

Degree Programme in International Business, Helsinki Pasila Campus, Day Education

Curriculum

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Degree Programme in International Business in a Nutshell

Name of qualification:	Bachelor of Business Administration (BBA) and the Finnish title of tradenomi
Level of qualification:	Bachelor's degree
ECTS credits:	210 ECTS credits
Official length of programme:	3.5 years
Mode of study	Full-time day programme
Assessment:	<ul style="list-style-type: none">• See Degree Regulations >>
Programme requirements:	General eligibility for higher education in Finland; Language skills as required in the joint application system to degree programmes conducted in English
General procedure for the accreditation of prior learning:	See Haaga-Helia general rules for the accreditation of prior learning
Admissions requirements:	Act of Polytechnics 9.5.2003/351 20§ <ul style="list-style-type: none">• Before applying see the admission criteria at www.studyinfo.fi !
Access to further study:	<ul style="list-style-type: none">• Non-Degree studies in Haaga-Helia >>• University studies

[Degree Programme in International Business, curriculum 2009](#)

Profile of the Degree Programme in International Business

Why to Choose Haaga-Helia BBA in International Business, Helsinki Pasila?

Your aim is to

- Acquire a mind-set of continuous personal and professional development.
- Have a strong professional orientation to global business.
- Develop competencies in effective multicultural teamwork and communication.
- Acquire a variety of competences needed by business developers, digital implementers, knowledge facilitators, relationship builders and solution providers.
- Become an expert in one of the key fields in global business such as in customer relationship management and communication, entrepreneurship, financial management, human resource management and supply chain management.

Key learning outcomes of the Degree Programme

Haaga-Helia International Business graduates are highly competitive knowledge workers in the global labour markets. Graduates have the skills and broad-based know-how needed in global professional B2B services-focused environment. They anticipate future trends and cope proactively with the volatility of global markets. Our sales and service minded graduates create value through proactive networking in international contexts. In addition, they manage and lead multinational projects using effective teamwork, digital tools, time management, communications and negotiation skills. They also appreciate the importance of sustainability and business ethics.

Contact Information

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Course List and Recommended Study Schedule, curriculum 09

The studies are largely structured by modules and integrated courses. Each course code is a link to a course description and each course is scheduled on a certain semester.

Full-time Day Degree Programme in International Business, Helsinki Pasila, curriculum GloBBA09	Code	ECTS cr	Semester
Basic Studies		60	
LEALF1 Module: Working in an International Environment		15	
The Developing Professional	LEA1LF001	9	1
Professional Growth and Collaboration in Teams	LEA1LF001A	6	
Cross-Cultural Organisation	LEA1LF001B	3	
ICT Skills for Business 1	TOO1LF001	3	1
Business English	ENG1LF001	3	1
ECOLF1 Module: Introduction to Global Business		15	
Sustainable Global Environment	ECO1LF001	9	1
Principles of Economics	ECO1LF001A	3	
Introduction to Sustainability and Services	ECO1LF001B	3	
ICT Skills for Business 2	ECO1LF001C	3	
Business Swedish (for Finnish students)	SWE1LF001	6	1
Starting My Finnish Language Studies (for international students)	FIN1LF001	6	
BUSLF1 Module: Providing a Tool-kit for a New Business		15	
Developing Entrepreneurial Competences	BUS1LF001	12	2
Entrepreneurship and Law for a New Business	BUS1LF001A	2	
Customer Oriented Operation Planning 1 (Marketing)	BUS1LF001B	4	
Mathematics and Accounting for a New Business 1	BUS1LF001C	2	
Basic Communication in Finnish 1 (for international students)	FIN1LF002	3	2

