

Opasraportti

Open University - Business, administration and law (2019 - 2020)

Tutkintorakenteisiin kuulumattomat opintokokonaisuudet ja -jaksot

- ay724820P: Boost to Entrepreneurship (OPEN UNI), 2 op
 ay724812P: Building Change Through Entrepreneurship (OPEN UNI), 5 op
 ay724610P: Contract and Company Law (OPEN UNI), 5 op
 ayA633707: Economics and Business Administration, Basic Minor Studies (OPEN UNI), 25 op
 e
 ay724105P: Management Accounting (OPEN UNI), 5 op
 ay724110P: Introductory Economics (OPEN UNI), 5 op
 ay724102P: Management and Organizations (OPEN UNI), 5 op
 ay724104P: Bookkeeping and Financial Reporting (OPEN UNI), 5 op
 ay724106P: Principles of Marketing (OPEN UNI), 5 op
 ay724108P: Financial Markets (OPEN UNI), 5 op
 ay724111P: Finnish Economy and Economic Policy (OPEN UNI), 5 op
 ay721563S: Entrepreneurial Leadership (OPEN UNI), 6 op
 ay721070S: Globally Responsible Business (OPEN UNI), 6 op
 ay721569S: IBM Book Club (OPEN UNI), 6 op
 ay721568S: Individual Business Management Project (OPEN UNI), 6 op
 ay724201A: Internationalization (OPEN UNI), 5 op
 ay724202A: Managing Multinationals (OPEN UNI), 5 op
 ay721559S: Venture Growth Strategies (OPEN UNI), 6 op

Opintojaksojen kuvaukset

Tutkintorakenteisiin kuulumattomien opintokokonaisuuksien ja -jaksojen kuvaukset

ay724820P: Boost to Entrepreneurship (OPEN UNI), 2 op

Voimassaolo: 01.08.2019 -

Opiskelumuoto: Basic Studies

Laji: Course

Vastuuyksikkö: University of Oulu, Open University

Arvostelu: 1 - 5, pass, fail

Opetus suunnattu: University of Oulu, Open University

Opettajat: Sari Perätalo

Opintokohteen kielet: Finnish

Leikkaavuudet:

724820P Boost to Entrepreneurship 2.0 op

Ei opintojaksokuvauksia.

ay724812P: Building Change Through Entrepreneurship (OPEN UNI), 5 op

Voimassaolo: 01.08.2019 -

Opiskelumuoto: Basic Studies

Laji: Course

Vastuuyksikkö: University of Oulu, Open University

Arvostelu: 1 - 5, pass, fail

Opetus suunnattu: University of Oulu, Open University

Opintokohteen kielet: English

Leikkaavuudet:

724812P Building Change Through Entrepreneurship 5.0 op

ECTS Credits:

5 credits

Language of instruction:

English

Timing:

Period 3

Learning outcomes:

After the course the students should:

1. Have the basic knowledge about start-ups and new business creation
2. Have the ability to find and utilize information for new business creation
3. Have the knowledge how to analyze own business-case
4. Have the knowledge how the to plan a new start-up
5. Have the ability to present own business-case

Contents:

Introducing entrepreneurship, discovering entrepreneurial opportunities, business planning, effective business model, ethical and social foundation, financial viability, acquiring financing, marketing issues, building a team, preparing for growth, strategies for growth

Mode of delivery:

Face-to-face teaching, workshops, and group work.

Learning activities and teaching methods:

The course includes 36 contact hours. Reading the course literature (30 h), completion of the group work (24 h) and preparing for the assignments (43 h).

Target group:

Open to all university students

Prerequisites and co-requisites:

None

Recommended optional programme components:

None

Recommended or required reading:

Book: Barringer, B. & Ireland. D. (2012 or newer). Entrepreneurship: Successfully Launching New Ventures, 4 th Edition. Prentice Hall.

