

# **Course Catalogue for Erasmus students - 2023-24/2**

# SKIB101 Academic Skills 1

#### ECTS credits: 4

### Aims of the module

To equip students with the essential study skills required for successful study in a university environment. To enable students to understand the importance of independent learning in higher education and to develop their reading and writing skills, using appropriate strategies, for collecting information, organising ideas, planning writing and structuring paragraphs.

#### Indicative assessment scheme

Coursework: 100 Exam: 0

#### **Indicative content**

- Learning styles
- Self management (time management, reflective skills)
- Basic research skills Selecting and using on-line and off-line sources
- Reading effectively
- Taking control of the writing process
- Developing paragraphs

# SKIB109 Academic Skills 2 (BU4)

#### ECTS credits: 4

## Aims of the module

Building upon the Academic Skills 1 module, the module further develops processing (critical reading and thinking) and productive (critical writing) skills. Students will have the opportunity to apply their writing, referencing, and information management skills to a more extended research paper with a view to preparing them to successfully complete written assignments in other courses of their programme. Because the ability to critically assess, advance, and substantiate claims is central to participating both in a tertiary education and in a real-life business context, emphasis will be placed on identifying, analysing, and evaluating the arguments put forward in sources located by the student and the ways in which these may be used to support a coherent argument and on communicating effectively both in a written and an oral form.

#### Indicative assessment scheme

Coursework: 100 Exam: 0

- Finding and evaluating sources of evidence
- Critical selection, interpretation, and noting of source material
- Identifying cogent arguments, fallacious arguments, and non-arguments
- Recognising underlying assumptions and implicit arguments

# ACCB101 Accounting for Managers (BU)

# Aims of the module

To introduce students to the use of accounting information for both external and internal purposes. Students will be made familiar with the basics of financial accounting and the requirements of external reporting. Following this a detailed introduction to management accounting will be offered, which aims to develop students' understanding of the role of accounting in the management of a business organisation and the techniques used in assisting the management of organisations in planning, control and decision-making activities. Students will also be given an opportunity to apply the techniques learnt on the module.

### Indicative assessment scheme

Coursework: 60 Exam: 40

#### **Indicative content**

- Accounting: External and Internal Needs
- The Balance Sheet and the Double Entry Bookkeeping Principle
- The Income Statement and the Statement of Changes in Equity
- Cost Accounting Cost Classification, Definitions
- Cost Allocations, Absorption and Marginal Costing, ABC Costing
- Cost-Volume-Profit Analysis
- Standard Costing and Variance Analysis

# FINB111 Advanced Banking

#### ECTS credits: 3

#### Aims of the module

The Advanced Banking module translates the theoretical lessons of the Great Financial Crisis into the everyday practice of modern banking. It gives a comprehensive survey about the modified economic and regulatory environment of banks, with special regard to risk and capital regulation and customer protection. Through case studies students will get deep insight in various fields of modern banking (risk management, digitization, private banking etc.). Teaching method is PBL (problem based learning), i.e., during the lessons reading annual reports and financial statements student will be able to analyse bank business modes.

#### Indicative assessment scheme

Coursework: 100 Exam: 0

- The Great Financial Economic Crisis lessons to be learnt
- The new Basel principles: liquidity and capital regulation. Consumer protection and MIFID II.
- Standards for corporate governance, internal audit, compliance, remuneration principles
- Risk management and lending cycles
- Fintech (digitalization) the new revolution. Private banking: reshaped under pressure
- Post crisis central banking and the new financial landscape

# FINB103 Banking and Risk Management

# Aims of the module

To introduce students to the business function and structure of the banking industry and extending that knowledge to management of financial risk. The module also aims to facilitate analysis of the operation of commercial banks, to identify different strategies determining different sizes, goals, customer and business bases. Students will also be enabled to identify the financial risks that can emerge through the nature of the business and to recognise similar risks existing in normal trading and manufacturing organisations. Students will also be given the opportunity to study management issues involved in avoiding substantial losses made as a result of inadequate financial management.

As such the course will be of practical use to those students entering the Financial Services industry as well as users of the services of that industry. The underlying emphasis in the teaching will be based on providing an understanding of the theoretical foundations thus linking into economics, investments, trade and risks.

### Indicative assessment scheme

Coursework: 50 Exam: 50

- Bank Strategy and Organisational Structures
- Financial Structures of Banks and Operating Performance for Financial Institutions
- Management of Financial Risks
- Financial Risk Exposures and Management
- Capital Adequacy: Measures, Rules and Their Effects
- Credit Risk
- Quantifying and Reporting of Financial Risks

# PSYB101 Behavioural Economics

# ECTS credits: 4

# Aims of the module

To enable students to compare and contrast the fields of psychology and economics: psychology giving an insight into the laws of human behaviour, whereas economics formalizes the rules and models the actors' behaviour;

To provide clarification of the intersection of psychology and economics

To deliver understanding of how behavioural (psychological) factors moderate the microeconomic models in explaining decisions.

### Indicative assessment scheme

Coursework: 100 Exam: 0

### **Indicative content**

- The link between psychology and economics
- Bounded Rationality
- Preferences, Choice and Utility and the Prospect Theory
- Heuristics, Context and Biases
- Intertemporal Decision Making and Procrastination
- Emotion, Affect and Social Psychology
- Relative Considerations, Social Preferences, Justice and Happiness
- Anomalies—Inconsistencies with Mainstream Economic Theory

# MANB101 Business Ethics (BU)

ECTS credits: 4

#### Aims of the module

To enable students, through teaching the basic concepts and theoretical frameworks of Business Ethics and analysing a variety of ethical dilemmas and wrongdoings, to critically evaluate individual and organisational behaviour and business processes from an ethical perspective. In so doing the module hopes to nurture the development of future ethical managers capable of acting with integrity and contributing to managing responsible organisations.

#### Indicative assessment scheme

Coursework: 100 Exam: 0

- Ethical issues in Business Ethics: the organisation and its external environment
- Individual and organisational values shaping behaviour
- Ethical decision-making
- Theoretical frameworks of Business Ethics
- Managing ethical companies and the benefits of ethical behaviour

# FINB107 Business Planning (BU)

# Aims of the module

Writing a business plan is a key step to business development or entrepreneurial processes. The key aim of this Module is to deliver understanding of how to write a comprehensive business plan and provide an opportunity to do so. Students will be guided through the activities fundamental to this activity such as: substantial research and analysis work; examination, evaluation and organization of related materials; and structuring and presenting the findings. Students will then get the opportunity to present the plan in class.

## Indicative assessment scheme

Coursework: 100 Exam: 0

- Introduction, 5 reasons why you need a Business Plan
- Business planning in practice Market Analysis
- Market research and Industry Analysis
- Marketing Plan (including products and services)
- Operations (including Management and ownership)
- 1st Consultation
- Financial Planning
- Financing and financial analysis
- 2nd Consultation
- Completing the Business Plan
- Pitch training
- Group Presentations
- Final Presentation of the Business Plan

# **BPSB101** Business Policy and Strategy (BU)

# Aims of the module

To introduce some of the core issues in strategy and strategic management

To develop strategic thinking

To study and differentiate between various theories on strategy and to critically evaluate key strategic concepts.

