

# Degree Programme in International Business, Porvoo campus (students who have started their studies before 1.8.2014)

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## Degree Programme in International Business / Marketing in a Nutshell

Degree:	Bachelor of Business Administration (BBA) and the Finnish title of tradenomi (AMK)
Degree level:	Bachelor's degree
Extent of the DP:	210 ECTS credits
Duration of the DP:	3.5 years
Study mode:	Full-time day programme
Assessment:	See <a href="#">Degree Regulations &gt;&gt;</a> See <a href="#">assessment process &gt;&gt;</a>
Programme requirements:	Basic studies 60 cr, Professional studies 90 cr, Free-choice studies 15 cr, Work placement 30 cr, Bachelor's thesis 15 cr
General arrangements for the accreditation of prior learning:	See <a href="#">HAAGA-HELIA's general arrangements for the accreditation of prior learning &gt;&gt;</a>
Admission requirements:	Act of Polytechnics 14.11.2014/932 §25 Before applying see the admission criteria at <a href="http://www.studyinfo.fi">www.studyinfo.fi</a> !
Access to further study:	<a href="#">Non-Degree studies in HAAGA-HELIA &gt;&gt;</a> University studies
Internationalization:	Most of the learning takes place in real-life projects for businesses operating internationally. This opens up doors for the students and helps them develop their networks already during the studies. This makes it easier for graduates to find jobs both in Finland and abroad.
Employment opportunities after graduation:	The daily work of the students is all about operating in multicultural teams. They are supervised by staff representing several nationalities. The commissions they get from companies familiarise them with various markets and ways of doing business. They can also go an exchange, do work placement abroad and participate in international development projects.
Cooperation with working life and with other associates:	Learning takes place in real-life projects. Every semester the students work for a business company on challenges assigned by the company. Learning is work and work is learning.

# Profile of the Degree Programme in International Business

Bachelors of Business Administration have strong professional skills in the following fields:

- International Business Skills
- Professional Sales Skills
- Communication and Collaboration Skills
- Entrepreneurial Skills

These skills will be acquired through working in real-life projects commissioned by business companies. The students play an active role in the learning process, and they are coached throughout their studies.

**International Business Skills** help students operate in the international environment, and develop analytical skills in order to identify business opportunities. The students learn to collaborate with people from different cultural backgrounds. Part of the studies can be carried out in any of our 200 partner institutions around the world. Students can also deepen their international business skills by doing their work placement abroad.

**Professional Sales Skills** are about developing customer relationships. The students learn how to encounter customers face to face, structure sales negotiations, distinguish different buyers with different motivations, and find solutions for them using personal and virtual sales channels and sales support tools.

**Communication and Collaborations Skills** are about learning to communicate professionally in a proactive and goal-oriented way. These skills are practised on a daily basis in our multicultural learning environment in real life projects where the students take on different roles, developing both self-leadership to leading others. Language studies are readily available throughout the programme.

**Entrepreneurial Skills** are present in all the aspects of professional growth. Students develop an entrepreneurial attitude towards everything they do; learn to work under pressure, network, are curious about the world, see new business opportunities, make decisions, take responsibility, and have courage to take risks.

## Key learning outcomes of the Programme

Graduates from the Degree Programme in International Business / Marketing acquire skills that prepare them for versatile employment possibilities and a fast career track. Possible job titles include e.g.

- Key Account Manager
- Project Manager
- Team Leader
- Store Manager
- Sales Negotiator
- Purchaser
- HR Consultant
- Area Manager
- Import/Export Assistant
- Marketing Assistant
- Product/Category Manager

Openness to work in multicultural teams and flexibility to encounter the challenges that it brings along is a prerequisite for successful professional growth. Team work skills are developed by working in different roles in different projects.

## Professional growth

The professional growth of the student starts by understanding the world we live and operate in. The process goes on to seeing one's own role in it. In the course of the studies the focus turns to developing one's own values, professional goals, strengths and career aspirations.

