

TURKU

Name of the Course/link to the Study Guide	Description/Content
International business	
KVY, Introduction to International Business	The course acquaints students with the key concepts and phenomena of international business and provides an overview of the topic.
MENY2, Philosophy of Science and the Scientific Research Process	The course familiarizes students with the scientific theory building, the forms of scientific explanation, the accumulation of scientific knowledge, and the nature and stages of the scientific research process. The central themes of the course include selecting the research topic, formulating a research problem, structuring the research report, source criticism, trustworthiness, search and collection of data, conduct of conceptual research, philosophical foundations of research, theoretical framework, choice of research and analysis methods, conduct of analysis, and interpretation and reporting of results.
KV1, International Business Management	The aim of the course is to develop students' knowledge and understanding of international business core theories related to planning, organisation, implementation and control of business operations from a management perspective. The students' readiness to analyse and apply this knowledge in real-life type situations is also developed through case work. After completing the course the students are able to: (1) describe and explain challenges imposed on business decision makers operating in an international business context, (2) explain and compare related courses of action regarding internationalisation, market selection and entry, and the organisation and management of international business operations, (3) analyse the strategic choices, operations and organisation of given situations, (4) apply theories, frameworks and tools of international business strategy to develop a plan of action for a real-life situation and context of a given case organisation, (5) communicate the findings and recommendations in international business management in a convincing, professional way.
KV2, Business Intelligence and the Global Business Environment	After the course a student knows how to observe changes in the global business environment. A student also knows the basics of market creation and market shaping. A student knows how to apply futures research methods to collect and interpret data to understand and drive changes in international markets. The course has an important role in helping students to become tomorrow's global leaders by showing how foresight can be embedded in business intelligence. This enables students to see how companies can influence markets by having a systemic understanding of a changing business environment.

KV4, Exports and SME Internationalisation	<p>After the course the students are familiar with the business environment, operations, strategic choices and behaviour of internationalizing small and medium-sized enterprises (SMEs). During the course a commissioned group assignment, a real-life internationalization plan, will be prepared to a case company. Each year the case will focus on a different SME. The assignment consists of information searching, problem solving and making of justified strategic and operational suggestions to the case company following its internationalization aims.</p>
KV6, Multinational Corporations and Foreign Direct Investment	<p>The aim of the course is to provide students with understanding on various aspects of multinational corporations' (MNC) foreign direct investments (FDI) and their decision-making process on FDI. The course focuses on decisions related to why, how and where to make FDI. During the course, students will also acquire knowledge and understanding on the role of MNCs and FDI in the global economy. After the completion of the course, students should be able to (1) describe the basic theories explaining FDI and understand MNCs' various motives for FDI; (2) describe and compare the different entry and establishment modes of FDI and understand various factors affecting companies' choices on them; (3) understand factors influencing the location choice of FDI; (4) describe and understand the impact of FDI on host countries; and (5) describe and analyze current trends in global and regional FDI flows. The course will develop students' independent learning, written communication, and analytical skills.</p>
KV30, Managing Across Cultures	<p>During the course the students learn about the different concepts and theories of culture, and theories closely related with culture in international business. These will be discussed in varying context such as multinational enterprises, small and medium sized enterprises, and firms in varying lifecycles. The students also learn how to apply culture in international business strategy. The course includes a practical team work where students use the theories to analyze the cultural strategies of existing companies.</p>
KVS1, International Business Strategy	<p>The course builds on four fundamental views on strategy: (1) the resource-based view of the firm; (2) industrial organization; (3) transaction cost economics; and (4) institutional theory. These levels of analysis are applied to the internationalization of the firm in general and how Multinational Corporations emerge and sustain. Subsequently students are required to synthesize these conceptual ideas to generate explanations and possible courses of action for the international development of firms, in specific (i.e. multinational corporations, small and medium-sized, early internationalizing firms, non-profit organizations). The course has the objective to take students' understanding of core IB concepts to a higher level, focusing on application and analysis and striving to develop capabilities for developing own knowledge on the subject. In addition this course is designed with a strategy-as-practice perspective in mind, to also</p>