To develop a comprehensive understanding of decisions made about the businesses a company is engaged in and the competitive approaches that businesses may employ.

To enable students to appreciate and analyse issues of organisational culture and structure as well as the contribution to stakeholders that inform strategic decision-making.

To deliver an appreciation of the challenges involved in the implementation phase through a hands-on simulation experience.

### Indicative assessment scheme

Coursework: 100 Exam: 0

- Introduction to strategic management and stakeholders' expectations
- Strategic position: analysis of the external and internal environment
- Analysis of competitive advantage and business strategies
- Corporate and international strategies, organisational culture and structure
- Strategy development, implementation and evaluation

# MANB109 Change Management (BU)

# Aims of the module

to explore the conceptual foundations of current theories and practices dealing with the management of change

to study and to recognize various forms of organizational changes

to develop a comprehensive understanding of the change process

to enable students to appreciate the importance of overcoming resistance to changes

to acquaint students with the successful instruments and methods of managing changes

to develop awareness and sensitivity to individual and organizational changes

to deliver a basic understanding of change communication skills

to study and enable students to differentiate between the tasks of managers and leaders in the change process

### Indicative assessment scheme

Coursework: 100 Exam: 0

- Intro to Organizational Change. Models, Theories of Change (Classification), Analytical Approaches
- Transforming Organizations: Why Do Firms Fail? The Change Process. Role of Managers and Leaders.
- The Process of Implementation of Strategic Change. Organizational Change and Culture.
- Managing Resistance to Organisational Change (Force Field Analysis).
- Facilitating Personal Development within Organizations: Coping with Organizational Change.
- Concept and Practice of Learning (Holographic) Organizations. The Art of Change Communication.

# **MANB108** Communication Contexts in Business

## Aims of the module

- To develop students' business communication skills further
- To enable students to "fine-tune" their interpersonal communication skills
- To facilitate improvement in oral and written business communication expertise

To familiarise students with aspects of both external and internal corporate communication channels To develop creativity, precision and eloquence in all business genres, skills of which are essential for effective managers

To prepare students for the world of work by analysing various corporate communication modes and events

#### Indicative assessment scheme

Coursework: 100 Exam: 0

### **Indicative content**

- Analysis of the environment of the communicative event (roles, aims, channels)
- Interpersonal communication skills and oral genres
- Planning, drafting and revising written business genres
- Credibility, tone, style and etiquette in positive, neutral and social business messages
- Applying creativity to internal and external communications
- Reworking messages for different aims and audiences

# SKIM122 Communication in Practice

#### ECTS credits: 5

#### Aims of the module

The module aims to develop learners' oral communication skills. With a view to this aim, the module focuses heavily on presentation skills. Students will have to identify a business scenario and deliver a presentation in a specified business context. Apart from presentations, negotiation skills are also within the focus of the module.

#### **Indicative assessment scheme**

Coursework: 100 Exam: 0

- Building trust
- Active listening skills
- Negotiation
- Audience analysis
- Visual aids
- Delivery

# **ARTB118** Contemporary Galleries (BU)

# Aims of the module

The module takes a close look at the operation of the current international for profit art world. The entire for-profit art world is explored in this subject; however, the focus is on for-profit galleries. The gallery system in specific countries are explored. The mechanisms of the art market are dealt with within the art industry and, through case studies and business models it is investigated how might a successful art gallery be run in the 21st century.

#### Indicative assessment scheme

Coursework: 100 Exam: 0

#### **Indicative content**

- The institutional system of arts
- The artist and the gallery world; contracts between artists and galleries
- The non-profit and the for-profit galleries
- The art market and its components
- The art fair as a special participant of the market
- The business structures of profit-oriented galleries
- The artist's career from the point of view of marketing

# HRMB102 Contemporary HRM Tools

# ECTS credits: 5

### Aims of the module

The aim of the module is to provide students with a contemporary and practical knowledge of human resource management. The module focuses on various tools used by HR practitioners to enhance the efficiency of the HR policy implementation in today' business environment.

#### Indicative assessment scheme

Coursework: 100 Exam: 0

- People Resourcing and HR Planning
- Job descriptions and Job evaluations
- Recruitment Tools
- Selection Tools
- Performance Management Tools and 360 degree feedback
- The HR Balanced Score-Card
- Coaching
- Succession planning
- HR Information Systems

# FINB116 Contemporary Issues in Finance

# Aims of the module

The module aims to provide students with an up-to-date picture of the most recent development in the field of finance. The topics listed here are subject to constant re-evaluation in order to offer students a glimpse into the most current issues. Students are expected to actively participate in the discovery of these new subjects through independent research and active class discussions.

### Indicative assessment scheme

Coursework: 100 Exam: 0

# **Indicative content**

- Digital payment systems: payment technology innovations enabling financial inclusion
- The basics of web3, a decentralised internet
- Decentralised finance: Understanding and managing the risks
- Deep dive into blockchain: navigating the blockchain to research data and uncover risks
- Fintech business models
- Traditional insurance and Internet based new insurance models
- Crypto and central bank digital currencies: impact on the central banks
- Orthodox and unorthodox financial policies and their effect
- Behavioural finance and its impact on the rational markets

# FINB102 Corporate Finance (BU)

## ECTS credits: 8

## Aims of the module

The module aims to introduce students to the main theoretical concepts underlying the financial decisions of a firm, particularly those related to its financing and the use of its funds. Student learning will be facilitated by putting these issues into a practical context.

## Indicative assessment scheme

Coursework: 50 Exam: 50

- Introduction to risk and return
- Capital asset pricing model and weighted average cost of capital
- Debt policy; the Modigliani–Miller Theory
- How corporations issue securities and how to price these securities
- Basics of international financial management
- Basics of options

# SKIB105 Decision Making Skills

# ECTS credits: 4

## Aims of the module

The aim of this first year module is to provide an introduction to the different decision-making situations and to the various techniques used in them. The goal is to familiarise students with the context in which decisions are taken, to make them understand what uncertainty is and why it's important and how the quantity and scope of the information gathered impacts the quality of the actual decision making process.