Finnish Business Communication 1 (for Finnish students)	FIN1LF009	3	2
BUSLF2 Module: A Business Plan with an International Dimension		15	
Business Planning for a Start-up	BUS1LF002	12	2
A Business Plan Workshop Entrepreneurship and		2	
Customer Oriented Operation Planning (Marketing) and	BUS1LF002A	1	
Writing Academic Reports		1	
Customer Oriented Operation Planning 2 (Logistics)	BUS1LF002B	4	
Mathematics and	BUS1LF002C	2	
Accounting for a New Business 2		2	
Basic Communication in Finnish 2 (for International students)	FIN1LF003	3	2
Finnish Business Communication 2 (for Finnish students)	FIN1LF010	3	2
Professional Studies		90	
Joint Professional Studies		51	
IBULF1 Module: Assessing Global Economic and Legal Environment		9	
Global Business Environment	IBU2LF001	6	3
Part: International Economics and Finance	IBU2LF001A	3	
Part: International Business Law	IBU2LF001B	3	
Multicultural Business Communication in English	COM2LF001	3	3
BUSLF3 Module: Managing Resources for Business		9	
Ethical Sourcing	BUS2LF002	6	3
Part: Principles of International Supply Chain Management	BUS2LF002A	3	
Part: People as a Resource	BUS2LF002B	3	
Business Negotiations and Contracts	LAW2LF001	3	3
MARLF1 Module: Competing in Global Markets		9	
Researching Target Markets	MAR2LF003	6	4
Part: International Market Research	MAR2LF003A	4	
Part: Statistical Methods	MAR2LF003B	2	
Managerial Accounting	ACC2LF001	3	4
IBULF2 Module: Going Global by Region		15	
Entering Target Markets	IBU2LF004	6	4
Part: Internationalisation and Operation Modes	IBU2LF004A	3	
Part: Export/Import Procedures and Practicalities	IBU2LF004B	3	
Target Economic Regions	IBU2LF005	9	4
COMLF1 Language Studies		9	
One of the languages below (6 cr + 3 cr)			
French for Business Purposes	FRE2LF001	6	3
French Business Communication	FRE2LF002	3	4
German for Business Purposes	GER2LF001	6	3
German Business Communication	GER2LF002	3	4

Spanish for Business Purposes	SPA2LF001	6	3
Spanish Business Communication	SPA2LF002	3	4
Professional Studies		90	
Professional Specialisation Studies		39	
MARLF2 Global Customer Relationship Management and Communication		33	
Innovation Management for Global Competitiveness	MAR3LF001	6	5
Strategic Business-to-Business Relationship Management	MAR3LF002	6	5
Business-to-Business Selling and Sales Management in Global Markets	MAR3LF003	3	6
Creative Corporate and Marketing Communication	MAR3LF004	12	5
Successful Event	MAR3LF005	6	5+6
ACCLF1 Financial Management for Global Business		33	
International Management Accounting	ACC3LF001	6	5
International Financial Accounting	ACC3LF002	6	5
International Trade and Finance (This course is not offered 2016-17 any more. The courses which replace this are FIE3LF101 and FIE3LF102.)	ACC3LF003	9	5
Introduction of Corporate Finance	FIE3LF101	5	5
Investment Management	FIE3LF102	5	5
Corporate Tax and Value Added Tax	ACC3LF004	3	6
Consolidated Financial Statements	ACC3LF005	3	6
Budget and Responsibility Accounting	ACC3LF006	6	6
LOGLF1 Global Supply Chain Management		33	
Managing Quality in Supply Chains	LOG3LF001	6	6
Optimising Resources	LOG3LF002	6	5
Sustainable Logistics and Supply Chain Strategies	LOG3LF003	6	5
Purchasing Strategies	LOG3LF004	9	5
Developing Performance in Supply Chains	LOG3LF005	6	6
LEALF2 Human Resource Management for Global Business		33	
Working with People: Stories and Theories	LEA3LF001	6	5
Legal and Ethical Dimension in HRM	LEA3LF002	6	5
Talent Dimension in HRM	LEA3LF003	6	6
Collaborative Dimension in HRM	LEA3LF004	6	6
Facilitating HRM Processes	LEA3LF005	6	5
People as a Strategic Asset	LEA3LF006	3	6
IBULF3 Joint Specialisation Studies			
Strategic Views on Global Business	IBU2LF006	6	7
Free-Choice Studies		15	1-7
Language Studies			