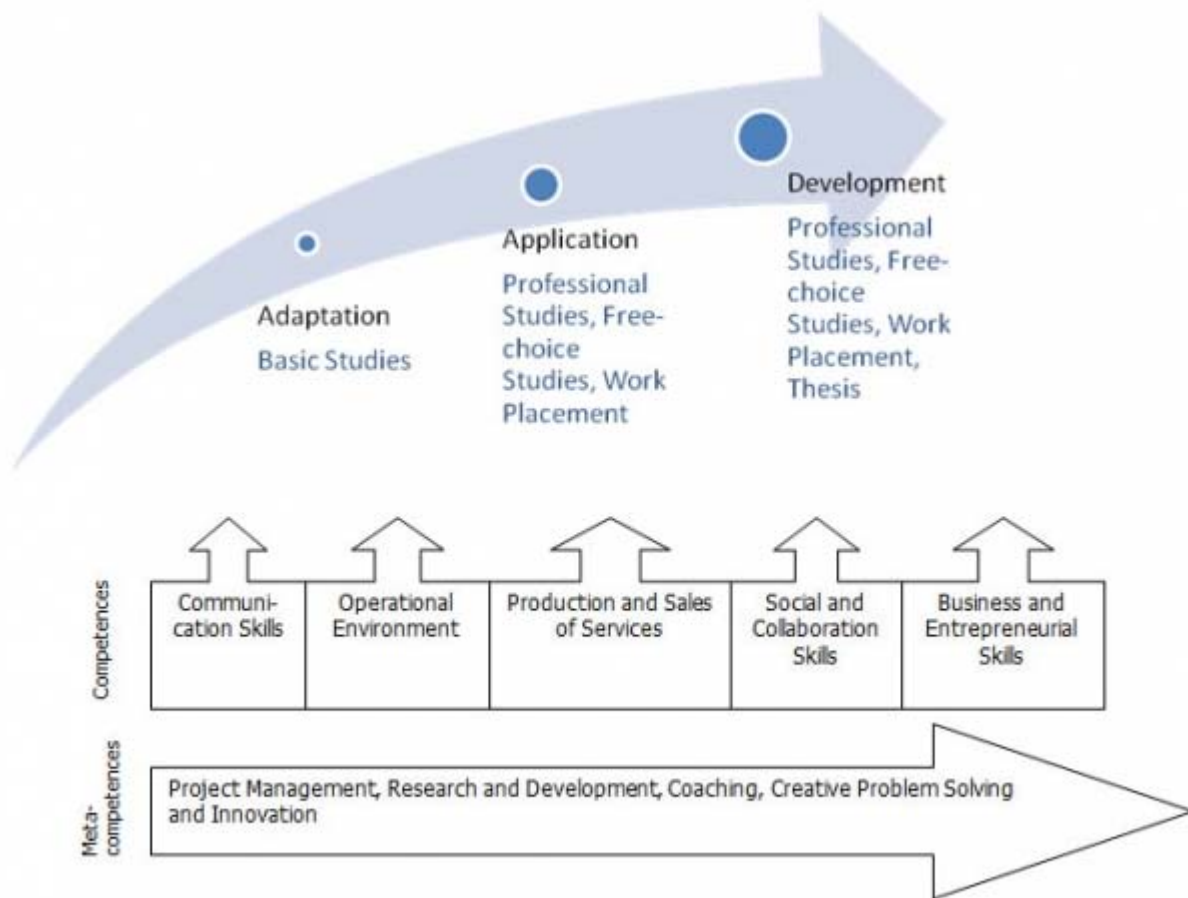


Figure: Professional Growth

## Annual themes

Annual themes by competence areas

### Communication skills:

Year 1: listening, identifying customer needs, approaching customers, giving and receiving feedback, willingness and eagerness to speak, basic presentation skills

Year 2: engaging the audience, intercultural communication, professional presentation skills

Year 3: confidence and flexibility in presentation situation, improvising and navigating smoothly, adapting to various audiences and organisations

### Operational environment skills:

Year 1: basic analytical skills, information search, critical processing, to know how a company operates

Year 2: processing information, internationalisation, holistic approach, ability to ask relevant questions