#### Indicative assessment scheme

Coursework: 100 Exam: 0

#### **Indicative content**

- The decision making situation
- Decision matrix, decision tree, T-Charts and other tools
- Present, future and expected values
- Cost-benefit analyses
- Strategic situations, multi-person decisions
- Asymmetric information

# DIPB103 Diplomatic Protocol (BU)

#### ECTS credits: 3

#### Aims of the module

To acquaint students with the major rules of behaviour in the international political, diplomatic and business life

To develop understanding of customs and personal conduct of people in different countries/cultures To increase students' self-confidence in official, formal and informal contacts

To facilitate efficient interpersonal communication and successful negotiations in business and/or diplomacy

To familiarise students with the rules of protocol of public appearances

To develop the skills necessary to organise protocol events

#### Indicative assessment scheme

Coursework: 100 Exam: 0

- Etiquette and protocol situations: state protocol, diplomacy, business, public life, everyday life
- Manners and etiquette in personal encounters. Etiquette of public appearance
- Personal encounters, titles and addresses. The role of national symbols in diplomacy
- Rules and practice of written diplomatic and business communications
- Protocol of standing and seated diplomatic events. Order of precedence, seating arrangements
- Preparations for diplomatic events

# HRMB103 Diversity Management

# Aims of the module

This module aims to critically evaluate the complexities of managing a diverse workforce, and how diversity and inclusion (D&I) policies and practices can be implemented effectively in business organisations. The module looks at issues such as the meaning of equality and non-discrimination, diversity and inclusion, theories and concepts, dimensions of diversity such as gender, race and ethnicity, sexuality, age, disabilities and cultural background, the business case for D&I, and the links of diversity management initiatives to HRM, Global Talent Management, as well as Corporate Social Responsibility.

## Indicative assessment scheme

Coursework: 100 Exam: 0

- What is equality, discrimination, diversity and inclusion? Raising Awareness
- Understanding diversity in the labour market: labour market segregation and inequality
- Diversity in the workplace
- Theoretical and policy approaches to equality and diversity
- Planning and implementing diversity management at the workplace
- Diversity and organisational performance
- Linking Diversity Management to HRM, Global Talent Management, and Corporate Social Responsibility

# MANB106 Entrepreneurship

# ECTS credits: 4

**ECTS credits:** 

7

### Aims of the module

This module offers an opportunity to focus on and actively engage in the processes involved in the development of business ideas. The module will enable students to recognise and use the competences and skills needed for the start-up of a new business in a simulation exercise. The module will also provide students with understanding of how to finance a Micro Business or SME and how to prepare a business plan.

#### Indicative assessment scheme

Coursework: 100 Exam: 0

#### **Indicative content**

- Module Introduction: The Entrepreneurial Perspective
- The Socio-Economic Context of Micro Businesses and Small Firms
- The Entrepreneurial Mind-Set
- The Business Idea and Opportunity Analysis
- Strategy of Micro Businesses and Small Firms
- Start-up: Theory, Practice and Policy
- Start-up: Making it Happen, the Role of Venture Capital
- Start-up: Control and Decision Making
- Developing the Business Plan
- SME and Micro Business Growth: Take-Off and Success
- Entrepreneurial Innovation

# INTB132 EU Institutions and Policies (X1)

#### Aims of the module

To deliver a holistic understanding of the EU's institutional set up, decision-making mechanisms and the most important common policies. The module will also examine the challenges facing the EU now and in the future and the need for reforms. The module will also enable students to develop a critical approach towards the functioning and the policies of the EU.

#### Indicative assessment scheme

Coursework: 50 Exam: 50

- Pre-history of European integration
- Developments on the basis of the Treaties (deepening) and enlargements
- The institutional set up and decision-making mechanisms of the EU
- The EU budget
- EU policies: competition policy, customs union, external trade policy, single market, etc.

# ARTB140 Film Industry (BU4)

# ECTS credits: 4

#### Aims of the module

Introduce students to the basic concepts of film production, distribution and exhibition. Introduce students to the important institutions and the financial and legal environment of the field.

#### Indicative assessment scheme

Coursework: 100 Exam: 0

#### **Indicative content**

- Introduction the basic components and the legal environment of film industry
- International models of the motion picture industry a historical overview
- Changing institutions: comparing recent production models
- Motion picture projects 1: from script to completion (preproduction, production, postproduction)
- Motion picture projects 2: from finding sponsors to marketing, distribution and exhibition
- Financing a movie sources, accounting, escrow

# FINB101 Finance for Managers

#### ECTS credits: 7

### Aims of the module

The module will deliver the basic elements of finance needed by managers. It will cover the history of finance, personal finance, financial markets. Students will also be introduced to the concepts of Net Present Value and company-specific application of the financial budget.

#### Indicative assessment scheme

Coursework: 50 Exam: 50

- History of money
- Basic concepts of accounting
- Financial Analysis using financial Ratios
- Personal Finance
- Financial markets and financial instruments (basic valuation of bonds and stocks)
- Net Present Value and its applications
- Company specific application of the financial budget
- Company financing: funding options available

# FINB105 Financial Management (BU)

# Aims of the module

To provide students with an understanding of how businesses operate and how accounting and finance functions support businesses in achieving their objectives.

To develop an awareness in students of current issues in financial markets and the possible effect these may have on a business's finances.

#### Indicative assessment scheme

Coursework: 100 Exam: 0

# **Indicative content**

- Review and Detailed Analysis of Financial Statements
- Analysing Business Cash flows and their impact on Business Operations
- Liquidity and Business Planning
- Logic of DCF valuation and value drivers
- Project Analysis

# FINB136 Financial Markets (X0)

### ECTS credits: 4

## Aims of the module

To develop a comprehensive understanding of the role of different financial institutions in financial intermediation. To study the similarities and differences among the functions and the business model of financial intermediaries and financial service providers. To deliver an understanding of the reasons for and the basics of regulation of different financial institutions.

## Indicative assessment scheme

Coursework: 100 Exam: 0

- Financial intermediation and financial markets the big picture
- Banks: interactions and roles in the global economy
- Institutional investors: actors, roles and their real weight
- Investment service providers
- Introduction of exchanges, online platforms, new fintech developments and solutions
- Mortgage Market, Energy Commodity

# ACCB102 Financial Reporting

# Aims of the module

The aim of the Module is to provide the skills and knowledge necessary for students to analyse, interpret and criticise accounting information, both internal and external. The module aims to build on knowledge acquired previously and continue the discussion of accounting results in the dual structure already seen in the Accounting for Managers module, i.e. both financial and managerial accounting issues will be discussed in this module.

#### Indicative assessment scheme

Coursework: 100 Exam: 0

- The Elements of Financial Statements: Producers, Customers and the Caveats
- Financial Statement Analysis: What You Can Learn From Externally Published Accounts
- Relevant Costing for Decision-making
- Budgeting and Budgetary Control
- Performance Measurement

# ECOM122 Foundations in Economics 2

# Aims of the module

The module continues the previous introductory studies in economic thinking: it aims to prepare students for entrepreneurship. In the first half of the semester, the economic and legal aspects of entrepreneurship are discussed, and the main calculations and statements required for financial planning are introduced. In the second half of the semester, we will look at the macroeconomic environment of entrepreneurship and the impact of public economic policies. The aim is to make students better informed about macroeconomic issues. On the other hand, to be able to interpret macroeconomic trends and news; to recognise economic policy developments and to be able to react to changes affecting their business.

