Curriculum at LAB University of Applied Sciences 2021-2022

Bachelor of Business Administration, International Business, full-time studies, Lahti

Code	Name	1 y	2 y	3 y	4 y	ECTS total
IB21KLTI-1001 CORE COMPETENCE						**135**
IB21KLTI-1002 Common Core Competence						**25**
LA00BE73	English for Work	3				3
LA00BF20	Swedish language, Oral Communication	1				1
LA00BF21	Swedish language¸ Written Communication	2				2
LA00BF19	Finnish for Foreigners 1	3				3
LA00BF22	Professional communication	4				4
LA00BF23	Developing professional competence 1	2				2
LA00BQ92	Developing professional competence 2		2			2
LA00BQ93	Developing professional competence 3			1		1
LA00BF24	Research and development		5			5
LA00BF27	Anticipating future trends		5			5
IB21KLTI-1003 Professional Core Competence						**110**
IB21KLTI-1004 Project management and networking						**15**
LI00BJ68	Project management	5				5
LI00BR12	Digital tools	7				7
LI00BR13	Personal Branding	3				3
IB21KLTI-1005 Business models and processes						**20**
LI00BJ44	Supply network	5				5
LI00BJ45	Accounting	5				5
LI00BJ46	Managerial work	5				5
LI00BJ47	Customer relations and marketing	5				5
IB21KLTI-1006 Transforming ideas into business						**15**
LI00BJ51	Fundamentals of business law and economics	5				5
LI00BJ52	Profitable enterprise		5			5
LI00BJ53	Successful business	5				5
IB21KLTI-1007 Think Big - Global approach to business						**15**
LI00BJ70	Global Communication in Business		5			5
LI00BJ71	Presentation and Public Speaking Skills	5				5
LI00BJ72	Global Business Opportunities		5			5
IB21KLTI-1008 Practical Training						**30**

LA00BO06	Practical Training			10	10
LA00BO07	Practical Training 2			10	10
LA00BO08	Practical Training 3			10	10
IB21KLTI-1009 Thesis					**15**
LA00BO09	Thesis planning			5	5
LA00BO10	Thesis research and writing			5	5
LA00BO11	Thesis publication			5	5
IB21KLTI-1010 COMPLEMENTARY COMPETENCE					**75**
IB21KLTI-1011 Financial Management					**15**
LI00BI12	Management Accounting				0
LI00BI13	Corporate Finance				0
LI00BI14	Financial Planning				0
IB21KLTI-1012 Digital Marketing					**15**
LI00BI15	Digital Marketing				0
IB21KLTI-1013 International Supply Chain Management					**15**
LI00BI34	Procurement & Production Operations Management and Development				0
LI00BI35	Distribution Management and Development				0
LI00BI33	Current and Future Trends of Supply Chain				0
IB21KLTI-1014 Supply Web Development					**15**
LI00BI36	Toolkit for Supply Chain Development				0
LI00BI37	SAP ERP Systems				0
LI00BI38	Supply Chain Optimisation and Lean Thinking				0
IB21KLTI-1015 Market Orientation					**10**
LI00BI89	Breaking into Asian Markets				0
LI00BI90	Fundamentals of Professional Selling				0
IB21KLTI-1016 International Business Operations					**15**
LI00BI91	Internationalisation Process				0
LI00BI92	International Economics				0
LI00BI93	International Marketing				0
IB21KLTI-1017 Specialisation Studies					**15**
LI00BJ58	NIBS Case Competition, International Business Strategy				0
LI00BJ59	Ethics, Environment and Business				0
LI00BJ60	GetEmployed - Työllisty!				0
AY00CC38	Entrepeneurship Experience				0

IB21KLTI-1001 CORE COMPETENCE: 135 ECTS

IB21KLTI-1002 Common Core Competence: 25 ECTS

LA00BE73 English for Work: 3 ECTS

Learning outcomes
The student is able to
- recognise the different sources and tools to help them improve their English skills
- gain confidence and manage in written and oral communication situations required in professional studies and in the work life
- describe their education and qualifications
- understand the terminology and concepts of their own field

LA00BF20 Swedish language, Oral Communication: 1 ECTS

Learning outcomes
The student is able to
- express and justify their opinions
- use the key terminology of their own field
- tell about their education, work experience and duties e.g. in job-seeking situations
- present a company of their own trade

LA00BF21 Swedish language, Written Communication: 2 ECTS

Learning outcomes
The student is able to
- use the key terminology of their own field
- tell about their education, work experience and duties e.g. in job-seeking situations
- write a job application
- obtain information related to their own field of studies in Swedish e.g. on the Internet
- use online dictionaries

LA00BF19 Finnish for Foreigners 1: 3 ECTS

Learning outcomes
The student is able to
- identify and use the vocabulary and phrases for common everyday situations
- tell about themselves and understands basic questions
- read and write sentences.