	substantially contribute to other learning objectives associated with successful organizations. For instance the management, organization and leadership needed to run effective strategy development teams. This contributes to enhance students' transferable skills towards the students' intra- and inter-personal abilities needed for a fruitful career in international business and organizational life.
KVS8, Intercultural Marketing Management	The course covers broadly the major issues in global marketing management both in business-to-consumers and business-to-business marketing. The course deepens students' knowledge on customers in international marketing context, on various international marketing channels, and on marketing communications in a cross-cultural context. Issues related to e.g. international brand management and international business networks are discussed.
KVS9, International Entrepreneurship	The course familiarizes students with theories and concepts related to international entrepreneurship (IE). After completing the course, the students are able to critically assess the presented international entrepreneurship theories and choose an appropriate theory for problem solving. They can also combine different IE related concepts and theories and apply them when analyzing and solving real-life phenomena and cases.
KVS13, New Challenges of Global Business	The aim of the course is to provide the student with capabilities to manage the companies in high-risk environments. New approaches and solutions are analysed for operating in developing and conflict-prone areas. The economics and business of the climate change is the newest topic to be discussed. Also the challenges of Latin America as a business region are analyzed.
Supply Chain Management	
LOG3, Purchasing and Supply Management	The aim of the course is to make the participating student fluent in the fundamental concepts and tools of purchasing and supply management, and to develop student's analysis and decision making skills in this area. After the course, students will have acquired the theoretical knowledge base needed for successfully undertaking key procurement tasks.
LG213009, Principles of Shipping Economics	The aim of the course is to provide the student an overview of maritime and shipping industries and to develop student's understanding on shipping markets, economics of shipping and the shipping industry. After completing the course, the student will understand the role and significance of maritime transport as part of the international economy, the interaction of different stakeholders in the shipping industry, the logic of key shipping markets such as liner shipping and tramp shipping and the principles of revenue models in shipping and how they are utilized in decision making of different stakeholders.

LOGS20.2/TMS49, Trade and Transport Facilitation	<p>First, the student will gain a good understanding of the type and scope of Trade and Transport Facilitation (TTF) work in developing and emerging economies. Second, the student will gain access to the available and relevant public domain information sources in preparing a TTF country analysis, and that (s)he can critically assess the quality of available information in this context. Third, (s)he will gain basic skills to independently conduct aggregate level country analyses as desktop research.</p>
Geography of Economics	
TMe2, Globalisation and Corporate Responsibility	<p>After the course, students will be expected to: Be familiar with the basic concepts of corporate (social) responsibility and how it continues to evolve in the increasingly globalized world, Understand the content and aims of the United Nations' 2030 Agenda for Sustainable Development (hereafter, the SDGs), Identify the future opportunities and possible challenges facing the company practices across the globe using the SDGs in shaping the corporate strategies and operations</p>
TMSe2, Climate Change and Trade in the Global South	<p>Course objectives:</p> <ul style="list-style-type: none"> • Explain key concepts, theories and methods of international trade in the context of the Global South • Examine critically the contemporary trade policies and implementation in their application in pursuit of climate change adaptation and mitigation in the Global South • Provides critiques to the existing trade responses and roles of multi-stakeholders to climate change • Recommend trade policy strategies related to climate issues using existing theoretical critiques and analysis from the provided course materials
Management and Organisation	
JO13, Responsible Management	<p>The course aims to provide a basic understanding of why responsible management matters, and what business sustainability consists of. To this end, the course deals with central and topical issues related to business sustainability including sustainability and sustainable development, corporate social responsibility (CSR), sustainability reporting, environmental management & management systems, sustainable business models, stakeholder engagement, sustainable consumption & social movements and business ethics. In parallel, the course seeks to offer students an appreciation of the means through which sustainable change can be achieved or inhibited, be it via individual or collective action. The role of business and industry in building a more sustainable society is addressed. The course seeks to spark critical change agency within the participants toward building a better future. In addition to the examination and class discussions, students compare in teams sustainability strategies of two multinational firms and try out a sustainability related change in their daily life.</p>