#### Indicative assessment scheme

Coursework: 100 Exam: 0

- Business start-up and investment decisions. Time preference, risk and interest
- The economics of organising. Incentives and wages
- Basic indicators of the operation of the enterprise: balance sheet, cash flow, P&L
- Macroeconomic objectives, indicators, tools. The causes of economic fluctuations.
- Credit economy, credit market. Monetary policy of the central bank
- The instruments and mechanisms of fiscal policy. The issue of public debt.
- Inflation and unemployment. Anti-inflationary policy.
- International trade, balance of payments, exchange rate systems.
- Global processes, fair trade. Types of economic integration. Eurozone.
- The Hungarian economy in the light of opportunities, constraints and economic policies
- Alternative approaches. The basic income debate. Local money experiments around the world
- The impact of economic policy, taxation, inflation and exchange rates on businesses.

# HRMB141 Fundamentals of HRM

# ECTS credits: 5

## Aims of the module

The purpose of this module is to provide an insight into how people can be effectively managed at work.

Students will be encouraged to think about events occurring in organisations from a human resources perspective and to help develop strategies for managing these events. An understanding that there is no "correct" way of managing human resources in organisation will be delivered and that in fact there are alternative managerial approaches to particular areas of HRM. Students will be introduced to ways to analyse the various costs and benefits typically associated with any given approach.

#### Indicative assessment scheme

Coursework: 50 Exam: 50

#### **Indicative content**

- The Strategic Importance of Managing and Planning Human Resources
- Recruiting and Selecting Employees to Fit the Job and the Organisation
- Training and Developing a Competitive Workforce
- Conducting Performance Management and Designing Compensation Systems
- Managing Human Resources of Global Organisations

# CULB112 Historical and Global Dimensions

#### ECTS credits: 3

### Aims of the module

The aim of the course is to present "change and continuity" in the historical development of states, looking in particular at three aspects: 1. economic change 2. political change and 3. social change.

#### Indicative assessment scheme

Coursework: 100 Exam: 0

- Geographical discoveries, colonisation and Europe's rise
- Ethos changes: reformation and religious tolerance, scientific revolution
- Social changes: rule of law, modern democracy
- Rise of capitalism, industrial revolution
- War and peace times throughout history

# TURB134 Hospitality Management (BU4)

## Aims of the module

Hospitality management is a rapidly developing field. The aim of the course is to prepare students to become successful managers of hotels and resorts who perceive changes as opportunities rather than hurdles and who are well-equipped to make informed decisions in the context of international markets, operations, and economic conditions. Various management principles and techniques will be examined and evaluated as part of the learning experience.

#### Indicative assessment scheme

Coursework: 100 Exam: 0

#### **Indicative content**

- Overview of the hospitality industry
- Managing crisis situations in the hotel industry
- Cultural challenges of international hotel management
- Profit maximization techniques
- From traditional to contemporary principles of management Leadership in the 21st century

# HRMB142 HRM for Managers

#### ECTS credits: 7

#### Aims of the module

The purpose of this module is to provide an insight into how people can be effectively managed at work.

Students will be encouraged to think about events occurring in organisations from a human resources perspective and to help develop strategies for managing these events. An understanding that there is no "correct" way of managing human resources in organisation will be delivered and that in fact there are alternative managerial approaches to particular areas of HRM. Students will be introduced to ways to analyse the various costs and benefits typically associated with any given approach.

#### Indicative assessment scheme

Coursework: 60 Exam: 40

- The Strategic Importance of Managing and Planning Human Resources
- Recruiting and Selecting Employees to Fit the Job and the Organisation
- Training and Developing a Competitive Workforce
- Conducting Performance Management and Designing Compensation Systems
- Managing Human Resources of Global Organisations

# SLH201 Hungarian as a Foreign Language 1

### Aims of the module

#### **Indicative assessment scheme**

Coursework: 100 Exam: 0

### **Indicative content**

# ITLB101 Information and Communication Technology ECTS credits: 7

#### Aims of the module

This module introduces students to the technical basics of Information Technology like computer hardware, software and networking tools.

Basic skills in using office automation software packages) and searching the Internet will be delivered, with a focus on personal information management, word processing and presentations.

#### Indicative assessment scheme

Coursework: 60 Exam: 40

- Computer hardware, software and ergonomics
- Computer networks, mobile computing
- Data security
- Information Systems, File Management
- Creating presentations, Managing documents
- Managing Personal Information
- Online software solutions

# SKIB107 International Negotiations

## Aims of the module

To enable development of communication strategies needed for effective international business negotiations

To facilitate students in widening their repertoire of interpersonal communication skills for a global business environment

To familiarise students with the art and phases of negotiating, and the communication strategies involved in the process

To deliver the critical thinking, analytical and business problem solving skills needed for effective crosscultural business negotiators

To prepare students for working in a dynamic international business setting by practising strategies and tactics of cross-cultural negotiations

#### Indicative assessment scheme

Coursework: 100 Exam: 0

### **Indicative content**

- The nature of international business negotiation in the 21st century
- Strategies and tactics of distributive bargaining and integrative negotiation
- Planning, perception, cognition and emotion in business negotiations
- Developing cross-cultural awareness
- Taking account of ethical considerations
- Defusing conflict, mitigation and third-party intervention

# DIPB102 International Organisations and Multilateral ECTS credits: 6 Diplomacy

#### Aims of the module

To introduce students to the intricacies and challenges of multilateral negotiations and the role they play in the international environment. To deliver a critical understanding of the functions of the different international organisations, about the way they operate and the impact they make on the international arena.

#### Indicative assessment scheme

Coursework: 100 Exam: 0

- Historical and theoretical background
- The legal basis, structure and decision making processes of principal international organisations
- The UN and its specialised agencies
- Multilateral diplomacy in the field of security, arms control and disarmament
- The WTO, the IMF and the World Bank: historical background, roles and functioning
- Continental organisations and regional integrations

# LAWB132 International Public Law

# ECTS credits: 5

# Aims of the module

The module aims to present a panorama of public international law, which covers principles and rules that govern the relations between states and their interactions with other international actors. The module will cover the traditional major topics in this field such as the sources and subjects of international law, the jurisdiction of states, international law and the use of force, and the relationship between international law and the internal law of states. It will also address newer themes in international law such as the international law of human rights and international criminal law. The module is designed to give students a global understanding of the rules governing international relations and, ultimately, provide them with practical skills in legal reasoning and argumentation, research and writing on international issues.

#### Indicative assessment scheme

Coursework: 60 Exam: 40

#### **Indicative content**

- The development and characteristics of international law
- Sources of international law
- States as subjects of public international law
- International organizations on a global level
- Various aspects of international law

# INTB104 International Security

## ECTS credits: 4

#### Aims of the module

This module provides students with an introduction to security in international relations, enabling students to critically examine issues around the threat and use of force; the meaning of security and peace; and the key institutions and mechanisms for achieving security in world politics.

