responsible:

Ulla Lehtinen.

Working life cooperation:

-

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:

Autumn semester/period B. 1st year studies of international business and management.

Learning outcomes:

Upon completion the student are able to recognize and describe different international operation modes. The students are able to compare the foreign operation modes in specific decision making situations. The students also acknowledge the basic aspects 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 internationalization.

Mode of delivery:

Face-to-face teaching.

Learning activities and teaching methods:

20 h lectures with reflection (40 h), reading the course literature (53 h), preparing for the exam (40 h).

Target group:

Students of international business and management.

Prerequisites and co-requisites:

-

Recommended optional programme components:

-

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:

Examination.

Grading:

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

Person responsible:

Fan Wang and Xiaotian Zhang.

Working life cooperation:

-

Other information:

The 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:

Upon completion the students are able to discuss the main international business theories and define their key concepts and primary assumptions. They can compare the ideas and assess the value of the theoretical approaches in specific analytical situations. They are able to use the theories in analysis of international business development of firms.

Contents:

The course introduces theoretical approaches related to internationalization of a firm and in analysis of decision making in international business. Approaches covered include learning models, network approach, international entrepreneurship view, transaction cost analysis, eclectic theory, resource based view and institutional theory in international business research. Small, in-class cases are used to practice the application of the theoretical approaches in analysis of firm behavior.

Mode of delivery:

Face-to-face teaching.

Learning activities and teaching methods:

14 hours lectures with advance preparation and reflection (40 h), independent reading of course book and articles and writing 6 article summaries (60 h), writing the individual examination report 15 pages (60 h).

Target group:

Students with international business major.

Prerequisites and co-requisites:

Basic and intermediate level studies of international business.

Recommended optional programme components:

-

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 applying the theories in analysis of a selected case firm.

Grading:

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

Person responsible:

Tuija Mainela.

Working life cooperation:

-

Other information:

Mandatory to students with IB as the major. 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:

Upon completion students are able to identify the main concepts and ideas of international organization design. They can tell the evolutionary path of organization theory and design discussion. They are able to describe the critical tasks of an organization. The students recognize the role of clear responsibilities, workflow, control, coordination, planning and decision-making, as well as the need for balancing between order and flexibility in management processes in international contexts. They can analyze the functioning and performance of an organization in constantly changing circumstances and identify the change factors. They can identify potential deficiencies in organization processes, systems and structures hindering effective execution and implementation 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, role of corporate governance, as well as organizational change and development are discussed.

Mode of delivery:

Face-to-face teaching.

Learning activities and teaching methods:

12 hours lectures with reflection (24 h), reading the course literature (69 h), preparing for the exam (40 h).

Target group:

Students of international business.

Prerequisites and co-requisites:

-

Recommended optional programme components:

-

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.

Check availability from [here](#).

Assessment methods and criteria:

A literature examination.

Grading:

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

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:

Upon completion the student are able to solve real life business problems using acquired skills from earlier IB courses. They can identify the most essential business development issues. They can apply management

methods and international strategy concepts in expanding businesses. They are able to discover real and relevant solutions for firms in different internationalization 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.

Mode of delivery:

Face-to-face teaching and teamwork.

Learning activities and teaching methods:

12 hours lectures, workshop sessions (18 h), team work (35 h), reading the course literature (28 h), preparing for the exam (40 h). 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. Students will report on a regular basis of their progress and present the final results in a case report and case presentation.

Target group:

Students of international business.

Prerequisites and co-requisites:

-

Recommended optional programme components:

-

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:

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

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.

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:

Upon completion the students are able to identify and analyze different international sales/selling and sales management tasks, roles, situations, contexts, systems and strategies of internationally active firms. They are able to relate and judge the applicability of the theories and approaches to dynamic international sales and selling activities. They can 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.

Mode of delivery:

Face-to-face teaching.

Learning activities and teaching methods:

20 hours lectures with reflection (40 h) workshops (6 h), team work and writing the report (64 h), reading the course literature (50 h).