<p>JOS1, Advanced Organizational Behavior</p>	<p>Organizational behavior focuses on how individuals, groups and organizations interact in order to accomplish their goals. This interaction and related organizational context such as social networks and leadership bring both opportunities and challenges for people and groups in the workplace. Organizational context is in many ways related to people’s job performance, learning, motivation and well-being as well as how group processes such as co-operation and leadership unfold over time. In turn, how people and groups accomplish their goals may have important consequences for organizational processes such as effectiveness and innovation. Furthermore, evidence-based management tries to increase the relevance of research knowledge about organizational behavior in the organizations and workplaces. Major topics include i) evidence-based management; ii) Informal and formal social processes in the workplace such as social networks, employee voice and leadership development; iii) Individual characteristics and processes like job performance, motivation, and well-being; iv) Organizational processes such as recruitment and organizational socialization.</p>
<p>JOS2 Strategy Across Industries</p>	<p>1. S/he can identify the main theoretical approaches to strategic management in different industrial and business settings. 2. S/he recognizes the different opportunities and constraints that different types of business settings pose for the strategic management of firms. 3. S/he is aware of how current understanding of strategic management emerges from systematic and rigorous empirical research. 4. S/he understands how the research ideas and findings discussed can be applied in the strategic management of firms and other organizations.</p>
<p>JOS4 Managing Change</p>	<p>1. An appreciation of the drivers, contexts, typologies and nature of change. An understanding of the philosophies, theories and thinkers on change. A critical awareness of the variety of approaches to managing, intervening and evaluating (a) ongoing change and (b) change initiatives. Sensitivity to the variety of emotional and social implications of change. Maturity to appreciate one’s own relationship and approach toward change, and one’s impact on change, be it in societal or organizational settings. An appreciation of the means of engaging others amidst change and developing thriving organizations. Ability to think, judge and act independently and with creative wit in times of change. Appreciation of how to lead oneself amidst change.</p>
<p>JOS6 Firms in Sustainability Transitions</p>	<p>The course bears three learning objectives. For one, course participants will learn to read, interpret, and further employ academic articles related to business sustainability. For another, course participants will have the opportunity of applying these learnings into practice via company and sector-based case assignments, completed in teams. Third, course participants will have the opportunity of reflecting on the question of sustainability agency – whose role and responsibility is sustainability in businesses and firms?</p>

JOS7 Contemporary Issues in Management I	Course focus on some subfield or on questions of particular interest in management and organisation.
JOS8/TJS14 Advanced Strategic Management in the Digital Economy	The aim of this module is to introduce participants to the shifting strategy landscape facing contemporary firms in the digital era.
JOS9 Readings in Management and Organization	The objective of this course is to offer participants an in-depth appreciation of one expertise area within the broad disciplinary base of management and organization.
JOS11/KVS21 Global Business Ethics	Conceptual issues of global ethics: current and future challenges. Finding common ground on different forums of discussion. Solving wicked global problems like climate change, artificial intelligence, and genetic engineering. Globalization of professional ethics and company codes of ethics. Ethical leadership and implementation of values. Creating behavioral change. Presentation seminar.
JOS20 Location-specific Studies in Management and Organisation	The aim of the course is to enable students to develop an individual and conscious understanding on a specific location and its institutional environment, emphasizing for instance on the cross-cultural dimension. Students develop their own approach to analyze a new environment and to evaluate the process of immersing into it over an extended period of time, for instance during an international student exchange. This can then be applied to explore what are the implications to management and organization, whether from an individual, managerial or organizational or institutional perspective?
YRSe2 Value Creation and Business Models	After attending the course students have learned about the significance of value in the business context. Students will be able to understand and explain the process of value creation. They can also analyse and design business models to create, deliver and capture value. The course is relevant to those students who are interested in learning about the core commonalities and differences between entrepreneurship, marketing and strategic management.
KVS1 International Business Strategy	The course has the objective to form students' strategic mindsets and cognitive capacities in regard to the question: What determines success and failure of the internationally operating firm? Upon completion the student shall be able to apply strategic thinking and frameworks and analyze firms actions in different contexts; in addition the course design strives to help students develop their capabilities of evaluation in regard to strategies and strategic action and to become a creative force in the generation of international business strategies. Besides that the course takes a strategy-as-practice approach which is designed to train students inter- and intrapersonal capabilities, such as developing effective communication, decision making and work in multinational teams, which are important for a meaningful career. It is highly recommended that students participate in the interactive sessions throughout the course as the learning approach constructs on individual level, building on the knowledge you already have.