#### Indicative assessment scheme

Coursework: 100 Exam: 0

- Realism and International Security
- Causes of Conflict
- New Wars and Failed States
- Terrorism and Security Governance
- Traditional Security versus Human Security
- The Institutional Structure

# CULB101 Introduction to Arabic Culture and Language ECTS credits: 3

# Aims of the module

The module aims to familiarize students with the most important features and qualities of Arab culture, history, religion, art and tradition, knowledge of which is considered essential when doing business with the Arabs or in the Arab countries. There will be some language input introduced in the module, highlighting the distinctive written and oral features of the Arab language and some basic Arabic phrases will also be taught.

Please note: As a general rule, students are not allowed to take the module pertaining to their own culture.

#### Indicative assessment scheme

Coursework: 100 Exam: 0

- Introduction to the course; the Arab culture
- A general history of Islam
- Islamic art and music as a means of cultural exchange
- The status of woman in Islam and the Arab culture
- Language class (1)
- Europe and the Arab-Islamic World
- Money and interest in the Muslim World
- Intercultural communication and business etiquette
- Language class (2)
- Arab countries in the Middle East
- Arab countries in North Africa
- Language class (3)

# CULB102 Introduction to Chinese Culture and Language

# Aims of the module

The module aims to familiarize students with the most important features and qualities of Chinese culture which are essential information when doing business with the Chinese, or in China. Some language input will also be introduced in the module highlighting the distinctive written and oral features of the Chinese language and some basic Chinese phrases will also be taught. Please note: As a general rule, students are not allowed to take the module pertaining to their own culture.

# Indicative assessment scheme

Coursework: 100 Exam: 0

- Geography, climate, economy, transportation
- Population, ethnicities, government
- Language 1: the characteristics of written language
- History: dynasties and the Mao Era
- Religion and philosophical beliefs
- Language 2: characteristics of oral language
- Culture and customs
- Basic cultural differences (Guanxi, Mianzi, reciprocity, etc.) & the relationship with foreigners
- Language 3: greetings and introductions
- Business delegations & the Chinese business meeting; business etiquette
- The Chinese banquet
- Language 4: some important words and phrases

# CULB106 Introduction to French Culture and Language ECTS credits: 3

# Aims of the module

The module aims to stimulate students' curiosity about French language and culture and to develop their awareness of cultural differences in general. The module also aims to familiarise students with the key elements of the geography, history, economy and culture of French-speaking countries and provide an overview of their impact on contemporary European culture and civilization. The module will provide some basic knowledge of the French language to aid survival when travelling in or doing business in French speaking countries. Please Note: As a general rule, students are not allowed to take the module of their own culture.

### Indicative assessment scheme

Coursework: 100 Exam: 0

- Geographical overview
- History
- Population
- Economy and politics
- Culture arts
- Impact on contemporary civilisation
- Interpersonal communication and business etiquette
- Basic French: the most important locutions and expressions

# CULB103 Introduction to Japanese Culture and Language

# Aims of the module

The module aims to familiarize students with the most important aspects of Japanese history, culture, and business life, which are essential knowledge for doing business with the Japanese, or in Japan. Some language input is introduced in the module, highlighting the distinctive written and oral features of the Japanese language. The module will also introduce students to some basics in the Japanese language.

The module will examine all the background factors that might influence negotiation, and tries to give an insight into the way the Japanese people negotiate, revealing the hidden dynamics of Japanese business behaviour. The module will also give an overview of Japanese negotiation strategies and sets out guidelines for more effective negotiations with the Japanese.

Please Note: As a general rule, students are not allowed to take the module of their own culture. Students will acquire some basic Japanese language and will also understand the historical and, economic background of Japan which has shaped the way of thinking and living of the Japanese people until the present times. Students will have a wider perspective on the various branches of the Japanese business life. Students will be able to understand the thinking behind doing business with Japanese business partners.

### Indicative assessment scheme

Coursework: 100 Exam: 0

- Language 1: The Japanese language
- History of Japan
- Economy of Japan
- Language 2: greetings and introductions
- Japanese business organizations
- Preparing for negotiation
- Decision making in Japan
- Language 3: some important basic words and phrases

# MKTM121 Introduction to Marketing

## Aims of the module

This module aims to give an introduction to the marketing concept and an exploration of the principles and practices of marketing. The module is designed to provide an overview which can be used by non-specialists who may be required to oversee or manage marketing functions.

#### Indicative assessment scheme

Coursework: 50 Exam: 50

### **Indicative content**

- The Concept of Marketing Satisfying Customer Needs
- Marketing Strategy (STP)
- Consumer Behaviour, Purchasing Patterns
- Marketing Research Managing Market Information
- The (Extended) Marketing Mix 4Ps (7Ps)
- Product & Services and Brands
- Pricing
- Marketing Channels
- Distribution
- Marketing Communication

# DIPB111 Introduction to Political Science

ECTS credits: 3

#### Aims of the module

The primary aim of this General Orientation Option (GOO) module, is to serve both as an introductory module for the selected programme and also to broaden the students' general knowledge. This module aims:

- to give first-year students a grasp of the main conceptual approaches, schools, methods, and subdisciplines in Politics.
- to critique common assumptions and understanding of political institutions and processes
- to provide a foundation of the kind of analytical skills they will require in subsequent years.
- to familiarize students with key subject areas within political science

#### Indicative assessment scheme

Coursework: 100 Exam: 0

- Introduction: What is Politics?
- Political Systems and Tendencies
- Political Legitimacy and the Historical Rise of the State
- Legislature, Executive, and Judiciary
- The Politics of Equality and Group Differences
- Citizen Participation and the State: Parties, Interest Groups, and Elections

# CULB105 Introduction to Russian Culture and Language

# ECTS credits: 3

# Aims of the module

The module aims to provide a clear understanding of broad aspects of Russian business and social culture, which are considered essential knowledge for doing business with Russians, and in Russia. The module will also present a geographical, political, and economic overview of the country, and familiarize students with the most important features of Russian and Soviet history. Students will also be introduced to basic elements of the Russian language.

Please Note: As a general rule, students are not allowed to take the module pertaining to their own culture.

### Indicative assessment scheme

Coursework: 100 Exam: 0

### **Indicative content**

- Russia today: political and social aspects
- History of Russia from ancient times to the Russian Federation
- Geographical overview: Moscow and St Petersburg
- Russian cultural heritage
- Russian business culture and etiquette
- Basic Russian language

# **ARTB110** Introduction to Visual Culture

#### ECTS credits: 3

## Aims of the module

The primary aim of this General Orientation Option (GOO) module, , is to serve both as an introductory module for the selected programme and also to broaden the students' general knowledge. The 21st century is dominated by a culture of images. Visual cultural studies explore how the images that surround us project different world-views, value-systems and interpretations of our reality. The module will enable students to map the chain of meanings behind visual imagery by looking at the different kinds of imagery that surround us (painting, sculpture, photography, advertising, film), revealing the complexity of human creativity, the world of fantasies and the power of images.