Previous knowledge of Finnish language is not required.

LA00BF22 Professional communication: 4 ECTS

Learning outcomes
The student is able to
- plan and produce grammatically correct texts
- write an article or an essay that fulfils the criteria of a scientific text related to their own field of studies

- perform actively in professional group communication situations
- retrieve information from a variety of sources and evaluate it critically

LA00BF23 Developing professional competence 1: 2 ECTS

Learning outcomes
The student is able to
- plan their own learning and cooperate in situations related to their own field of studies
- recognize their own competence and the needs to develop them further and to plan their career path observing them
- act as a group member
- operate in the learning environments of Lahti UAS
- picture their own field of studies and its future skills
- give feedback on tuition and services and thus participate in the development of education

LA00BQ92 Developing professional competence 2: 2 ECTS

Learning outcomes
The student is able to
- utilize various learning opportunities in curriculum
- recognize and aim their own competences to be in level with the future career requirements
- create a study plan that supports the future career goal
- give feedback on tuition and services and thus participate in the development of education

LA00BQ93 Developing professional competence 3: 1 ECTS

Learning outcomes
The student is able to
- identify themselves as a learner and develop their own learning skills
- evaluate innovative or alternative future competences required in their own field
- recognize and aim their own competences to be in level with the future career requirements
- masters the professional concepts of their own field and is able to point out their competencies during job recruitment processes
- give feedback on tuition and services and thus participate in the development of education

LA00BF24 Research and development: 5 ECTS

Learning outcomes
The student is able to
- obtain, utilise and assess R&D-related information and their sources critically
- follow the rules of ethical principles applied in all research activities
- use the most typical research and development methods of their own field
- write a scientific report and is familiar with the requirements for language and style and how to document the sources

LA00BF27 Anticipating future trends: 5 ECTS

Learning outcomes
The student is able to
- anticipate the changes in their own operational environment
- utilise the futures research materials produced by national and international societies in their own field of studies
- use the terminology and methods of futures research in the research and development of their own field

IB21KLTI-1003 Professional Core Competence: 110 ECTS

IB21KLTI-1004 Project management and networking: 15 ECTS

LI00BJ68 Project management: 5 ECTS

Learning outcomes
The student is able to
- apply creative problem solving
- plan, implement and evaluate a project
- use the methods and participatory tools used in project management

LI00BR12 Digital tools: 7 ECTS

Learning outcomes
The student is able to
- use spreadsheet, text and presentation applications
- process and produce images and other visual material
- script out, record and edit a video

LI00BR13 Personal Branding: 3 ECTS

Learning outcomes
The student is able to
- recognise, create and act in networks
- negotiate and act in meetings
- visualise their own skills

IB21KLTI-1005 Business models and processes: 20 ECTS

LI00BJ44 Supply network: 5 ECTS

Learning outcomes
The student is able to
- describe the supply network entity and understand its role in a company's profitability
- use the methods applied in the development and monitoring of a supply network

LI00BJ45 Accounting: 5 ECTS

Learning outcomes
The student is able to
- take care of the accounting of a small company and draw up the financial statements
- understand the principles of VAT
- recognise how product costs are formed and apply this knowledge in the analysis of company profitability

LI00BJ46 Managerial work: 5 ECTS

Learning outcomes
The student is able to
- recognise the key prospects of HRM and labour legislation
- find solutions for successful team operation
- communicate effectively in a work community

LI00BJ47 Customer relations and marketing: 5 ECTS

Learning outcomes
The student is able to
- determine the key concepts of marketing and customer-oriented business
- identify the phases of a marketing and sales process
- recognise customer needs and understand their significance for the success of a company

IB21KLTI-1006 Transforming ideas into business: 15 ECTS

LI00BJ51 Fundamentals of business law and economics: 5 ECTS

Learning outcomes
The student is able to
- recognise the key juridical risks and opportunities when planning business operations
- describe the causes and effects for internal and external problems in economics
- describe the reasons and consequences of economic fluctuations and the central channels of influence in economic policy

LI00BJ52 Profitable enterprise: 5 ECTS

Learning outcomes
The student is able to
- use business mathematics methods applied in business activities
- draw up profitability calculations and budgets for business operations
- explain the value of entrepreneurship

LI00BJ53 Successful business: 5 ECTS

Learning outcomes
The student is able to
- assess competition and market conditions
- recognise business opportunities
- plan and demonstrate distinctive business activities
- acknowledge customer- and user-friendly approaches when planning business operations

IB21KLTI-1007 Think Big - Global approach to business: 15 ECTS

LI00BJ70 Global Communication in Business: 5 ECTS

Learning outcomes
The student is able to
- identify aspects related to global corporate communication
- understand the communication process in purchasing and sales
- communicate both orally and in writing in different kinds of communication situations
- conduct meetings and negotiations in a global business environment