Lecture materials

Assessment methods and criteria:

- 1) Participate in the workshops
- 2) Complete learning tasks
- 3) Take the assignments

Grading:

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

Person responsible:

Vesa Puhakka

Working life cooperation:

The course includes workshops and coaching on new business creation. In the workshops are analyzed real-life situations, designed solutions and practiced new business creation skills.

ay724610P: Contract and Company Law (OPEN UNI), 5 op

Voimassaolo: 01.08.2014 -

Opiskelumuoto: Basic Studies

Laji: Course

Vastuuyksikkö: University of Oulu, Open University

Arvostelu: 1 - 5, pass, fail

Opetus suunnattu: University of Oulu, Open University

Opettajat: Pulkkinen Markku

Opintokohteen kielet: Finnish

Leikkaavuudet:

724610P Contract and Company Law 5.0 op

Voidaan suorittaa useasti: Kyllä

ECTS Credits:

5 credits / 133 hours of work

Language of instruction:

Finnish

Timing:

Period B It is recommended to complete the course at the 1st autumn semester.

Learning outcomes:

The course gives readiness to cope with different types of agreements. The student should be able to explain the origins of contracts and give an overview of the obligation commercial law and understand different types of contracts. To acquaint students with the law relating to the most common forms of business organizations especially companies and other partnerships.

Contents:

The #meeting of minds# in negotiations. The main content is the role contracts in business and what special risks should be limited and avoid. The most common forms of business organizations.

Mode of delivery:

Face-to-face teaching

Learning activities and teaching methods:

Lectures and exercise lectures (20+12 h), case exercises, independent work (10 h), independent studying of the teaching material (33 h), independent studying of the textbooks (50 h). Exam (4 h).

Target group:

Major students in economics and business administration

Prerequisites and co-requisites:

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Recommended optional programme components:

This course is part of #Introduction to business studies# -module

Recommended or required reading:

Hoppu, Esko - Hoppu, Kari: Kauppa- ja varallisuus oikeuden pääpiirteet WSOY, 13. painos Painovuosi: 2011 tai uudempi. Mähönen - Villa: Osakeyhtiöoikeus käytännössä, 2013 tai uudempi

Assessment methods and criteria:

Lectures and case groups and independent studying of the textbooks.

Grading:

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

Person responsible:

Senior Lecturer, LL.M Markku Pulkkinen

Working life cooperation:

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Other information:

The number of students is limited.

ayA633707: Economics and Business Administration, Basic Minor Studies (OPEN UNI), 25 op

Voimassaolo: 01.01.2014 -

Opiskelumuoto: Basic Studies

Laji: Study module

Vastuuyksikkö: University of Oulu, Open University

Arvostelu: 1 - 5, pass, fail

Opetus suunnattu: University of Oulu, Open University

Opintokohteen kielet: Finnish

Leikkaavuudet:

A633707 Economics and Business Administration, Basic Minor Studies 25.0 op

e

ay724105P: Management Accounting (OPEN UNI), 5 op

Voimassaolo: 01.08.2014 -

Opiskelumuoto: Basic Studies

Laji: Course

Vastuuyksikkö: University of Oulu, Open University

Arvostelu: 1 - 5, pass, fail

Opetus suunnattu: University of Oulu, Open University

Opintokohteen kielet: Finnish

Leikkaavuudet:

724105P Management Accounting 5.0 op

Voidaan suorittaa useasti: Kyllä

ECTS Credits:

5 credits / 133 hours of work

Language of instruction:

English (course is lectured separately in Finnish and in English).

Timing:

Period A (2nd year)

Learning outcomes:

After passing the course, the student knows the basic cost concepts and the elements of cost accounting systems. Students are also able to apply the basic cost information in the company's decision making and explain which costs should be included in these calculations under different circumstances.

Contents:

Theoretical framework for understanding cost accounting, cost concepts, cost recording, different product costing methods, cost-volume-profit analysis, using cost accounting information in decision making.

Mode of delivery:

Face-to-face teaching.

Learning activities and teaching methods:

20 h lectures, 16 h exercises and independent reading of study materials (97 hours).

Target group:

Major students in economics and business administration

Prerequisites and co-requisites:

Earlier module (introduction to business studies)

Recommended optional programme components:

This course is part of "Business Processes" -module

Recommended or required reading:

[Drury, C.: Management and cost accounting, 7th or 8th ed. Cengage Learning EMEA. Chapters 1-11 \(8th ed.\);](#)

Supplementary material: [Järvenpää, M.- Lämsiluoto, A - Partanen, V. – Pellinen, J.: Talousohjaus ja kustannuslaskenta, WSOYpro, chapters 1-8.](#)

Assessment methods and criteria:

Lectures and literature examination.