Year 3: decision making, ability to identify development needs and find solutions

### Sales and service skills:

Year 1: encountering people, sales attitude, understanding people/ customer needs

Year 2: creating relationships with customers, self-leadership & reliability, ability to use different sales tools, customer acquisition

Year 3: co-creating value

### Social and collaboration skills:

Year 1: identifying sources of own motivation, team work skills

Year 2: creating and making use of networking, international collaboration

Year 3: creating and making use of business partnerships

### Business and entrepreneurial skills:

Year 1: setting goals, ability to challenge oneself, basic business skills

Year 2: seeing opportunities, business implementation skills

Year 3: creating new business opportunities, business development skills

# Curriculum

Student's professional development  
Structure, Content and Extent of the Degree Programme  
Courses

# Contact information

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[View on map](#)

# Courses

Degree Programme in International Business / Marketing				
Core studies			Code	Credits
	Compulsory core studies			
		Creating and Sharing Knowledge	COS1LC001	9
		Information and Communication Technology 1	COS1LC0014	6
		Information and Communication Technology 2	COS1LC0013	3
		Professional Communication	COS1LC002	6
		Professional Communication 1	COS1LC0021	3
		Professional Communication 2	COS1LC0022	3
		English Communication	COS1LC0011	3
		English Writing Clinic	<a href="#">ENG1LC028</a>	3
		Business English	<a href="#">ENG1LC029</a>	6
		Academic English	<a href="#">ENG1LC030</a>	3
		Professional Finnish 1	COM1RG101	3
		Professional Finnish 2	COM1LC111	3
		Finnish for foreigners 1	FIN1LC001	6
		Finnish for foreigners 2	FIN1LC002	6
		Finnish for foreigners 3	FIN1LC003	6
		Swedish for Service Encounters	SWE1RG001	3
		Business Swedish 1	SWE1RG002	3
		Business Swedish 2	SWE1RG003	3
		Business Studies in a Global Context	OPE1LC001	6
		Business Studies in a Global Context 1	OPE1LC0011	3

		Business Studies in a Global Context 2	OPE1LC0012	3
		Customer-Oriented Sales	PSS1LC001	12
		Customer-Oriented Sales 1	PSS1LC0011	6
		Customer-Oriented Sales 2	PSS1LC0012	6
		Responsible Self-Management	SCS1LC001	6
		Responsible Self-Management 1	SCS1LC0011	3
		Responsible Self-Management 2	SCS1LC0012	3
Professional studies				
	Compulsory professional studies			
		Global Business Opportunities	OPE2LC002	6
		Organisational Development, Leadership and Management	SCS2LC002	6
		Organisational Development, Leadership and Management 1	SCS2LC0021	3
		Organisational Development, Leadership and Management 2	<a href="#">SCS2LC0022</a>	3
		Developing Business Skills	BES2LC001	12
		Developing Business Skills 1	BES1LC0011	6
		Developing Business Skills 2	BES1LC0012	6
		Managing Business Processes	BES2LC002	24
		Microsoft Dynamics NAV	BES2LC0021	3
		Marketing 1	BES2LC0030	3
		Marketing 2	<a href="#">BES2LC0031</a>	6
		Financial Management 1	BES2LC0026	6
		International Business Law	<a href="#">BES2LC0028</a>	3
		Foreign Trade	<a href="#">BES2LC0029</a>	3
		Developing Business Processes	BES2LC003	15
		Strategic Planning	<a href="#">BES2LC0035</a>	6-12
		Brand Management	<a href="#">BES2LC0036</a>	6-12