MAS12/KVS3 Strategizing in Business Networks	<p>This course provides students with an advanced understanding of how to manage and strategize in the context of business networks. After attending the course, students are familiar with the latest theoretical developments in the field and are able to apply this knowledge to solve concrete business challenges.</p>
FUTUS4 Strategic Corporate Foresight	<p>Students critically understand the various contexts, aims and practices of strategic foresight. They are able to apply this knowledge in different organizational settings and processes. Students are equipped to explicitly consider and analyse the relationship between futures studies and business practice.</p>
Accounting and Financing	
LR07 Corporate Responsibility Reporting	<p>The purpose of the course is to introduce contemporary aspects in the theory and practice of corporate responsibility reporting. Upon completion of the course, the students will understand why companies are reporting on social and environmental aspects of their activities, how responsibility reporting is practiced and also to critically assess the quality of responsibility reports.</p>
LRS12 Advanced Strategic Management Accounting	<p>The aim of this course is to deepen participants' knowledge about strategic management accounting (SMA) with regard to advanced professional tasks of corporate management. After completing the course, participants will be able to identify core issues related to successful design of SMA, how they may be applied in the various phases of strategy work, and what performance effects, be they positive or negative, the use of such systems may have.</p>
LRS13 Advanced Management Control Systems	<p>The primary aim of this course is to refresh and deepen participants' knowledge about management control systems (MCS) which includes the following objectives: (1) be familiar with key concepts, frameworks and literature; (2) understand the need and effects of MCS; and (3) enhance the ability to evaluate and design MCS.</p>
LRS31/KTS16/TKMS14 Asset Pricing and Portfolio Theory	<p>This course deepens students' skills in understanding and using portfolio theory as well as advanced asset pricing theories. Students are able to apply and test theories in practice and to understand their limits.</p>
LRS34 Financial Econometrics	<p>Students learn how to test financial theories, models and hypotheses using econometric methods. Students have the ability to evaluate empirical research in finance.</p>
LRS5 Advanced Financial Accounting	<p>This course will strengthen and deepen student's theoretical base on financial statement information - their determinants and analyses. Student's knowledge to analyze financial statement information in various analyzing situations, such as firm valuation and credit analysis, will be strengthened.</p>

Entrepreneurial Business	
YRY, Introduction to Entrepreneurial Business	This course focuses on entrepreneurial processes in different types of organizations. Through these processes organizations generate new business activities, products, services and value to customers. During the course business related problems are identified and new business solutions are developed.

Economics	
KT4/KV13 International Economics	At the end of the course the student is expected to be able to: recognize the traditional theories of trade, identify the impacts of trade on welfare and factors of production, identify the impacts of tariffs and evaluate the economic implications of free trade.

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Entrepreneurial Business (Pori)	
PYR11/PJO20/PMA43 Entrepreneurial Opportunities	Upon completion of the course, you: 1) will understand what an entrepreneurial opportunity is and how it differs from an idea; 2) are familiar with the opportunity identification or creation processes; 3) are able to evaluate feasibility of entrepreneurial opportunities; 4) know how to develop opportunities and start acting upon them; 5) will have developed deeper understanding of the importance and applicability of enterprising behavior to own life in different contexts (e.g. work, family, leisure).
PYR22 Social Entrepreneurship	In this course you will learn how to address social problems by employing entrepreneurial solutions. You will recognize how social entrepreneurship operates as a tool for forming and exploiting societal issue to create social change. After the course you will understand what social entrepreneurship means and how it compares to commercial entrepreneurship, and how social challenges can be addressed with entrepreneurial solutions. You will be able to identify the sources of different of social enterprises and their challenges, and compare social entrepreneurship with corporate social responsibility.
PYR14 Special Studies in Entrepreneurship	The course is relevant for students who are inspired to gain an in-depth look at a topic of their interest within the scholarly field of entrepreneurship. The course supports students' academic skills and enhances their knowledge in entrepreneurship.
PYR10 Venture Creation	The aim of the course is to familiarize you with the theories and key themes in venture creation and enable you to compare them to experience-based view of entrepreneurship. After the course you are able to consider and analyze key issues in launching and running new ventures. You will identify individual, organizational, and environmental factors influencing venture creation. After the course your abilities for academic work are enhanced.