Grading:

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

Person responsible:

Professor in Management Accounting.

Working life cooperation:

Understanding of management accounting systems is typically an important part of work for graduates in economics and business administration and an essential part of occupations like management accountant or controller.

Other information:

The number of students is limited.

ay724110P: Introductory Economics (OPEN UNI), 5 op

Voimassaolo: 01.01.2014 -

Opiskelumuoto: Basic Studies

Laji: Course

Vastuuyksikkö: University of Oulu, Open University

Arvostelu: 1 - 5, pass, fail

Opetus suunnattu: University of Oulu, Open University

Opintokohteen kielet: Finnish

Leikkaavuudet:

724110P Introductory Economics 5.0 op

Voidaan suorittaa useasti: Kyllä

ECTS Credits:

5 credits / 133 hours of work

Language of instruction:

Finnish

Timing:

Period A. It is recommended that students complete the course during the first autumn semester.

Learning outcomes:

After completing the course students (i) understand the basic concepts of economics and the rudiments of economic theory, (ii) can explain the determination of resource allocation and prices in a market economy, (iii) know how the aggregate economy operates in the short and long run, and (iv) how economic policy affects the Finnish economy and also the European economy.

Contents:

The course introduces students to the tools and ideas economics uses to describe and explain economic phenomena. The topics include:

- the long-term development of the Finnish and World economy
- basic ideas and principles of economics
- opportunity cost and comparative advantage
- market equilibrium: demand and supply
- how well does market economy work?

- firms and competition in market economy
- aggregate economic activity and its measurement
- business cycles
- monetary and fiscal policy
- economic growth

Mode of delivery:

Face-to-face teaching.

Learning activities and teaching methods:

36 lectures including problem sets. Students are expected to do the problem sets on their own and familiarize themselves with the required and recommended materials (93 h). Mid-term exams (2) or Final exam (3 h).

Target group:

Major students in economics and business administration

Prerequisites and co-requisites:

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Recommended optional programme components:

This course is part of "Introduction to business studies" -module

Recommended or required reading:

Material posted at the webpage.

Textbook: [Acemoglu, D., Laibson D. and List, J.A., Economics, 2015](#)

and extra readings: [Timothy Taylor, The Instant Economist. Everything You Need to Know About How the Economy Works. 2012. A Plume Book \(Penguin\), New York NY.](#)

Robert P. Murphy, Lessons for the Young Economist. Ludvig von Mises Institute 2010; http://mises.org/books/lessons_for_the_young_economist_murphy.pdf

Assessment methods and criteria:

Final Exam.

Grading:

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

Person responsible:

University lecturer Marko Korhonen

Working life cooperation:

Students learn relevant and useful facts about the operation of the markets, and the aggregate economy to an extent that they can reasonably utilize those facts and knowledge in the decision making of the business they are working at.

Other information:

The number of students is limited.

ay724102P: Management and Organizations (OPEN UNI), 5 op

Voimassaolo: 01.01.2014 -

Opiskelumuoto: Basic Studies

Laji: Course

Vastuuyksikkö: University of Oulu, Open University

Arvostelu: 1 - 5, pass, fail

Opetus suunnattu: University of Oulu, Open University

Opintokohteen kielet: Finnish

Leikkaavuudet:

724102P Management and Organizations 5.0 op

Voidaan suorittaa useasti: Kyllä

ECTS Credits:

5 credits / 133 hours of work

Language of instruction:

Finnish

Timing:

Period A (1st year).

Learning outcomes:

Upon completion of the course, the student will be able to distinguish the concepts related to organization, organizing as well as managerial and entrepreneurial work. This understanding helps the student's ability to identify organizational processes in everyday work-life interventions and to list the possible change factors within a chosen organization. The student is also able to identify different kinds of organizations and can define the different principles of management styles. The student is able to understand various ongoing functions within organizations and their requirements for the organizations' management. The student understands the role of organizational development and learns to register the most essential challenges of management in the current organizations.

