

# GLOBBA Degree Programme in International Business

## Bachelor of Business Administration, 210 ECTS

### Bachelor of Business Administration

- Programme

- Curricula

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#### Name and level of education

Bachelor of Business Administration (BBA) and the Finnish title of tradenomi

#### Admission requirements and applications

General eligibility for higher education in Finland; Language skills as required in the joint application system to degree programmes conducted in English

Act of Polytechnics 9.5.2003/351 20§

Before applying see the admission criteria at [Studyinfo](#)

#### Scope and duration

3.5 years and 210 ECTS credits

#### Recognition of learning

See Haaga-Helia general rules for the accreditation here [Recognition of learning](#)

#### Mode of study

Full-time day programme

Evening Studies

#### Language of tuition

English

#### Requirements and decrees

General eligibility for higher education in Finland; Language skills as required in the joint application system to degree programmes conducted in English

#### Study attainments and assessment

See [Degree regulations](#)

## Profile, targets and structure

### 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.

Structure of the programme:

Basic Studies (compulsory for all students): 100 ECTS credits (including 25 cr language studies)

Specialisation Studies: 50 credits

Free-choice Studies: 15 credits

Work Placement: 30 credits. This can be accomplished in Finland or abroad and in several parts, typically 15 cr and 15 cr, also by working part time during studies.

Thesis: 15 credits

TOTAL: 210 ECTS credits

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.

## Internationalisation

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.

## Work placement and cooperation with the business community

The programme works in cooperation with a wide range of different companies and organisations in Finland and abroad.

The cooperation strengthens the learning in the basic and specialisation studies and offers the students the possibility to develop their professional networks while studying. The programme offers Double Degrees with universities and universities of applied sciences abroad. It belongs to the global CIDD Double Degree network developing double degrees further together with partners.

The students of the programme can benefit from the wide network of almost 200 international partner institutions of Haaga-Helia. All students are encouraged to include exchange studies or work placement abroad in their degree. The programme staff and students function also in various international projects and networks, by developing e.g. the internationalisation and exports of enterprises.

### Career opportunities

The studies prepare the graduates to work in all fields of international business. As a BBA one can develop a career from assistant levels to management positions, as an entrepreneur, a specialist or in RDI positions.

The Specialisation Major Customer Relationship Management and Communication prepares for careers in marketing, sales and communication. It gives skills in the areas of innovation and sales management, digital marketing, service design, B2B branding, corporate and marketing communication and how to create customer value in B2B service processes.

Financial Management leads to positions in areas such as accounting, controlling or finance. The studies focus on, for example, profitability controlling, financial reporting and how to find the most competitive sources and modes of finance for the company's development projects and transactions. Typical job titles after graduation: accountant, controller, business analyst, financial manager.

Supply Chain Management (SCM) focuses on sourcing, sustainability, and the SCM function as supporting companies' sales and service. The studies include, for example, sourcing strategies, managing quality and circular economy principles. Graduates collaborate with suppliers, optimise deliveries and engage in sustainable supply chain management. Graduates typically work in the areas of operations, logistics, purchasing or sales management.

Human Resource Management (HRM) prepares for careers in people management and leadership. HRM studies focus on attracting, managing, developing and rewarding talent in the competitive international labour market. Graduates typically work in positions of HRM assistant, HR consultant, HR coordinator, payroll specialist, recruitment consultant, compensation and benefits manager. Eventually many aim for the HR manager position.

Entrepreneurship specialisation prepares for careers in entrepreneurship and intrapreneurship. Entrepreneurship studies focus on learning entrepreneurial competences to run entrepreneurial projects as well as start and develop a business. Graduates work as self-employed, in family business, franchising, freelancing, startups, as business advisors, innovation assistants or managers.

### Postgraduate studies

#### Non Degree Programmes

Master studies: [DP in Leading Business Transformation](#)

University Studies

## Contact information

### Contacts:

Degree Programme in International Business

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Academic Advisors: Elizabeth SanMiguel, Marit Keränen, Eva Herttuainen (evening studies)

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[Study Services](#)

GLOBBA16S19I Degree Programme in International Business Helsinki  
autumn 2019 Part-time  
Bachelor of Business Administration, 210 ECTS

Autumn 2019

**Structure**

Due to the timing of optional and elective courses, credit accumulation per semester / academic year may vary.