		Research Methods	BES2LC0037	6-12
		Culture Export Management	BES4LC002	15
		Business Operating Models in Cultural Industries	BES4PO0021	3
		Strategic Models for Culture Export	BES4PO0022	3
		Marketing and Sales of Cultural Products	BES4PO0023	3
		Legal Issues in Culture Export	BES4PO0024	3
		Project Management in Cultural Industries	BES4PO0025	3
		Creative Project	PSS4PO0026	3
	Elective professional studies			
		Strategic Planning	BES2LC0035	6
		Brand Management	BES2LC0036	6
		Research Methods	BES2LC0037	3
		Analysis and Communication of the Financial Statement	BES4LP0034	3
		Management Project Cross Border	BES4PO0028	6
		Organisational Communication	COS4PO042	6
		Responsible Development of Tourism Destinations	OPE4PO041	6/9/12
		Business Intelligence	OPE4PO042	6
		Managing Sales	PSS4PO0025	6
		E-Business	PSS4PO0041	6/9/12
		Designing Services	PSS4PO041	6/9/12
		Innovation Challenge	PSS4PO042	6
		Strategic Events Solutions	PSS4PO044	6/9/12
		Managing Organisations	SCS4PO043	6/9/12
		Esimiestyö ja laadun johtaminen matkailuyrityksessä	SCS4PO044	6/9/12
		Introduction to SAP	TOO8PO032	6
		Sustainable Tourism	TOU4PO141	6



		Operational Environment and Aircraft Operations of Aviation Business	<a href="#">TRA4PO0381</a>	6
		Structure, Variety and Service Models of Aviation Business	<a href="#">TRA4PO0382</a>	6
		Airline Business	<a href="#">TRA4PO0391</a>	9
		Airport Business Operations	<a href="#">TRA4PO0392</a>	9
		Travel Experience Design in the Digital Age	<a href="#">TRA4PO040</a>	6/9/12
		IATA Regulations and Management	<a href="#">TRA8PO036</a>	6
Free-choise studies				
		Free-choise studies / Languages	<a href="#">Courses &gt;&gt;</a>	
Work placement				
		International Work Placement	<a href="#">PLA6PO110</a>	30
		International Work Placement 1	<a href="#">PLA6PO111</a>	10
		International Work Placement 2	<a href="#">PLA6PO112</a>	10
		International Work Placement 3	<a href="#">PLA6PO113</a>	10
Thesis				
		Thesis	<a href="#">OPI7LC004</a>	15
		Maturity Examination	<a href="#">OPI7LC003</a>	0

# Structure, Content and Extent of the Degree Programme

Degree Programme in International Business / Marketing, Porvoo		ECTS credit
<b>Core studies</b>		<b>60</b>
	Compulsory core studies	
	Knowledge Creation and Sharing	9
	Professional Communication	6
	Business Studies in a Global Context	6
	Customer-Oriented Sales	12
	Responsible Self-Management	6
	Developing Business skills	12
	Languages	9
<b>Professional studies</b>		<b>90</b>
	Compulsory professional studies	
	Languages	21
	Global Business Opportunities	6
	Organisational Development, Leadership and Management	6
	Managing Business Processes	24
	Developing Business Processes	15
	Elective professional studies	
	Elective Studies	18
<b>Free-choice studies</b>		<b>15</b>
<b>Work placement</b>		<b>30</b>
<b>Thesis</b>		<b>15</b>
total		210

# Student's professional development

Graduates from Porvoo Campus enter work life with a portfolio consisting of meta-skills and professional competence. Students have a portfolio based on their personal aims and those of the degree programme. The portfolio is built up mainly through work in large research and development projects.

The students' role grows in importance as they move on in studies towards more challenging tasks that increase their knowledge. As studies proceed, assessment follows three criteria levels: adaptation, application and development. After the first year, the students are expected to be involved in more demanding projects. In addition, language studies form an integral part of the competence portfolio and language learning takes place in projects whenever possible. The following are focused on in research and development projects: sales and service skills, renewing business activities, entrepreneurial attitude, and methodological competence required in research and development work. Coaching and leadership skills can be gained by working as supervisor (i.e. team leader, project manager) in projects.

Students can profit from the opportunity offered on Campus to take part in the projects of any other degree programmes in Finnish, Swedish or English. This adds many specialisation possibilities to the personal study plan of an individual student.

## Study Modules

The modules of business studies are described below. The green modules stand for compulsory studies and the blue ones for either elective or free choice studies. Study modules are large, a minimum of 3 credits, and can be divided by three.