Contents:

The course covers the topics and questions of organizations and management, human organizing and processes as well as change management. The premises of the course are the traditional management schools of thought (scientific management, human relations school of thought, Hawthorne-studies, etc.) that the course goes through thoroughly. The course builds the newest questions of organizational theoretical approaches (change, processuality, etc.) on this understanding. In the course the students are introduced with the development of organizations and management, by presenting different organization types and management styles as well as the ways how those issues affect organization functioning.

Mode of delivery:

lectures, visiting lecturers, case-practices and group works.

Learning activities and teaching methods:

lectures (36 hours, including case-practices and group work of 9 hours), reading the course material (45 hours), preparation for the exam (52 hours).

Target group:

Major students in economics and business administration

Prerequisites and co-requisites:

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Recommended optional programme components:

This course is part of #Introduction to business studies# -module

Recommended or required reading:

Richard Gillespie (1991). Manufacturing knowledge: A history of the hawthorne experiments. Cambridge: Cambridge University Press. Gareth Morgan (1997 or newer). Images of organization. London: Sage Publications. Lecture material. Article collection.

Assessment methods and criteria:

Written exam of lectures and literature.

Grading:

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

Person responsible:

Tuija Lämsä and Antti Kauppinen

Working life cooperation:

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Other information:

Osallistujien määrä on rajoitettu.

ay724104P: Bookkeeping and Financial Reporting (OPEN UNI), 5 op

Voimassaolo: 01.01.2014 -

Opiskelumuoto: Basic Studies

Laji: Course

Vastuuyksikkö: University of Oulu, Open University

Arvostelu: 1 - 5, pass, fail

Opetus suunnattu: University of Oulu, Open University

Opettajat: Huikari, Juha Antti

Opintokohteen kielet: Finnish

Voidaan suorittaa useasti: Kyllä

ECTS Credits:

5 credits / 133 hours of work

Language of instruction:

Finnish

Timing:

Period B-C (1st year)

Learning outcomes:

After the course completion the student will be able to handle the main principles of double-entry bookkeeping. In addition, student is able to recognize the most common - in practise used - solutions, which are related in using the principles of bookkeeping and financial reporting. Student can also contextually define the essential items of the financial statements.

Contents:

The different accounts of the current record of accounting, booking the value added tax, payment of wages and booking the equity and current liabilities will be discussed. Financial reporting -part of the course comprises accrual accounting, depreciations, provisions, accrual concept of income taxes and assessing the asset items and capital instalments.

Mode of delivery:

Face-to-face teaching

Learning activities and teaching methods:

20 h lectures, 40 h exercises and 73 h self-study

Target group:

Major students in economics and business administration

Prerequisites and co-requisites:

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Recommended optional programme components:

This course is part of "Introduction to business studies" -module

Recommended or required reading:

[Ihantola & Leppänen: Yrityksen kirjanpito - perusteet ja sovellusharjoitukset. \(Latest edition\).](#)

Other material announced during the lectures.

Assessment methods and criteria:

Examination based on lectures, exercises and course literature.

Grading:

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

Person responsible:

University Teacher Juha Huikari.

Working life cooperation:

The content of the course is directly applicable into working life. After the course completion student understands the essential relations between bookkeeping and financial statement and the formation of income statement and balance sheet (FAS=Finnish accounting standards).

Other information:

The number of students is limited.

Voimassaolo: 01.01.2014 -
Opiskelumuoto: Basic Studies
Laji: Course
Vastuuyksikkö: University of Oulu, Open University
Arvostelu: 1 - 5, pass, fail
Opetus suunnattu: University of Oulu, Open University
Opettajat: Satu Nätti
Opintokohteen kielet: Finnish
Leikkaavuudet:
 724106P Principles of Marketing 5.0 op
Voidaan suorittaa useasti: Kyllä

ay724108P: Financial Markets (OPEN UNI), 5 op

Voimassaolo: 01.08.2019 -
Opiskelumuoto: Basic Studies
Laji: Course
Vastuuyksikkö: University of Oulu, Open University
Arvostelu: 1 - 5, pass, fail
Opetus suunnattu: University of Oulu, Open University
Opintokohteen kielet: Finnish
Leikkaavuudet:
 724108P Financial Markets 5.0 op

ECTS Credits:

5 credits

Language of instruction:

Finnish

Timing:

Period 4

Learning outcomes:

The course is an introduction to the role and functions of financial markets and institutions. Upon successful completion of the course, the student will be able to describe the basic structure and operational principles of financial markets and to identify different types of financial instruments and their characteristics.