LI00BJ71 Presentation and Public Speaking Skills: 5 ECTS

Learning outcomes
The student is able to
- prepare and deliver business presentations in English
- become aware of different techniques used in presentations
- understand the role cultural aspects play in presentations

LI00BJ72 Global Business Opportunities: 5 ECTS

Learning outcomes
The student is able to
- analyse global success stories and identify success factors
- become aware of and understand how a country's culture influences national and individual mode of thinking and behaving
- become aware of cultural differences in global business

IB21KLTI-1008 Practical Training: 30 ECTS

LA00BO06 Practical Training: 10 ECTS

Learning outcomes
The student is able to
- describe work-related phenomena and use related concepts
- act in a productive way, following the practices of the workplace and the ethical principles of the profession
- use the techniques, work methods, models and processes that they have learnt
- act in a customer-oriented way in interactive situations in the workplace and in the cooperation network

- evaluate and develop their own competence int the work done in practical training

LA00BO07 Practical Training 2: 10 ECTS

Learning outcomes
The student is able to
- describe work-related phenomena and use related concepts
- act in a productive way, following the practices of the workplace and the ethical principles of the profession
- use the techniques, work methods, models and processes that they have learnt
- act in a customer-oriented way in interactive situations in the workplace and in the cooperation network
- evaluate and develop their own competence int the work done in practical training

LA00BO08 Practical Training 3: 10 ECTS

Learning outcomes
The student is able to
- describe work-related phenomena and use related concepts
- act in a productive way, following the practices of the workplace and the ethical principles of the profession
- use the techniques, work methods, models and processes that they have learnt
- act in a customer-oriented way in interactive situations in the workplace and in the cooperation network
- evaluate and develop their own competence int the work done in practical training

IB21KLTI-1009 Thesis: 15 ECTS

LA00BO09 Thesis planning: 5 ECTS

Learning outcomes
The student is able to
- apply the acquired theoretical knowledge to the problems and phenomena of the working life
- solve problems, organise and perceive wholes
- work interactively, tenaciously and systematically
- work according to the practices of their own line of trade
- gather information and evaluate sources critically - report their work orally, in writing and visually

LA00BO10 Thesis research and writing: 5 ECTS

Learning outcomes
The student is able to
- apply the acquired theoretical knowledge to the problems and phenomena of the working life
- solve problems, organise and perceive wholes
- work interactively, tenaciously and systematically
- work according to the practices of their own line of trade
- gather information and evaluate sources critically - report their work orally, in writing and visually

LA00BO11 Thesis publication: 5 ECTS

Learning outcomes
The student is able to
- apply the acquired theoretical knowledge to the problems and phenomena of the working life
- solve problems, organise and perceive wholes
- work interactively, tenaciously and systematically
- work according to the practices of their own line of trade
- gather information and evaluate sources critically - report their work orally, in writing and visually

IB21KLTI-1010 COMPLEMENTARY COMPETENCE: 75 ECTS

Courses included in the study module
You can find Complementary competence courses from separate "Complementary competence courses taught in English, Bachelor's Degree, 17S-" Curriculum.
In addition, you can choose Professional Core Competence courses of other Bachelor's Degree Programmes as Complementary competence courses.

IB21KLTI-1011 Financial Management: 15 ECTS

LI00BI12 Management Accounting: 5 ECTS

Learning outcomes
The student is able to
- produce cost-volume-profit analyses
- explain the role and function of cost accounting and apply the cost data in price setting
- prepare and interpret budgets
- apply management accounting practices in making business decisions

LI00BI13 Corporate Finance: 5 ECTS

Learning outcomes
The student is able to
- find sources of finance for a company
- apply investment appraisal methods when making decisions
- use methods of international payments
- hedge against financial risks

LI00BI14 Financial Planning: 5 ECTS

Learning outcomes
The student is able to
- draw up financial forecasts
- solve managerial and financial problems at strategic level with the help of real life cases and appropriate
tools

IB21KLTI-1012 Digital Marketing: 15 ECTS

LI00BI15 Digital Marketing: 15 ECTS

Learning outcomes
The student is able to
- explain the role of the digital marketing strategies of successful businesses
- recognise the features of different channels/platforms related to a company's objectives
- create an effective, target-group oriented marketing plan for engaging digital customers
- apply social media as strategic and tactical tool for various marketing purposes
- design active content and marketing communication material according to an integrative marketing strategy
- utilise various analytical tools
- develop web content using basics of search engine optimisation
- appreciate the juridical aspects of digital marketing

IB21KLTI-1013 International Supply Chain Management: 15 ECTS

LI00BI34 Procurement & Production Operations Management and Development: 10 ECTS

Learning outcomes
The student is able to
- describe the meaning of procurement and production operations activities for a company's business and competitiveness
- develop an organisation's procurement and production operations activities
- apply legal risk management related to supply chain