#### Indicative assessment scheme

Coursework: 100 Exam: 0

- What is visual culture?
- Visual culture and the arts
- What is an image?
- Interpreting visual culture
- Images of different cultures

# FINB104 Investments (BU)

# ECTS credits: 5

# Aims of the module

To provide an introduction to the investment and securities business and a range of financial products. To deliver a theoretical background on valuation of different securities, portfolio management and risk management and increase the range and depth of knowledge about financial markets and their participants.

### Indicative assessment scheme

Coursework: 60 Exam: 40

# **Indicative content**

- Financial instruments, markets and actors
- Efficient Market Hypothesis, conditions and resulting equilibrium. The behavioural critique.
- Pricing bonds and managing bond portfolios
- Equity valuation: macro environment, DCF and ratio-based approaches
- Derivative instruments, forwards, futures and options
- Fund management and portfolio performance evaluation

# FINB110 IT Skills for Finance

### ECTS credits: 3

## Aims of the module

This module provides an insight into how computers can be used in financial calculations and provides the opportunity to apply these calculations to solve practical problems.

The module will provides assistance for the calculations of the Investments module and that of the Financial Markets, as well as for solving case studies in all the other financial subjects.

#### Indicative assessment scheme

Coursework: 100 Exam: 0

- Introduction to Financial Modelling
- Advanced Excel Features
- How to Build Good Excel models
- Time Value of Money
- Financial Planning and Investments
- Calculations for Financial Statements
- Financial Statements Forecasting
- Mid-term test
- Bond Pricing and Duration, Portfolio Management
- Calculating Options
- Binomial Option Pricing
- Analysing Market History

# LAWB101 Legal Environment for Managers

# Aims of the module

The module aims to provide practical knowledge for future managers by focusing on business issues involving legal aspects, and by raising students' awareness of legally relevant issues.

# Indicative assessment scheme

Coursework: 50 Exam: 50

### **Indicative content**

- Sources and system of law
- The making, the execution and the enforcement of law
- Entities (individuals and organizations) and property in business
- The law of contract
- Labour law

# ECOB131 Management and Business Context 1 (X0) ECTS credits: 7

### Aims of the module

The aim of the module is to get a broad insight into the world of business through highlighting the key layers.

#### Indicative assessment scheme

Coursework: 100 Exam: 0

- Sustainability in the context of business,
- Leadership, organisational culture
- Balance sheets and finance basics
- Conversing with markets and customers
- Layers of the business environment; markets, competition, SWOT analysis

# **ECOB102** Management and Business Context 2

**ECTS credits:** 

7

### Aims of the module

The module aims to provide insights in general economic issues that managers and businesspeople face in their day-to-day operations. Students will be encouraged to reflect on the complexity of each issue, to weigh advantages and disadvantages of possible solutions to an economic problem and to learn more about the lessons of some cirtical economic events and decisions.

#### Indicative assessment scheme

Coursework: 50 Exam: 50

#### **Indicative content**

- Economic growth, its sources and alternatives
- Patterns of sustainable and unsustainable economic growth
- The role of the State: impact of economics on government policy and vice versa
- Taxation: macro policy and micro reactions

# ITLB102 Management Information Systems

#### Aims of the module

This module combines theory and practice. The theoretical part introduces students to the nature and purpose of information systems. It provides knowledge of the types of information systems used in business, their components and their relationships to the organisations they are applied within. It also offers an overview of the process of systems development along with the relevant security issues. The practical part will focus on spreadsheets (MS Excel or equivalent) and their usage for basic managerial decision making. In addition, students will also be given an opportunity to take part in exercises with a database management package (MS Access or equivalent) enabling them to experience how information systems can support business operations.

#### Indicative assessment scheme

Coursework: 50 Exam: 50

- Business processes and operational information systems
- Collaboration systems and knowledge management
- Decision support systems & business intelligence
- Social media information systems
- Systems development, computer system evaluation and acquisition
- Security of information systems
- EXCEL: terminology, basic functions, data sort and filter, charts, statistical functions, goal seek
- ACCESS: data manipulation in a sample database, generating queries, forms and reports

# ARTB142 Managing an Art Project

# ECTS credits: 5

### Aims of the module

To deliver a hands-on experience of creating a cultural event from conception to completion To enable students to critically review the stages of the making of an artistic/cultural project To provide an understanding into the various currently operating art managerial organisational structures

To facilitate students in financing cultural projects

#### Indicative assessment scheme

Coursework: 100 Exam: 0

#### **Indicative content**

- Overview of various organisation strutures of the art world
- Non- and for-profit organisations
- Funding artistic/cultural projects
- Budgets, proposals, sponsorship
- Stages of realisation of artistic/cultural projects

# TURB133 Managing Tourism Functions (BU5)

#### ECTS credits: 5

#### Aims of the module

This module delivers an understanding of the roles and tasks involved in managing tourism functions in various destinations, including crisis management in Tourism. In addition, an overview of the role of Tourist Information Centres and Visitor Centres is provided in the context of managing and communicating the tourism product. The module will also examine the various stakeholder frameworks that govern the management of the industry on a global, national and local level. Students will be given an opportunity to consider particular issues resulting from tourism development, with investigation of good and bad practice.

#### Indicative assessment scheme

Coursework: 100 Exam: 0

- Issues confronted by NGO's in tourism development
- Crisis & disaster management in tourism destinations
- Economic problems & terrorism
- Dynamic & constantly changing industry background
- The role of Tourist Information and Visitor Centres
- Significant current event input & analysis

# MKTB101 Marketing (BU)

# ECTS credits: 7

## Aims of the module

This module aims to give an introduction to the marketing concept and an exploration of the principles and practices of marketing. The module is designed to provide an overview which can be used by nonspecialists who may be required to oversee or manage marketing functions.

#### Indicative assessment scheme

Coursework: 100 Exam: 0

### **Indicative content**

- The 4 Ps
- The other 3Ps (Service Marketing)
- Ethical marketing
- Elements of Marketing Research
- Segmentation, Targeting & Positioning
- Pricing
- The Marketing Plan
- Branding, Integrated Marketing Communications
- International Marketing Decisions
- Business To Business Marketing
- Retail Marketing

# MKTB133 Marketing of Services (X0)

#### ECTS credits: 4

#### Aims of the module

To deliver an understanding of the need for a differentiated approach to services marketing, as compared to the marketing of manufactured goods. This module highlights the differences in approach through an examination of the theory and extends into practical application of the concepts discussed. The course will provide details of the special characteristics of services marketing with Branding and Customer Care being brought into sharper focus, and the whole issue of the customer interface being analysed and developed in theory and practice.