Contents:

1) the role of financial markets and institutions in the economy, 2) main types of financial assets, their properties, and basics of pricing, 3) stock markets, bond markets, markets for bank obligations, treasury securities markets, derivative markets, mutual funds, private equity

Mode of delivery:

Face-to-face teaching

Learning activities and teaching methods:

Lectures (26 h), visiting lectures (10 h), self-study (94 h), exam (3h)

Target group:

Major students in economics and business administration

Prerequisites and co-requisites:

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Recommended optional programme components:

This course is part of "Introduction to business studies" -module

Recommended or required reading:

[Pilbeam: Finance & Financial Markets \(3rd edition\), Palgrave Macmillan](#)

Other material announced during the lectures

Assessment methods and criteria:

Examination, lecture diaries

Grading:

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

Person responsible:

Prof. Juha-Pekka Kallunki

Working life cooperation:

General knowledge of the functions of financial markets and the various market participants

Other information:

The number of students is limited.

ay724111P: Finnish Economy and Economic Policy (OPEN UNI), 5 op

Voimassaolo: 01.08.2016 -

Opiskelumuoto: Basic Studies

Laji: Course

Vastuuyksikkö: University of Oulu, Open University

Arvostelu: 1 - 5, pass, fail

Opetus suunnattu: University of Oulu, Open University

Opintokohteen kielet: Finnish

Leikkaavuudet:

724111P Finnish Economy and Economic Policy 5.0 op

ECTS Credits:

5 credits / 133 hours of work

Language of instruction:

Finnish

Timing:

Period D (2nd year).

Learning outcomes:

After the course the student is capable of outlining the economic history of Finland, to describe the position of Finland in the global economy and to evaluate the challenges of the Finnish economy now and the future. In addition, the student can describe the main features of the different areas in the Finnish economy.

Contents:

The course provides an overview of the Finnish economy and economic history, its current state and future development. The course deals with the activities of the Finnish economy and development, such as globalization, regional economy and general economic policy.

Lectures will include the following themes

1. The Finnish economy from the late 1800s to the early 2000s
2. Productivity and economic growth
3. Globalisation and Finland
4. Regional development and regional policy in Finland
5. Fiscal policy
6. Public economics and challenges of welfare state
7. Finance and economic development in communes
8. Innovations and innovation policy

Mode of delivery:

Face to face teaching

Learning activities and teaching methods:

36 h lectures, reading the course literature (93 h) and exam (4 h).

Target group:

Major students in economics and business administration

Prerequisites and co-requisites:

Earlier modules (introduction to business studies, business processes)

Recommended optional programme components:

The course is part of "Analytical skills" -module.

Recommended or required reading:

Announced by the lecturer.

Assessment methods and criteria:

Lecture- and literature examination and course assignments.

Grading:

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

Person responsible:

Jaakko Simonen

Working life cooperation:

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Other information:

The number of students is limited.

ay721563S: Entrepreneurial Leadership (OPEN UNI), 6 op

Voimassaolo: 01.08.2019 -

Opiskelumuoto: Advanced Studies

Laji: Course

Vastuuyksikkö: University of Oulu, Open University

Arvostelu: 1 - 5, pass, fail

Opetus suunnattu: University of Oulu, Open University

Opintokohteen kielet: English

Leikkaavuudet:

721563S Entrepreneurial Leadership 6.0 op

ECTS Credits:

6 credits

Language of instruction:

English

Timing:

Periods 1 and 2. It is recommended to complete the course at the 1st Autumn semester of the Master's program in International Business Management.

Learning outcomes:

The course enables students to expand their thinking outside the accustomed concepts of leadership and to explore the area of entrepreneurial leadership in fast changing international business context. After completing this course students understand the key assumptions and components of entrepreneurial leadership, know how to apply entrepreneurial leadership to changing international business situations, can analyze the personal and social implications of entrepreneurial leadership, and know how to continue learning about entrepreneurial leadership.