Select visible years, semesters and periods (when only one year is selected) by clicking buttons on the right. (S = Spring, A = Autumn)

Year of study1234

Semesters1A1S2A2S3A3S4A

Search:

ECTS    1    2    3    4

<b>BASIC STUDIES</b> (All compulsory)					
	ECTS	1	2	3	4
<b>IBU1LF101 Introduction to International Business</b>	<b>10</b>	•			
<b>MAT1LF101 Business Mathematics</b>	<b>5</b>	•			
<b>ICT1LF101 Business ICT Skills</b>	<b>5</b>	•			
<b>ENT1LF101 Entrepreneurship</b>	<b>5</b>	•			
<b>MAR1LF101 Basics of Marketing</b>	<b>5</b>	•			
<b>SCM1LF101 Basics of Supply Chain Management</b>	<b>5</b>	•			
<b>HRM1LF101 Basics of Human Resource Management</b>	<b>5</b>	•			
<b>ACC1LF101 Basics of Financial Management</b>	<b>5</b>	•			
<b>IBU1LF102 Selling to Export Markets</b>	<b>5</b>		•		
<b>IBU1LF103 Internationalisation of a Firm</b>	<b>5</b>		•		
<b>ECO1LF101 International Economics</b>	<b>5</b>		•		
<b>ICT1LF102 ERP and Project Management</b>	<b>5</b>		•		
<b>BUS1LF101 Sustainable Business</b>	<b>5</b>		•		

Search: 

	ECTS	1	2	3	4
<b>IBU1LF104 International Trade Practicalities and Business Law</b>	5			•	
		45	25	5	0
<b>LANGUAGE AND COMMUNICATION STUDIES</b> (Select 25 ECTS)					
<b>COM1LF101 International Business Communication</b>	5	•			
<b>FIN1LF101 Finnish for Foreigners 1</b>	5	•			
<b>FIN1LF102 Finnish for Foreigners 2</b>	5	•			
<b>FIN1LF103 Finnish for Foreigners 3</b>	5	•			
<b>FIN1LF104 Finnish for Foreigners 4</b>	5	•			
<b>FIN1LF105 Finnish Business Communication (for Finnish Students)</b>	5		•		
<b>FIN8LF101 Finnish for Exchange Students</b>	5	•			
<b>FRE8LF101 French 1</b>	5	•			
<b>FRE8LF102 French 2</b>	5	•			
<b>FRE8LF103 French 3</b>	5	•			
<b>FRE8LF104 French 4</b>	5	•			
<b>GER8LF101 German 1</b>	5	•			
<b>GER8LF102 German 2</b>	5	•			
<b>GER8LF103 German 3</b>	5	•			
<b>GER8LF104 German 4</b>	5	•			
<b>SPA8LF101 Spanish 1</b>	5	•			
<b>SPA8LF102 Spanish 2</b>	5	•			
<b>SPA8LF103 Spanish 3</b>	5	•			
<b>SPA8LF104 Spanish 4</b>	5	•			

Search: 

	ECTS	1	2	3	4
<b>SWE8LF101 Swedish 1</b>	5	•			
<b>SWE8LF102 Swedish 2</b>	5	•			
<b>Swedish Business Communication</b> (Select 0-0 ECTS)					
SWE1LF101A Business Swedish / Written (for Finnish Students)	2.5		•		
SWE1LF101B Business Swedish / Oral (for Finnish Students)	2.5		•		
		100	10	0	0
<b>SPECIALISATION STUDIES</b> (Select 50 ECTS)					
<b>IBU3LF101 Specialisation Project</b>	5			•	
<b>Financial Management</b> (Select 0-0 ECTS)					
ACC3LF101 Financial Accounting	5		•		
ACC3LF102 Business Controlling and Analytics	5		•		
ACC3LF103 Financial Statement Analysis	5		•		
FIE3LF101 Introduction to Corporate Finance	5		•		
ACC3LF104 Budgeting and Performance Evaluation	5			•	
FIE3LF102 Investment Management	5			•	
FIE3LF103 International Finance	5			•	
ACC3LF107 Advanced Financial Accounting	5		•		
<b>Entrepreneurship</b> (Select 0-0 ECTS)					
ENT3LF101 Forms of Entrepreneurship	5		•		
ENT3LF102 Entrepreneur's Networks and Arenas	5		•		
ENT3LF103 Growth for Entrepreneurship	5		•		