LI00BI35 Distribution Management and Development: 10 ECTS

Learning outcomes
The student is able to
- explain the whole distribution chain from the beginning to the final delivery
- describe the interconnection between inbound, in-house and outbound logistics
- explain the essential issues of transport laws, Finnish national Transport Law and International Conventions

LI00BI33 Current and Future Trends of Supply Chain: 5 ECTS

Learning outcomes
The student is able to
- recognise the current issues and future trends in supply chains and logistics worldwide
- analyse research and case information and apply it within the field of international logistics and supply chains

IB21KLTI-1014 Supply Web Development: 15 ECTS

LI00BI36 Toolkit for Supply Chain Development: 5 ECTS

Learning outcomes
The student is able to
- describe the significance of a supply network in achieving company competitiveness and customer benefit
- exploit the tools of supply network development

LI00BI37 SAP ERP Systems: 5 ECTS

Learning outcomes
The student is able to
- describe the principles of an integrated ERP system
- use the SAP ERP system in a company's order/supply chain management

LI00BI38 Supply Chain Optimisation and Lean Thinking: 5 ECTS

Learning outcomes
The student is able to
- describe the principles of linear optimisation
- structure, analyse and solve commercial problems using linear optimisation
- describe the values, principles and goals of Lean activities
- apply Lean principles and tools in a chosen real process

IB21KLTI-1015 Market Orientation: 10 ECTS

LI00BI89 Breaking into Asian Markets: 5 ECTS

Learning outcomes
The student is able to
- develop an understanding of Asian countries' role and status in the global economy
- develop an understanding of the core factors related to economic, political, legal, technological, environmental, and cultural environments of a chosen Asian market
- develop an understanding of the business environment of the chosen Asian market, its opportunities and challenges

LI00BI90 Fundamentals of Professional Selling: 5 ECTS

Learning outcomes
The student is able to
- recognise what professional selling is and what areas of expertise are included in it
- acquire understanding of different personality types and recognise them in others
- gain a rudimental understanding on how to tailor their sales approach according to each type
- tailor their selling process so that it matches the buying process of the customer

IB21KLTI-1016 International Business Operations: 15 ECTS

LI00BI91 Internationalisation Process: 5 ECTS

Learning outcomes
The student is able to
- acquire an understanding of how to evaluate a firm's readiness to internationalise and create international competitiveness
- acquire an understanding of market selection process and entry mode options
- develop skills to use decision-oriented framework when evaluating and choosing between different strategic options

LI00BI92 International Economics: 5 ECTS

Learning outcomes
The student is able to
- recognise the different levels of economic integration
- describe the basic mechanism of foreign exchange market
- explain the problems of developing countries in the world market

LI00BI93 International Marketing: 5 ECTS

Learning outcomes
The student is able to
- apply appropriate tools to critically identify and establish a new collaborative international market opportunity
- utilise strategic thinking to approach and develop a contemporary international market opportunity, including tactical choices about product, pricing, distribution channel and communication
- create and present an innovative solution to their strategic international market opportunity and address the relevant risks

IB21KLTI-1017 Specialisation Studies: 15 ECTS

LI00BJ58 NIBS Case Competition, International Business Strategy: 5 ECTS

Learning outcomes
The student is able to
- read cases, solve cases and present solutions
- apply critical thinking skills to complex business problems
- develop skills to identify and evaluate key issues, generate and evaluate possible solutions to the problems, recommend solutions and communicate these in an effective manner

LI00BJ59 Ethics, Environment and Business: 5 ECTS

Learning outcomes
The student is able to

- critically analyse and evaluate information in relation to corporate responsibility and sustainable development
- implement ethical, social and environmental aspects into the corporate strategic decision-making and into practice
- resolve complex social and environmental business matters

LI00BJ60 GetEmployed - Työllisty!: 5 ECTS

Learning outcomes
The student is able to
- recognise their own competences and create professional goals and professional identity
- recognise the practices and the rules of Finnish work life and create useful contacts and networks for the future career
- demonstrate mastery of the job application process, creating job application documents (application, CV, video CV) and acting during a job application process

AY00CC38 Entrepeneurship Experience: 10 ECTS

Learning outcomes
The student appreciates his/her competence and recognizes and uses entrepreneurship competences. He/she gains experience of utilizing the communication and organization skills required in team and project work and learns to improve them. The student may test a business idea in practice.

The learning objectives (emphasized by the student's goals, interests and contemporary project opportunities)
- Innovation skills and planning (ideation, teamwork, business model)
- Team and project working skills (communication, organization, planning, implementation, control)
- Designing the company (networking, idea validation, action plan)
- Running the company for real and collecting feedback (facing the client, evaluation of the idea)
- Future plans and evaluation (developing the idea, collaboration, planning future steps)