Contents:

This course examines entrepreneurial leadership in the context of changing international business. The course offers approaches to entrepreneurial leadership and explores it through interplay of theory and practice. The course includes workshops in which are practiced entrepreneurial leadership in dynamic, changing and diverse international business situations.

Mode of delivery:

Face-to-face teaching, workshops, and group work.

Learning activities and teaching methods:

Lectures and workshops 36h. 124h group assignments. Further details will be provided by the responsible teacher in the first session.

Target group:

Students of the Master's program in International Business Management

Prerequisites and co-requisites:

None

Recommended optional programme components:

None

Recommended or required reading:

Article collection, lecture materials.

Assessment methods and criteria:

Assessment based on the group assignment.

Grading:

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

Person responsible:

Vesa Puhakka

Working life cooperation:

In the workshops are analyzed the challenges of international business leadership. Groups develop suggestions for solutions to lead international business. New companies that grow internationally rapidly are at the center of the agenda.

Other information:

The number of students is limited.

This course cannot be taken if you have previously completed the course 721536S Leadership and Change

ay721070S: Globally Responsible Business (OPEN UNI), 6 op

Voimassaolo: 01.08.2019 -

Opiskelumuoto: Advanced Studies

Laji: Course

Vastuuyksikkö: University of Oulu, Open University

Arvostelu: 1 - 5, pass, fail

Opetus suunnattu: University of Oulu, Open University

Opintokohteen kielet: English

Leikkaavuudet:

721070S Globally Responsible Business 6.0 op

ECTS Credits:

6 credits

Language of instruction:

English

Timing:

Period 3 (year 2020)

Learning outcomes:

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

Contents:

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

Mode of delivery:

Online study methods.

Learning activities and teaching methods:

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

Target group:

Students from all OBS Master's programmes.

Prerequisites and co-requisites:

30 credits (5 Master level courses).

Recommended optional programme components:

No

Recommended or required reading:

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

Assessment methods and criteria:

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

Grading:

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

Person responsible:

Anne Keränen, Jan Hermes and Minna Ahokas

Working life cooperation:

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

Other information:

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

ay721569S: IBM Book Club (OPEN UNI), 6 op

Voimassaolo: 01.08.2019 -

Opiskelumuoto: Advanced Studies

Laji: Course

Vastuuyksikkö: University of Oulu, Open University

Arvostelu: 1 - 5, pass, fail

Opetus suunnattu: University of Oulu, Open University

Opintokohteen kielet: English

Leikkaavuudet:

721569S IBM Book Club 6.0 op

ECTS Credits:

6 credits

Language of instruction:

English

Timing:

The course is available during the whole academic year. Period 4 (1st year) recommended

Learning outcomes:

The Students demonstrate knowledge of theories, concepts, frameworks and/or empirical findings of the international business and management disciplines. They will have skills for individual learning and identifying relevant business research information.

Contents:

The contents will be elective within the specific frames and emerging themes set by teachers.

Mode of delivery:

Independent study and online activity.

Learning activities and teaching methods:

Readings and independent study (130 h), online activity (30 h).

Target group:

Students of the Master's program in International Business Management.

Prerequisites and co-requisites:

Prerequisites: 721538S International Business Theory and 721562S Organizational Change and Development or equivalent studies.

Recommended optional programme components:

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

Recommended or required reading:

Required: Book(s) and related materials assigned by teachers.

Assessment methods and criteria:

The assessment is based on exam and online activity.

Grading:

Grading scale: 1-5. Zero stands for a fail.

Person responsible:

Hatami Boroun, Akram

Other information:

The number of students is limited

ay721568S: Individual Business Management Project (OPEN UNI), 6 op

Voimassaolo: 01.08.2019 -

Opiskelumuoto: Advanced Studies

Laji: Course

Vastuuyksikkö: University of Oulu, Open University

Arvostelu: 1 - 5, pass, fail

Opetus suunnattu: University of Oulu, Open University

Opintokohteen kielet: English

Leikkaavuudet:

721568S Individual Business Management Project 6.0 op

ECTS Credits:

6 credits

Language of instruction:

English

Timing:

Period 4 (1st year) and Period 1 (2nd year)

Learning outcomes:

Upon completion of the course student is able to solve business problems independently applying business research methods, produce new knowledge and solutions using scientific theories, concepts, frameworks and approaches. Student is able to gather and analyze business information in solving problems and make critical judgments based on them.