English for Academic Purposes	ENG8LF001	3	
Finnish for Exchange Students 1	FIN8LF010	3	
Finnish for Exchange Students 2	FIN8LF020	3	
Finnish for Working Purposes 1	FIN8LF002	6	
Finnish for Working Purposes 2	FIN8LF003	3	
Finnish for Working Purposes 3	FIN8LF004	3	
Practical Finnish at Work	FIN8LF001	3	
French for Beginners 1	FRE8LF001	6	
French for Beginners 2	FRE8LF002	3	
German for Beginners 1	GER8LF001	6	
German for Beginners 2	GER8LF002	3	
BULATS (German Business Language Test)	GER8LF003	3	
Spanish for Beginners 1	SPA8LF001	6	
Spanish for Beginners 2	SPA8LF002	3	
Catch up Swedish	SWE8LF001	3	
Swedish for Beginners 1	SWE8LF002	6	
Swedish for Beginners 2	SWE8LF003	3	
Swedish Culture and Society for Managers	SWE8LF004	3	
Working for Nordic Businesses	SWE8LF005	3	
Other Free-Choice Studies			
Academic Writing	THE8LF001	3	1-7
Becoming an Entrepreneur in Finland	BUS8LF001	6	3-7
Catch up Business Mathematics	MAT8LF001	3	1
Doing Business and Working in the Arab Countries	IBU8LF006	3	1-7
Enterprise Resource Planning	LOG8LF001	3	3-7
Future Planning Methods for Global Business	ECO8LF001	3	3-7
Integrating Business and IT	TOO8LF002	3	4-7
SAP Overview	TOO8LF003	5	3-6
International Business Cases	IBU8LF001	3	3-7
Marketing Yourself	SLF8LF001	3	1-7
Project Management in Multicultural Environment	TOO8LF001	3	3-7
Toolkit for Quantitative Surveys	MET8LF001	3	4-7
Towards Well-being at Work	PHY8LF001	3	1-7
Personal Branding in LinkedIn	COM8HH006	1	1-7
Using Twitter for Professional Purposes	COM8HH007	1	1-7
Using Instagram for Professional Purposes	COM8HH008	1	1-7
Video CV	COM8HH005	1	1-7
Work Placement		30	

Combination of Basic and Specialisation Work Placement Learning	PLA6LF001	30	
Basic Work Placement Learning (A)	PLA6LF002A	15	6 +
Specialisation Work Placement Learning (B)	PLA6LF002B	15	summer
Bachelor's Thesis	THE7LF	15	
Introduction to Theses	THE7LF006		
Thesis Planning	THE7LF007		
Thesis Implementation	THE7LF008	15	5+7
Thesis Finalization	THE7LF009		
Maturity test			
Bachelor's Thesis publication and assessment			
TOTAL		210	

Personal Study Plan

The Haaga-Helia International Business students personalise their study paths through several ways. By choosing their own specialisation out of the four options students strengthen their global business knowledge and skills to the direction they prefer. The following four different specialisations offered are:

- Global Customer Relationship Management and Communication
- Financial Management for Global Business
- Global Supply Chain Management
- Human Resource Management for Global Business.

The aims of the specialisation studies are to deepen students' competencies in a certain area of global business and increase students' skills to recognise the key components of their chosen specialisation vital for a high performance company.

The scope of the specialisation studies is in total 39 credit points including Strategic Views on Global Business course, 6 cr.

The topic and process of the bachelor's thesis commissioned by a business organisation offer also excellent opportunities to build up own individual study path. In addition, the selection of free-choice and language studies are useful ways to acquire specific competences needed in global business.

Students' possible prior studies, if applicable to the Haaga-Helia International Business curriculum, are considered and credited when the personal study plans are made.

Structure, Content and Extent of the Degree Programme

The bachelor's degree consists of 210 credit points. According to the act for the polytechnic studies (i.e. university of applied sciences studies), the basic studies compulsory for all include studies of

60 credit points, professional studies 90, free-choice studies 15, work placement 30 and thesis 15 credit points. The structure of Haaga-Helia International Business programme is based on this framework. It ensures also graduation within the target time to the students.

DEGREE PROGRAMME STRUCTURE

Basic Studies (compulsory for all students)	60 cr
Professional Studies	
42 cr joint studies for all students	
9 cr language studies as chosen from the language selection offered	90 cr
39 cr specialisation studies chosen from one specialisation	
Free-choice Studies	15 cr
Work Placement	30 cr
Thesis	15 cr
TOTAL	210 cr

The studies include 27 credit points of communication and language studies. All students study 6 credit points Business English Communication. Foreign degree students have 12 credit points Finnish language studies as a compulsory part of their studies. Finnish degree students study 6 credit points Business Swedish. On the basis of the diagnostic Swedish language test, a separate brush-up course in Swedish is recommended before the Business Swedish course. In addition, all students choose a third language (9 credit points) either at an advanced or beginner's level among the selection of language studies.