Target group:

Students with international business major.

Prerequisites and co-requisites:

-

Recommended optional programme components:

-

Recommended or required reading:

Article collection, other material presented during the lectures.

Assessment methods and criteria:

An examination by workshop and pair assignment.

Grading:

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

Person responsible:

Petri Ahokangas.

Working life cooperation:

-

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:

Autumn semester/period A. 1st year studies of international business.

Learning outcomes:

Upon completion of this course the student will be able to describe the phenomena important in international business. They are able to identify and define the basic concepts and analytical frames within international business. They are able to discuss the determinants of international business decision making in firms and suggest possible ways of acting in some business situations.

Contents:

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

Mode of delivery:

Face-to-face teaching.

Learning activities and teaching methods:

20 hours lectures with advance preparation and reflection (40 h), case exercises (4 hours), independent textbook reading (50 h), preparing for the exam (40 h).

Target group:

Students of International business.

Prerequisites and co-requisites:

-

Recommended optional programme components:

-

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:

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

Person responsible:

Tuija Mainela.

Working life cooperation:

No.

Other information:

The 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:

Upon completion the student are able to distinguish and compare different legal systems. They can analyze and explain the contents of contracts and other legal documents. They are able to evaluate 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.

Mode of delivery:

Face-to-face teaching.

Learning activities and teaching methods:

20 h lectures with reflection (40 h), exercises (10 h), reading the course literature (43 h), preparing for the exam (40 h).

Target group:

Students of international business.

Prerequisites and co-requisites:

-

Recommended optional programme components:

-

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:

Examination. All exercise assignments need to be passed as a prerequisite.

Grading:

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

Person responsible:

Pia Hurmelinna-Laukkanen.

Working life cooperation:

-

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 ect.

Language of instruction:

English.

Timing:

Period C.

Learning outcomes:

Upon completion the students will be able to compare and summarize 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 enterprises' cross border strategies using theoretical frameworks and 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 practices 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 the expansion of businesses.

Mode of delivery:

Face-to-face teaching.

Learning activities and teaching methods:

20 hours of lectures with reflection (40 h), workshop sessions (9 h), reading the course literature (61 h), writing the report (50 h). Students will apply their theoretical knowledge and approaches in an individual course assignment.

Target group:

Students with international business major.

Prerequisites and co-requisites:

-

Recommended optional programme components:

-

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:

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

Grading:

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

Person responsible:

Lauri Haapanen.

Working life cooperation:

-

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:

Upon completion the master's thesis the student will be able to analyze and evaluate scientific knowledge and research regarding their content, focus, methodology and quality. They can design scientific research and relate and judge the applicability of the scientific theories and approaches to the selected research topic within international business. They can integrate different theories and research approaches and methodologies together and carry out a research independently and thereby develop scientific thinking and reporting skills. They can present and argue for the choices made in a scientific research both in written and orally.

Contents:

During the master's thesis work process students will be 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.

Mode of delivery:

Face-to-face teaching and seminar.

Learning activities and teaching methods:

Seminar sessions. Students present three reports during the course: 1) Topic analysis report (3-5 pages), 2) Intermediate report (approximately 30-40 pages) and 3) Manuscript (approximately 80 pages). The works starts with a kick-off session and the progress and timing of the sessions is agreed on in the kick-off session.

Target group:

Students with international business major.

Prerequisites and co-requisites:

723020A Bachelor's Thesis/Seminar in International Business.

Recommended optional programme components:

-

Recommended or required reading:

Articles and other theoretical and empirical materials collected by the students for their study.

Assessment methods and criteria:

Examination through written research report, its presentation, active participation and acting as an opponent in seminar sessions.

Grading:

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

Person responsible:

Professor Petri Ahokangas and professor Tuija Mainela.

Working life cooperation:

-

Other information:

Open only to students with IB as major.

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 ects.

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.