Contents:

Most of the course is independent work with the organization's representatives. The student will solve a business problem connected to the organization's operations. Students participate in seminars and present their work.

Mode of delivery:

Face-to-face teaching, seminars

Learning activities and teaching methods:

Lectures, independent work, seminar sessions. Student will work during the course in a close co-operation with organization's representatives and will present the final report in seminar. The course starts in spring period (4P, 1st. year) and continues autumn period (1P, 2nd year)

Target group:

1st year International Business Management student

Prerequisites and co-requisites:

721064S Methods in Business Research

Recommended optional programme components:

721065S Internship

Recommended or required reading:

Scientific literature and articles related to the course assignment.

Assessment methods and criteria:

Three main areas will be assessed:

1. Process management, 2. Presentation, 3. Final report

Grading:

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

Person responsible:

Tuija Lämsä

Working life cooperation:

Yes. The course will be completed through a close cooperation with organizations.

Other information:

The number of students is limited.

ay724201A: Internationalization (OPEN UNI), 5 op

Voimassaolo: 01.08.2019 -

Opiskelumuoto: Intermediate Studies

Laji: Course

Vastuuyksikkö: University of Oulu, Open University

Arvostelu: 1 - 5, pass, fail

Opetus suunnattu: University of Oulu, Open University

Opintokohteen kielet: English

Leikkaavuudet:

724201A Internationalization 5.0 op

ECTS Credits:

5 credits

Language of instruction:

English

Timing:

Period 1 (3rd year)

Learning outcomes:

Upon completion of the course, the students understand what an international business context is, and know the key drivers of internationalization and globalization. The students further understand dynamics of internationalization in both manufacturing and service sectors. The students are able to recognize and describe pros and cons of different international operation modes of firms. Finally, the students learn to compare and evaluate the international operation modes in specific decision-making situations for both multinational enterprises and small & medium sized enterprise.

Contents:

Lectures will focus on following themes. (1) What, Why, How and Where of Internationalization: An Overview of Globalization (2) Regional Integration, Trading Blocs and Internationalization (3) Focus on European Union and Internationalization Implications (4) Internationalization of Industries (5) Internationalization of Service Sector (6) Internationalization: Rules of the Game (7) Internationalization Decision Making Process (8) Exporting Modes and Licensing (9) Franchising (10) Management contracts, contract manufacturing, international project operations (11) International Strategic Alliances (12) Greenfield Investments (13) Acquisitions (14) Counter Trade (15) Operation Mode Combination and Mode Changes.

Mode of delivery:

Face-to-face teaching complemented with online resources

Learning activities and teaching methods:

The course consists of 32 h lectures, preparation for lectures (18 h), and, reading the literature and preparation for assignment (50 h), and writing the final assignment (40 h).

Target group:

B.Sc. (Economics & Business Administration) and exchange students.

Prerequisites and co-requisites:

Earlier relevant modules.

Recommended optional programme components:

This course is part of Global perspectives -module

Recommended or required reading:

Welch, L, Benito, G & S Petersen, B. (2018). *Foreign Operation Methods. Theory, analysis, strategy*. Edward Elgar Publishing Ltd. Cheltenham. 2nd Ed.

Dicken, P. (2015). *Global Shift: mapping the changing contours of the world economy*, 7th Edition. Sage

Collections of relevant articles and online resources

Assessment methods and criteria:

3000 words individually written assignment on international operation modes

Grading:

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

Person responsible:

Ahmad Arslan

Working life cooperation:

The course uses a number of real-life examples and case studies from companies including both MNEs and SMEs regarding their international operation mode decisions in different markets.