On the basis of the results in the mathematics exam in the entrance examination or the diagnostic test in the beginning of the studies a separate pre-algebra course is offered to the students to ensure success in the business mathematics and statistical methodology studies.

Pedagogic Solutions

In the Haaga-Helia International Business Programme pedagogic solutions allow diversity. The aim is that the students learn to flexibly operate in various modes and environments.

The Problem Based Learning (PBL) and project-/job-based approaches are emphasised. The PBL offers a good platform for developing many of the meta skills. In the two first semesters PBL is the dominating approach. Especially in the specialisation studies project- and job-based learning are favoured.

Multicultural Learning

When studying in the Haaga-Helia International Business Programme students have several opportunities to include multicultural dimensions in their degree studies.

About one half of the students in the programme come outside Finland. They represent over 60 different nationalities. Annually more than 150 exchange students study in the programme. The large international student community at Haaga-Helia offers a natural daily platform for multicultural learning.

Learning of multicultural communication and business knowledge is based on the vast expertise of the Haaga-Helia teaching staff. The full-time lecturers represent several different nationalities. In addition, visiting guest lecturers from Haaga-Helia's international partner institutions give frequently lectures in the programme.

In the full-time day programme students with the Finnish educational background must include either an exchange study period or work placement abroad in their degree studies.

The wide network of international partner institutions all over the world helps all degree students find a suitable university for an exchange semester or two semester long double degree studies.

Study Experiences, DP in International Business

International Business Students Write about Their Experiences

Jani Laisi, Autumn 2012



I started my studies at HAAGA-HELIA in August 2009 with 65 students from 28 different nationalities in the Degree Programme in International Business. From the very beginning, it was clear to me that financing will be the focus of my studies and my career. HAAGA-HELIA offered me a good opportunity to develop myself in this area and provided a good coverage of courses in financing, human resources management, marketing and logistics. There were also good opportunities to study languages.

The best things that the school offered me were a practical approach to learning and a multicultural learning environment, including great connections to schools around the world and exchange opportunities. Team work made me understand cultural differences and develop my communication skills, key factors in today's global business environment.

From the outset, I wanted to concentrate on financing courses. However, the importance of basic studies in a wider array of topics was revealed to me at the end of my studies when I started working full time in a financing related position. The studies provided an understanding of business as a whole and a good knowledge of my chosen specialization. This made it easier to start working in financing, although the learning process starts from very beginning in working life.

I saved my work placement period to the last summer of my studies, as I wanted to concentrate on my specialisation in financing and use the placement as a stepping stone into working life. I managed to acquire a job with Municipality Finance even before the work placement. Over the last eight months of my studies, I was employed full time and worked on my thesis.

The whole learning experience showed me that the better your school input is, the more you are able to get from HAAGA-HELIA. The school supports personal development and career opportunities. I learned many useful skills alongside business knowledge. I developed my interpersonal, communication, time management and team work skills. Along the way, there were many challenges, but they developed me even more. After 3.5 year of studies, I feel I am well prepared for working life and I know that I have sufficient skills to be able to continue forward in my career and studies.

Ekaterina Muygyanen, Autumn 2012

Looking back on the past three and half years of my studies at HAAGA-HELIA in the Degree Programme in International Business, I am surprised about how quickly time has passed. What is more important, it is surprising how many wonderful people I was lucky to meet. The schoolmates, lecturers, guest speakers and others shared with me so much as professionals and personalities that it must be compared to nothing less than a treasure that I will benefit from in my future work and private life after graduation.

Studies at HAAGA-HELIA were not only fun, even though a healthy sense of humour was an absolutely necessary attribute of the learning process and a great help in tough moments. During the studies, I have also personally experienced continuous self-development through teamwork and a project-oriented learning approach incorporated to the education process at HAAGA-HELIA. As graduation is approaching, I have realised that the time and effort invested in my studies are more than fully compensated in the form of new knowledge and skills, new interesting and useful contacts in my social network and new perspectives for the future. It was definitely worth it!