#### Indicative assessment scheme

Coursework: 100 Exam: 0

- Characteristics of services compared to manufactured goods; the 7 ps
- Service design and servicescape
- Scripting of the service encounter
- Issues of performance and quality
- Loyalty and complaint handling
- Effective capacity management

# ARTB116 Music and Performing Arts Management ECTS credits: 4

# Aims of the module

The aim of this module is to provide students a basic knowledge of music and performing art management, including financing, promotion and marketing. Skills are transferable, yet the focus is on the various players and roles in the music industry. Aside from obtaining knowledge about the mechanisms of the industry, during the semester students get a chance to experience what it means to work in these positions in real life. In the seminars the numerous players and forums of the music industry are explored, and in the assignment students practice how to make an actual band become part of the music scene.

### Indicative assessment scheme

Coursework: 100 Exam: 0

- Music and Performing Arts Module introduction
- Industry Structure Players, roles, figures
- Management, PR, Booking, Promotion, Distribution main jobs in the entertainment business
- Rights Management
- Recording Industry
- All about Social Media guest lecture
- Live Scene Festivals, club-scene, events, venues
- Associations, Initiatives in Europe, funds, financial support
- Cooperation between dance-music-theatre
- International career Sustainable career
- Mental state
- NFT, bitcoin, cryptocurrency in entertainment business

# ITLB106 Operations Management

# Aims of the module

This module examines the role of operations in implementing business policy and their relationship with other business functions. It provides a forum for discussion of how operations are designed, planned, controlled and improved. Students will also be provided with the opportunity to use some important quantitative and qualitative tools of operations management.

### Indicative assessment scheme

Coursework: 100 Exam: 0

# **Indicative content**

- Introduction to Operations Management
- Process selection, Layout Planning and Capacity Planning
- Logistics and Supply Chain Management
- Inventory Management
- Operations Planning and Control Systems
- Quality Management

# MANB135 Organisation Development (BU4)

#### ECTS credits: 4

# Aims of the module

To deliver in-depth knowledge of the models, concepts, theories and techniques of Organisation Development (OD);

To enable students to understand organisation development as a perspective and how it enhances effectiveness;

To introduce different intervention types;

To enable students to realize when OD is necessary, and through theoretical founding support them in proper application of the different techniques;

To prepare students for the realization and application of organisation development programs, to help students become successful agents of change;

To develop awareness of the factors influencing OD;

To prepare students for the evaluation of change.

#### Indicative assessment scheme

Coursework: 100 Exam: 0

- What is OD Perspectives, Values and Philosophy, the role of the OD consultant
- Models of Change Management
- Process of Organisation Development
- Designing and Implementing Planned Changes
- Types of Interventions and Intervention Strategies
- Problems and Issues in OD
- Evaluation of organizational change

# MANB102 Organisational Behaviour (BU)

# Aims of the module

To develop a comprehensive understanding of Organisational Behaviour (OB) processes and practices, the module focuses on the behavioural characteristics of organisational life. Examining both a managerial and a critical point of view, the module delivers an understanding of human and behavioural issues, which co-exist in organisations on the three levels of the individual, the group, and the whole organisation in its complex environment.

#### Indicative assessment scheme

Coursework: 100 Exam: 0

- Rational and social organisation
- Personality and motivation
- Power, politics, and ethics
- Knowledge and learning
- Leadership and managing change
- Challenges for managers in the 21st century

# **PSYB136** Power and Leadership (BU4)

# Aims of the module

To enable students to analyse the different leadership styles utilised in contemporary organisations The module will examine organizational power, politics and conflicts and the political behaviour and tactics used to gain power.

An understanding of the essential differences between the of roles managers and leaders and management and leadership functions will also be delivered

The course will focus on the optimum management and leadership style for business success

### Indicative assessment scheme

Coursework: 100 Exam: 0

- The meaning of leadership, theoretical foundations
- Power and influence leading without authority
- Integrative leadership case analysis
- Ambiguity in the organisation Organised anarchy
- National and cultural dimensions of leadership
- Gender and generation dimensions of leadership
- Social network and manager's power
- Internal and external control in organisations
- Political behaviour in organizations coalitions
- Persuasion as an important leadership skill
- Crisis leadership

# SKIB108 Presentations

## Aims of the module

The course introduces presentation skills to students in their second semester on the BSc level. Students will have to identify a business scenario and deliver a presentation in a specified business context. Because the ability to effectively deliver claims orally is central to participating both in a tertiary education and in a real-life business context, emphasis will be placed on using coherent arguments and communicating them effectively in an oral form. The assessment of the Academic Skills -Presentations module is a joint assignment with the Academic Skills 2 module. Academic Skills 2 focuses on argumentation skills and requires students to write an extended argumentative essay on a thesis statement of their choice from a set list of topics. For the Academic Skills – Presentations module, students need to develop their presentation on a topic from the same list (preferably but not necessarily the one they write their own paper on), where the role of the presenter, the audience and the context are also specified.

#### Indicative assessment scheme

Coursework: 100 Exam: 0

## **Indicative content**

- Audience analysis, credibility, and rhetoric
- Structuring the presentation
- Visual aids
- Delivery (voice and body language)
- Handling questions

# ITLB134 Project Management (X1)

ECTS credits: 4

#### Aims of the module

The module will examine the importance of the project in the modern organisation and the interdisciplinary nature of project management. It will cover the essential knowledge and skills needed for a project manager from both human and technical perspectives. A forum will also be provided to discuss how projects are chosen, planned, monitored and controlled in order to be completed successfully.

#### Indicative assessment scheme

Coursework: 50 Exam: 50

- Projects in contemporary organisations, project life cycle, project organization
- Concept phase and defining project scope
- Project planning: WBS, scheduling, resource allocation and risk planning
- Monitoring project performance (costs, physical progress, milestones) and closure

# FINB108 Public and International Finance (BU)

# Aims of the module

To familiarize students with the international, social and political frameworks within which financial transactions take place.

To introduce students to two major frameworks of finance: national government and international financial markets.

To provide an overview of government's role at the national level: with a special

focus on public policy formation, economic and budgetary polices, health care, education and welfare and social security policies.

To study the development of the international monetary system, the role of international organizations, the differences in corporate governance and the diversity of banking and money markets.

To develop a range of diagnostic/analytical skills relevant to both public finance and international finance

### Indicative assessment scheme

Coursework: 100 Exam: 0

### **Indicative content**

- Economic and budgetary policy
- Welfare and social security policy
- Education policy
- Globalisation of finance
- International monetary system
- International banking and money markets

# FINB113 Quantitative Methods for Finance ECTS credits:

## Aims of the module

The goal of the course is to provide mathematical background for complex interest calculating problems (amortization, inflation, pension) and to set up models for financial issues that needs probability calculation.

The module concentrates on interest calculation, probability distributions and the different type of means.