Accounting (Pori)	
PLR11 Accounting Trends and Corporate Social Responsibility	Upon completion of the course the student is able to recognise trends and developments, which affect the field of accounting. The student understands how accounting and corporate reporting are connected to corporate social responsibility related issues. The student gains experience from effective team working, discussion and presentation.

Economics (Pori)	
PKT3 Economics of the Public Sector	This course investigates the role of the public sector in the market economy. The course provides an overview of public expenditure and taxation. After the course, students should be able to explain why government intervention is needed, how it influences the behaviour of the private sector and what the welfare effects of different policy choices are.
PKT9 Environmental Economics and Natural Resources	The three themes that run through this course are efficiency, optimality and sustainability. After the course students should be able to explain why and how environmental problems are also economic problems, how natural and economic systems are interrelated and associated to socio-economic welfare. Students also can recognize the essential tools for efficient and effective environmental policy.

Corporate Law (Pori)	
PYJ11/PMA44/PJO26 Responsible Business	The student understands the relationship between business law and business ethics. The student learns to understand and evaluate ethical questions related to responsible business. The student can critically evaluate the role of businesses in the global business environment.

Marketing (Pori)	
PMA2, Service Marketing	After taking the course, students understand the reasons for the rise of the service economies in the Western countries during the last few decades. The students are able to recognize the processes of servitization required for transforming manufacturing firms into the service business and to identify the essential tools through which manufacturers can transform into service providers. In addition, the students are able to apply the concepts of service logic and service management and to use current academic research and business practice both in the team assignments as well as in the exam. Moreover, the students are able to analyze and interpret the nature of the service profit logic and customer-focused outside-in management.
PMA40, Localized Study Project 2-6	The aim of the course is to provide students opportunity to develop an individual and conscious understanding on a specific location and its institutional environment, emphasizing for instance on the cross-cultural dimension. After passing the course the student has a detailed understanding of a business context based on an analysis

	thereof and insights related to her/his main subject generated through experiential learning combined with written reflection. The more specific learning goals for the course will be agreed on an individual bases in a learning agreement.
Master level studies:	
PMAS18, Localized Study Project	The course provides students opportunity to develop an individual, conscious and critical understanding on a specific location and its institutional environment, emphasizing for instance on the cross-cultural dimension. After passing the course the student has a detailed understanding of a business context based on an analysis thereof and insights related to her/his main subject generated through experiential learning combined with written reflection. The more specific learning goals for the course will be agreed on an individual bases in a learning agreement.
MAS11, Business Market Management	This course provides students with an advanced understanding of how firms create competitive advantage in business markets through value-based business strategies. After attending the course, students are familiar with the latest theoretical developments in the field and are able to apply this knowledge to solve concrete business challenges.
PMAS15 Professional Project	After completing the course, the student is able to identify a company's or organisation's marketing development needs and is able to evaluate the needed tools and methods for the development. The student is able to choose and apply research and expert knowledge to practical development cases and is able to create new solutions to development problems. As a team member, the student is able to use skills needed for project work and is able to plan, organise and implement a concrete development project. The student is capable of cooperating constructively with the project owner. The student is able, in a professional manner, to present the results of the project to the project owner. After completing the development project, the student is able to write a coherent and logical project report based on good scientific practice.
PMAS16 Strategic Marketing of Professional Services	After finalizing the course, the student possess knowledge about how to adapt a company's offering of professional services to react to changes in the business environment of professional services. The student is able to identify and analyze different scenarios of future changes in the business environment and their impact on marketing strategies.

Information system science (Pori)	
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PTJ31 E-Business and Electronic Services	<p>Course focuses on business models that make it possible to take advantage of the potential that internet provides for commercial use. Student understands challenges and problems related to development of e-Business and electronic services.</p>
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Management (Pori)	
JOS9, Readings in Management and Organization	<p>The objective of this course is to offer participants an in-depth appreciation of one expertise area within the broad disciplinary base of management and organization.</p>