I would recommend that HAAGA-HELIA students enjoy every moment of their studies here, feel grateful for the challenges they may face, be open for the new experiences and always keep a positive attitude.

Laura Willgren, Autumn 2012

During my International Business studies at HAAGA-HELIA, I have majored in marketing. Unlike many others, I did not start my studies in Finland. I lived abroad for a number of years and my studies started in southern Germany back in 2008.

During the first two years of my business education, I studied International Business in Germany, where the focus was on leadership. When I first started there, I had no intention of switching universities, but life can take one to unexpected situations.

I loved my time in Germany, as it gave me multiple opportunities to meet people from around the globe and to work for a major global company. But in 2010, after almost 10 years abroad, I wanted to come back to Finland.

In August 2010, I started my studies at HAAGA-HELIA. Combining my previous studies in Germany and starting studies in Finland had some challenges. However, without a doubt, I am very glad that I started studying. At the beginning I felt that a lot of what was taught was more or less common knowledge. What I did not realize back then was that parts of it were so, but there were other factors I had no knowledge of and I learned them easily, as they were combined with ideas and processes learned before.

During my studies, I have grown as a person and become more considerate when working with other people. I am sure that this is so thanks to a lot of teamwork at school, even though there might have been times when I wished I could have worked on my own. I also have a good overview of international business as a whole, and this is due to the variety of courses during the studies. It might be that my personality is strong minded and determined, but after being a project leader of multiple team projects, I have learned how to adapt my skill set. By this I mean that I have been able to plan and accomplish the tasks at hand with people around the globe and learned a lot during the projects. I believe that understanding how the same things can be viewed from different angles is a huge advantage for anyone and this can be achieved by studying/ working with a diverse and international team. One might even realize that his/ her view, after all, is not the most fitting one.

I was already working before I started my studies, and also during them, but when I look back now, I can see how I could have performed even better. This is simply because of the things learned during the past

years. With this background, I feel that I am capable of transferring my improved skill set into different working environments, which will benefit not only me but also my future employers.

Writing my thesis showed me how I can carry out a major research project for a company and create something that will be beneficial for them. To me, this proves that I have learned a lot, as I know that I would not have been able to do so four years ago.

I can also add that International Business, as a study field, may not always offer a specific job title for one to go after at the outset of studies. However, because so much is included in the field, one will find the fitting path during one's studies. In the past, while everyone else knew what they wanted, I was clueless. But now I know exactly what I want to do in the future. It is funny how life can teach you in the most unexpected ways.

Christoph Wilk, Autumn 2012



I have started my BBA studies in the International Business Programme at HAAGA-HELIA University of Applied Sciences. I am about to graduate in December 2012.

Coming to Finland for studies was connected to major change in my life. For me as a German, it was not too surprising more to the fact that I gave up my old life in Germany and started new in an unknown environment. I was happy to join HAAGA-HELIA - and I was at that time unfamiliar with the influence it might have.

Already the introductory week showed the positive change I was confronted with: Among about 75 new intakes, this was the start of a truly international experience in business studies. The beginning year at HAAGA-HELIA was a new environment. Through practical study approaches, we learned not only to collaborate in teams but also to

team's success. Big significance was given to understanding cultural differences and overcoming these. Moreover, the basics of business. These provided the fundament for all upcoming studies. Especially the creation of a business plan.

The second year of studies was especially remarkable for me. The focus of studies was now stronger connected to the key knowledge in this field, I further extended my own perspective and went on exchange to Hong Kong. The exchange was one of HAAGA-HELIA's partner schools and provided me with an unforgettable experience. Apart from getting new insights and studies, I had the chance to deeper understand culture and people. During this time, I got to know new good contacts.

The third year of studies mostly contained specialization studies. My choice was on studies with focus on financial management as part of the curriculum already before, I now got the chance to deepen my knowledge in many fields of management. The practical approach of studies especially helped to understand the differences of theory and practice and let us see how real businesses face as part of daily operations. Moreover, it gave us another chance to network and get in contact with professionals.