Other information:

N.A.

ay724202A: Managing Multinationals (OPEN UNI), 5 op

Voimassaolo: 01.08.2019 -

Opiskelumuoto: Intermediate Studies

Laji: Course

Vastuuyksikkö: University of Oulu, Open University

Arvostelu: 1 - 5, pass, fail

Opetus suunnattu: University of Oulu, Open University

Opintokohteen kielet: English

Leikkaavuudet:

724202A Managing Multinationals 5.0 op

ECTS Credits:

5 credits

Language of instruction:

English

Timing:

Period 2 (3rd year)

Learning outcomes:

Upon completion of the course, the student is able to understand different perspectives on multinational corporations (MNCs) and recognize why MNCs exist, how they compete, and what is their impact on society. The student is able to analyze the role of cross-cultural management in MNCs as well as the differences between global and local context. The student pays attention to the diversified nature of MNCs and understands MNC as a network. The student identifies the ethical issues and the corporate responsibility in MNC.

Contents:

Lectures will include the following themes: 1) MNEs as actors in global economy, 2) Different perspectives to MNEs, 3) Changing MNEs (e.g. joint ventures, alliances, mergers and acquisitions), 4) Headquarter and subsidiary relationships, 5) MNEs as networks, 6) Cross-cultural management in MNEs and 7) MNEs in society.

Mode of delivery:

Face-to-face teaching with materials and resources online.

Learning activities and teaching methods:

The course consists of compulsory lectures and visiting lecturers from industries (32h), headquarters-subsidiary game (4h), preparation for the lectures (9h), group works and exercises based on each course theme (40h), preparation for the exam, and independent study (44h) and exam (4h).

Target group:

Major students in economics and business administration

Prerequisites and co-requisites:

Earlier modules (introduction to business studies, business processes and analytical skills)

Recommended optional programme components:

This course is part of "Global perspectives"-module

Recommended or required reading:[Forsgren, Mats \(2008\). Theories of the Multinational Firm;](#)

Article collection and lecture material provided in the course.

Assessment methods and criteria:

Assessment will be at two stages. Students need to pass two group works related to given themes during the course, and the students need to pass the final exam. The assessment is based on the learning outcomes of the course unit.

Grading:

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

Person responsible:

Lauri Haapanen and Jan Hermes

Working life cooperation:

This course covers topics that students will face when being employed in multinational enterprise. Themes are illustrated using real-life cases, course also has several visitors from local MNEs providing with an insight how the topics emerge in practice. Headquarters-subsidary game allows students to learn how decisions are made in MNEs.

Other information:

The number of students is limited.

ay721559S: Venture Growth Strategies (OPEN UNI), 6 op

Voimassaolo: 01.08.2019 -

Opiskelumuoto: Advanced Studies

Laji: Course

Vastuuyksikkö: University of Oulu, Open University

Arvostelu: 1 - 5, pass, fail

Opetus suunnattu: University of Oulu, Open University

Opintokohteen kielet: English

Leikkaavuudet:

721559S Venture Growth Strategies 6.0 op

ECTS Credits:

6 credits

Language of instruction:

English.

Timing:

Period 4, first year of the Master's program.

Learning outcomes:

After the course the student can understand the risks and rewards related to different growth strategies, recognize the fundamental elements of successful ventures and the needed resources and competencies for developing and scaling them at international markets. The students are able to read the startup landscape at different geographical contexts.

Contents:

The course provides an overview of high-growth entrepreneurship and the process of building and scaling ventures with significant business potential. Recent advancements in the startup field are discussed with a specific focus on Silicon Valley and different forms of entrepreneurial finance such as public finance and venture capital.

Mode of delivery:

Face-to-face teaching, online activity.

Learning activities and teaching methods:

Blended teaching method of 24 hours of lectures, visiting industry experts, and online work (12h) with reflection (72 h), reading the course literature (50 h), writing the report (38 h). The responsible person will provide further details in the first session.

Target group:

Students of the Master's program in International Business Management

Prerequisites and co-requisites:

Basic and intermediate studies in international business management

Recommended optional programme components:

721565S Design Driven Innovation, 721434S Selling and Sales Management, 721566S Business Impact Project

Recommended or required reading:

Article collection and online material.

Assessment methods and criteria:

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

Grading:

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

Person responsible:

Sakari Sipola

Working life cooperation:

Visiting industry experts provide real-life cases and examples.

Other information:

The number of students is limited.