#### Indicative assessment scheme

Coursework: 50 Exam: 50

## **Indicative content**

- The time value of money
- Probability distributions
- Expected value, variance and standard deviation
- Elementary portfolio mathematics, means

2

# **STAB101** Quantitative Methods for Managers

# ECTS credits: 7

ECTS credits:

5

## Aims of the module

To deliver an appreciation of the value properly gathered data can provide for a business with regard to improving operational processes, increasing revenues, directing new developments or retaining valued customers. This module will teach statistical techniques for describing and measuring data, and provide an overview of probability concepts.

#### Indicative assessment scheme

Coursework: 50 Exam: 50

### **Indicative content**

- Mathematical model building: basic elements of models and of linear programming
- Data collection: methods and practices
- Data presentation and analysis
- Probability and probability distributions

# **MANM122** Social Behaviour in Organizations

### Aims of the module

To develop a comprehensive understanding of Organisational Behaviour (OB) processes and practices, the module focuses on the behavioural characteristics of organisational life. Examining both a managerial and a critical point of view, the module delivers an understanding of human and behavioural issues, which co-exist in organisations on the three levels of the individual, the group, and the whole organisation in its complex environment.

#### Indicative assessment scheme

Coursework: 100 Exam: 0

- Rational and social organisation
- Personality and motivation
- Power, politics, and ethics
- Knowledge and learning
- Leadership and managing change
- Challenges for managers in the 21st century

# TURB135 Strategic Planning in Tourism (BU4)

# Aims of the module

To deliver an understanding of the fact that successful tourism, particularly on a national or regional level, requires an integrated approach drawing on the assets and skills of many areas, both from the public and private sector. The course will enable students to identify and audit these assets, coordinate and then match them with the needs and trends of the sending markets. Each stage of the Strategic Planning Process will be examined, along with the tools for ensuring environmental and social sustainability. This will include an analysis of the policy and stakeholder frameworks for tourism that govern its planning on an international, regional, and local scale. The need for, and methodology of, preparing Local and Regional Impact Studies will be discussed in both socio-cultural and environmental contexts.

### Indicative assessment scheme

Coursework: 100 Exam: 0

## **Indicative content**

- The strategic approach in the context of regional & local development
- Stakeholder and tourism asset identification & engagement
- Tourism Audit tools & applications
- Analysis of trends and matching these with available assets and processes
- Checking for environmental and societal sustainability
- Formulation of strategic plan
- Plan communication & implementation

# INTB105 Sustainable Development and Development ECTS credits: 6 Policy

### Aims of the module

- become conversant with the principles and the history of development cooperation
- acquire basic knowledge about the main development institutions and their activities
- become familiar with the current development issues, policies and strategies
- know the basics of the development work and assistance flows

#### Indicative assessment scheme

Coursework: 50 Exam: 50

- Inequality around the world
- Planetary boundaries
- Sustainable Development Goals
- Bilateral and Multilateral Assistance
- Main actors

# SKIM123 Teamwork in Intercultural Environment

# Aims of the module

The module provides an insight into business communication on an international level and develops students' intercultural sensitivity. The problem of intercultural communication has several dimensions: individual, linguistic, social, organisational, political. The module will focus on individual and organisational intercultural communication, highlighting the interrelationship between corporate and individual competences. It is essential that the course helps students to develop an adequate self-awareness, which will contribute to the effective development of their cultural competences, and develops the skills related to teamwork, adaptability in work-related situations, motivation and leaderhsip. The aim of the module is to improve those skills that are immediately applicable in entry-level positions through small group, practice-based seminars and workshops.

### Indicative assessment scheme

Coursework: 100 Exam: 0

- Concepts and theories of culture
- National culture and organizational culture
- Globalization and culture
- Stereotypes and culture shock
- Team development and appraisal
- Culture-dependent negotiation styles
- Cross cultural collaboration communication and conflict resolution
- Teamwork across cultures
- The global manager

# **INTB101** Theories of International Relations (BU) ECTS credits:

### Aims of the module

To focus on the historical background of the globalization process. Student will have an opportunity to analyse the dynamics of traditionalism, modernity and globalisation, "the rise and fall" of great powers and the "clash of civilisations". The students will learn to examine the challenges of the 21st century

#### Indicative assessment scheme

Coursework: 50 Exam: 50

### **Indicative content**

- Traditionalism, modernisation and globalisation (the hidden structures of the dynamics of history)
- The globalisation of world politics and definitions
- The evolution of international society and borders
- The global trade and finance, core and periphery and "side-effects" of globalisation
- The power and spatial structure of the cold war and divided nations
- Dilemmas of the post cold-war period and the role of Central Europe
- International political economy in the age of globalisation and regionalisation
- The West and the rest, and the conflict of the North and the South
- The United Nations and international organisations

# TURB132 Tourist Resorts and Attractions (BU4)

ECTS credits: 4

7

#### Aims of the module

This module will focus on the many opportunities, both natural and man-made, for resort and attraction development. The emphasis is on creativity and the application of knowledge, and ample opportunity will be provided for students to explore their own specific areas of interest in the tourism industry, in fulfilling the assignment requirements.

#### Indicative assessment scheme

Coursework: 100 Exam: 0

- In-depth investigation of social, legal, economic, political, etc. factors that impact resorts
- Dealing with cultural considerations in host population and tourist sending countries
- Finding sources of funding & communicating tourism development plans to relevant stakeholders
- Forecasting impacts of resort development and monitoring outcomes

# ITLB139 Web Strategy (X0)

# ECTS credits: 4

## Aims of the module

To deliver an understanding of the most important issues connected to web presence and electronic business.

To enable students to identify different approaches to how a business should position itself online, what online media it could use to spread its message, how it could communicate with the customers, what services and products it could provide online, and what the supporting infrastructure for the online operation could be like.

To provide a forum for discussion of the technological, logistical and legal aspects of e-business.

#### Indicative assessment scheme

Coursework: 100 Exam: 0

#### **Indicative content**

- Categories and Background of E-commerce
- Marketing, Payments and Logistics in E-business
- Essentials of Website Design
- Technology and Infrastructure
- Planning and Implementing a Web Strategy in a Particular Context
- Web 3.0, Mobile Commerce

# CULB113 World Geography and Economic Development

#### ECTS credits: 3

#### Aims of the module

The course aims to help the students understand the similarities and differences between and within the major regions of our mosaic-like world with an economic and geographical approach, concepts and tools. The topics will center around the regional differences of wealth and poverty, the use of resources, the production, distribution and consumption of goods and the flow of labour and capital. The sessions aim to introduce students to a holistic approach calling their attention to the relationship between the world's different environments, landscapes, people and cultures and the geographic pattern of economic development.

#### Indicative assessment scheme

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Coursework: 100 Exam: 0
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- The social and economic role of Globalisation
- Population Movements, causes and results, including persecution & disease
- The global impacts of developments in Transport & Communication
- Climate change, possible causes and effects
- World religions and their impacts on people and politics
- Ensuring sustainability of Natural Resources