Furthermore, part of my third year studies were my bachelor's thesis as well as my professional internship. I completed these activities at the same company. Both the thesis and work placement were rewarding since they gave the chance to apply the knowledge of the specialization studies. However, during my internship I did not only increase my practical knowledge in management, but also acted as a team leader of an international team. My study experience at HAAGA-HELIA provided valuable insights into the business world.

Looking back, the past years of studies at HAAGA-HELIA let me grow on a personal and a professional level. I learned to work in teams and getting to know new cultures. Moreover, especially through my specialization studies and my thesis I gained insights into my future field I have wanted to work.

Tuomas Nirvi, Autumn 2012



In 2009, the company I worked for went through employee co-operation negotiations. As I was a partner employee, it was obvious that I would be facing a change on work sector. This got me to think that it would be perfect time to do more studies, which made me apply to HAAGA-HELIA UAS' Degree Programme of International Business, and I got accepted - starting from January 2010. I am graduating in December 2012, six months ahead of the schedule. As a twist, I returned to the company I had to leave in 2009 to complete my work placements and thesis, and am still working for them.

I knew that I would face a challenge in choosing the area of specialization. One thing led to another and soon enough - summer 2010 - I did additional studies in pedagogics at the Open University of the University of Helsinki to see, if teaching is something that I want to do in the future. In fall 2010, coming back for the second semester at HAAGA-HELIA, I knew that I want to specialize in HRM.

Throughout my studies I received support from the experienced and professional lecturers. Most of them have had several years of experience working in international business, which made it clear that they have something to deliver to my learning path. Naturally, as people differentiate from one another, there were times when it felt like that the lecturers may be too into their subject to clearly express the needed information. This caused frustration but in the end, the picture became clearer; they were not being too complicated but they just pushed us to do our very best and reach to the goals. For that, I am truly grateful.

The first thing one senses by walking into the Pasila Campus, where I studied, is the international surroundings. Just by having a cup of coffee and sitting in the bistro, you can hear several languages in addition to Finnish. That, among other things, gives the studies a little zest. There is always a culture you can get familiar with but this is also one of the things that may create challenges. Students with several cultural and educational backgrounds are put into work as a team or a group, which sometimes takes time to adapt to. Not to worry, one can adapt and that is a thing that HAAGA-HELIA expects you to learn during your studies. By learning of different cultures and their behavior, you can develop yourself to be a strong player in the international

field of business during and after graduation. It builds one's character and for me, has been one of the most rewarding learning curves of life.

The Degree Programme of International Business gives you a possibility to build and achieve new goals in your professional life. The contacts you create during your studies will last long, some of them throughout the life. All in all, you will be well educated; trained how to admit and develop your deficiencies whilst being truly what you are as a person. With these and the specialization studies and comprehensive thesis, I believe that studies at HAAGA-HELIA have given me the means to success on my career. You never know what kinds of doors you will encounter during your life but first you should have the keys to open them.

Jenna Saarni, Autumn 2012



I started my BBA studies in 2009, in the degree program on International Business. The three and a half years have gone by unbelievably fast, but they are filled with a lot of good memories. The multicultural studying environment provided personalities from A to Z, and I'm proud to have met so many interesting people who have taught me so much.

The 3.5 years included lectures from marketing, logistic, HR and finance, as well as a number of language courses. For me, numbers have always been something that I have been good with, therefore focusing more on finance seemed as a natural path for me. The two major challenges were getting a suitable work placement and an interesting and doable thesis topic, and both in the field of finance. However, with a positive attitude and a determination mind, everything is possible. I was able to get an interesting internship position in a Finnish pension insurance company, in the investments department, which definitely opened a new world for me. On top of all I've been able to continue my work at the same place, which for a fresh graduate is more than great.

To be honest, I still don't know what I want to do when I grow up, but I feel that HAAGA-HELIA has given me the tools to continue almost anywhere I want. The opportunity to work with people from totally different cultures and backgrounds has been priceless, and I have to say I will be missing our good atmosphere during class.

For future students and freshmen I would say, bear with! Even though the amount of assignments, teamwork, or just frustration may feel overwhelming, don't give up! Before you even know it, you'll be graduating and already welcoming new challenges on your way.