Search: 

	ECTS	1	2	3	4
<b>Human Resource Management</b> (Select 0-0 ECTS)					
HRM3LF101 Employer Branding	5		•		
HRM3LF102 Talent Development	5		•		
HRM3LF103 Talent Management	5		•		
HRM3LF104 eHRM	5		•		
HRM3LF105 HR Strategy and Change	5			•	
HRM3LF106 HR Legislation	5		•		
HRM3LF107 Leadership	5			•	
<b>Customer Relationship Management and Communication</b> (Select 0-0 ECTS)					
MAR3LF101 BtoB Sales Skills	5		•		
MAR3LF102 Marketing Research Methods	5		•		
MAR3LF103 Innovative Service Design	5		•		
MAR3LF104 Customer Relationship Management	5		•		
MAR3LF105 Branding and Marketing Communications	5			•	
MAR3LF106 International Marketing Research	5		•		
MAR3LF107 International Sales Management	5			•	
MAR3LF108 Growth and Competitive Strategies	5			•	
<b>Supply Chain Management</b> (Select 0-0 ECTS)					
SCM3LF101 Developing SCM	5		•		
SCM3LF102 Strategic Sourcing	5		•		
SCM3LF103 Sustainable SCM	5		•		
SCM3LF104 Quality Management	5		•		

Search: 

	ECTS	1	2	3	4
SCM3LF105 SCM Tools and Optimisation	5			•	
SCM3LF106 Procurement Practicalities	5		•		
		0	115	50	0
<b>FREE-CHOICE STUDIES</b> (Select 15 ECTS)					
<b>MAT8LF101 Brush up Business Mathematics</b>	<b>3</b>	•			
<b>SWE8LF103 Brush up Swedish</b>	<b>3</b>	•			
<b>SLF8LF001 Marketing Yourself</b>	<b>3</b>		•		
<b>ENG8LF101 Developing Academic Writing</b>	<b>3</b>	•			
<b>SCM8LF101 Green Product and Package Design</b>	<b>5</b>		•		
<b>SCM8LF102 Circular Economy and SCM</b>	<b>5</b>		•		
<b>ECO8HH101 New Business Models in the Circular Economy</b>	<b>5</b>		•		
<b>IBU8LF101 Doing Business and Working in the Middle East</b>	<b>5</b>	•			
<b>TOO8LF004 SAP Advanced</b>	<b>3</b>		•		
<b>COM8HH005 Video CV</b>	<b>1</b>	•			
<b>COM8HH006 Personal Branding in LinkedIn</b>	<b>1</b>	•			
<b>COM8HH008 Using Instagram for Professional Purposes</b>	<b>1</b>	•			
<b>COM8HH007 Using Twitter for Professional Purposes</b>	<b>1</b>	•			
		18	21	0	0
<b>WORK PLACEMENT</b> (Select 30 ECTS)					
<b>PLA6LF001 Combination of Basic and Specialisation Work Placement</b>	<b>30</b>		•		
<b>PLA6LF002A Basic Work Placement</b>	<b>15</b>	•			

Search:

	ECTS	1	2	3	4
<b>PLA6LF002B Specialisation Work Placement</b>	<b>15</b>		•		
		15	45	0	0
<b>BACHELOR'S THESIS</b> (Select 15 ECTS)					
<b>THE7LF100 Introduction to Thesis</b>	<b>0</b>				
<b>THE7LF101 Thesis Planning</b>	<b>0</b>				
<b>THE7HH801 Thesis Phase 1</b>	<b>5</b>			•	
<b>THE7HH802 Thesis Phase 2</b>	<b>5</b>			•	
<b>THE7HH803 Thesis Phase 3</b>	<b>5</b>			•	
<b>THE7HH804 Maturity Test</b>	<b>0</b>				
		0	0	15	0
ECTS credits per period / semester / academic year		178	216	70	0