Course List and Recommended Study Schedule, curriculum 2016

Full-time Degree Programme in International Business Helsinki, Pasila, curriculum GLOBBA16		Code	ECTS	Semester
Basic Studies			75	
	Introduction to International Business	IBU1LF101	10	1
	Business Mathematics	MAT1LF101	5	1
	Basics of Marketing	MAR1LF101	5	1
	Business ICT Skills	ICT1LF101	5	1
	Entrepreneurship	ENT1LF101	5	2
	Sustainable Business	BUS1LF101	5	2
	Basics of Supply Chain Management	SCM1LF101	5	2
	Basics of Human Resource Management	HRM1LF101	5	2
	Basics of Financial Management	ACC1LF101	5	2
	Selling to Export Markets	IBU1LF102	5	3
	Internationalisation of a Firm	IBU1LF103	5	3
	International Economics	ECO1LF101	5	3
	International Trade Practicalities and Business Law	IBU1LF104	5	4
	ERP and Project Management	ICT1LF102	5	5
Specialisation Studies			50	
	Specialisation Project	IBU3LF101	5	5
Entrepreneurship		ENT3LF		
	Forms of Entrepreneurship	ENT3LF101	5	3

	Entrepreneur's Networks and Arenas	ENT3LF102	5	4
	Growth for Entrepreneurship	ENT3LF103	5	4
Human Resource Management		HRM3LF		
	Employer Branding	HRM3LF101	5	3
	Talent Development	HRM3LF102	5	4
	Talent Management	HRM3LF103	5	4
	eHRM	HRM3LF104	5	4
	HR Strategy and Change	HRM3LF105	5	5
	HR Legislation	HRM3LF106	5	4
	Leadership	HRM3LF107	5	6
Customer Relationship Management and Communication		MAR3LF		
	BtoB Sales Skills	MAR3LF101	5	3
	Marketing Research Methods	MAR3LF102	5	4
	Innovative Service Design	MAR3LF103	5	4
	Customer Relationship Management	MAR3LF104	5	4
	Branding and Marketing Communications	MAR3LF105	5	5
	International Marketing Research	MAR3LF106	5	4
	International Sales Management	MAR3LF107	5	6
	Growth and Competitive Strategies	MAR3LF108	5	6
	E-Business	MAR3LF109	5	6
Financial Management		ACC3LF		
	Financial Accounting	ACC3LF101	5	3
	Business Controlling and Analytics	ACC3LF102	5	4
	Financial Statement Analysis	ACC3LF103	5	4
	Introduction to Corporate Finance	FIE3LF101	5	4

	Budgeting and Performance Evaluation	ACC3LF104	5	5
	International Accounting and Taxation	ACC3LF105	5	4
	Investment Management	FIE3LF102	5	6
	International Finance	FIE3LF103	5	6
	Theme Topics in Accounting and Finance	ACC3LF106	5	6
Supply Chain Management		SCM3LF		
	Developing SCM	SCM3LF101	5	3
	Strategic Sourcing	SCM3LF102	5	4
	Sustainable SCM	SCM3LF103	5	4
	Quality Management	SCM3LF104	5	4
	SCM Tools and Optimisation	SCM3LF105	5	5
	Procurement Practicalities	SCM3LF106	5	4
	Humanitarian Logistics	SCM3LF107	5	6
Language and Communication Studies			25	
	International Business Communication	COM1LF101	5	3
	Finnish for Foreigners 1	FIN1LF101	5	1-5
	Finnish for Foreigners 2	FIN1LF102	5	1-5
	Finnish for Foreigners 3	FIN1LF103	5	1-5
	Finnish for Foreigners 4	FIN1LF104	5	1-5
	Finnish Business Communication	FIN1LF105	5	1
	Finnish for Exchange Students	FIN8LF101	5	3
	French 1	FRE8LF101	5	1
	French 2	FRE8LF102	5	2
	French 3	FRE8LF103	5	3
	French 4	FRE8LF104	5	4

German 1	GER8LF101	5	1
German 2	GER8LF102	5	2
German 3	GER8LF103	5	3
German 4	GER8LF104	5	4
Spanish 1	SPA8LF101	5	1
Spanish 2	SPA8LF102	5	2
Spanish 3	SPA8LF103	5	3
Spanish 4	SPA8LF104	5	4
Swedish Business Communication	SWE1LF101	5	3
Swedish 1	SWE8LF101	5	1
Swedish 2	SWE8LF102	5	2
Free-choice Studies		15	
Brush up Business Mathematics	MAT8LF101	3	1
Brush up Swedish	SWE8LF103	5	2
JA Start Up	BUS8LH017	10	
Global Issues Analysis	ECO8LF101	3	
Strategic Scenario Planning	ECO8LF102	3	
Finnish Pronunciation for Beginners	FIN8LF102	1	1-7
Brush Up Finnish for False Beginners	FIN8LF103	3	1-3
Work Placement Learning	PLALF1	30	
Combination of Basic and Specialisation Work Placement	PLA6LF001	30	1-7
Basic Work Placement	PLA6LF002A	15	1-7
Specialisation Work Placement	PLA6LF002B	15	1-7
Bachelor's Thesis	THELF1	15	
Introduction to Thesis	THE7LF006	1	3-5

Thesis Planning	THE7LF007	4	5
Thesis Implementation	THE7LF008	5	6
Thesis Finalization	THE7LF009	5	6

Structure, Content and Extent of the Degree Programme, curriculum 2016

The bachelor's degree consists of 210 credit points. The basic studies compulsory for all include studies of 100 credit points, professional studies 50, free-choice studies 15, work placement 30 and thesis 15 credit points. The structure of Haaga-Helia International Business programme is based on this framework. It ensures also graduation within the target time to the students.

Degree Programme Structure	
Basic Studies including 25 cr language studies (compulsory for all students)	100 cr
Specialisation Studies	50 cr
Free-choice Studies	15 cr
Work Placement	30 cr
Thesis	15 cr
TOTAL	210 cr

The studies include 25 credit points of communication and language studies. All students study 5 credit points Business English Communication. Foreign degree students have 15 credit points Finnish language studies as a compulsory part of their studies. Finnish degree students study 5 credit points Business Swedish. On the basis of the diagnostic Swedish language test, a separate brush-up course in Swedish is recommended before the Business Swedish course. In addition, all students choose a third language (10 credit points) either at an advanced or beginner's level among the selection of language studies.

On the basis of the results in the mathematics exam in the entrance examination or the diagnostic test in the beginning of the studies a separate pre-algebra course is offered to the students to ensure success in the business mathematics and statistical methodology studies.

Pedagogic Solutions

The programme incorporates a diverse range of teaching styles and formats that support learners, but it also encourages individual responsibility to take command of learning and to specialise in

areas of personal professional interest. GLOBBA develops skills and increases knowledge, but foremost it builds competencies – the ability to apply skills and knowledge. Transcending the program on all levels is a professional attitude embodying entrepreneurial spirit, embracing cultural diversity, incorporating new technology and reflecting on continuous improvement.

Learning takes place in varying combinations of contact-based tuition, virtual learning, independent and team study as well as projects done by either exploring businesses or collaborating with business organisations. The international student body and the international semester allow the student to gain authentic multicultural understanding and competencies. Courses rely on a combination of student-centred and instructor-facilitated learning methods. Interactive lectures support class discussions, individual assignments, problem-based learning and team projects. Hands-on, entrepreneurial projects with Haaga-Helia's partners require students to develop competencies in project management, digitalisation, negotiation, service and sales. Students improve their oral and written English skills through discussions and team presentations as well as written assignments and project reports. These pedagogical solutions facilitate the development of competencies required for successful international careers.

Multicultural Learning

When studying in the Haaga-Helia International Business Programme students have several opportunities to include multicultural dimensions in their degree studies. About one half of the students in the programme come outside Finland. They represent over 60 different nationalities. Annually more than 150 exchange students study in the programme. The large international student community at Haaga-Helia offers a natural daily platform for multicultural learning. Learning of multicultural communication and business knowledge is based on the vast expertise of the Haaga-Helia teaching staff. The full-time lecturers represent several different nationalities. In addition, visiting guest lecturers from Haaga-Helia's international partner institutions give frequently lectures in the programme. In the full-time day programme students with the Finnish educational background must include either an exchange study period or work placement abroad in their degree studies. The wide network of international partner institutions all over the world helps all degree students find a suitable university for an exchange semester or two semester long double degree studies.