

Subject card

Subject name and code	Building Skills for Managerial Action in Multinational Corporations. Practical Exercises, PG_00094028						
Field of study	Economics, International Economic Relations						
Date of commencement of studies	October 2023		Academic year of realisation of subject		2025/2026		
Education level	Bachelor's studies		Subject group		Obligatory subject group in the field of study Optional subject group		
Mode of study	full-time studies		Mode of delivery		at the university		
Year of study	3		Language of instruction		Polish		
Semester of study	6		ECTS credits		5.0		
Learning profile	academic		Assessment form		credit		
Conducting unit							
Name and surname of lecturer (lecturers)	Subject supervisor		mgr Christian Orobello				
	Teachers		mgr Christian Orobello				
Lesson types	Lesson type	Lecture	Tutorial	Laboratory	Project	Seminar	SUM
	Number of study hours	0.0	30.0	0.0	0.0	0.0	30
	E-learning hours included: 0.0						
Learning activity and number of study hours	Learning activity	Participation in didactic classes included in study plan		Participation in consultation hours		Self-study	SUM
	Number of study hours	30		0.0		0.0	30
Subject objectives	Students will learn about the differences in management in multicultural environments and how to build their skills to get the best out of their teams.						

Learning outcomes	Course outcome	Subject outcome	Method of verification
	[EKONL3_W01] has advanced knowledge of the nature of social sciences, their place in the system of sciences, knows the role of economic sciences in this system and uses universal economic terminology	Using universally accepted economic terminology students will be able to explain the role of economic sciences within the larger scope of social sciences, and how this impacts management on an international stage.	[SW1] oral statement/ conversation/discussion [SW3] text preparation/written work [SW5] implementation of a problem task
	[EKONL3_W02] has advanced knowledge of the different types of existing business entities and organisations and public institutions	Students will draw from their current knowledge and experience with existing business entities when solving complex managerial problems,	[SW1] oral statement/ conversation/discussion [SW5] implementation of a problem task
	[MSGL3_W15] has an advanced knowledge of management of an economic entity on the international market; knows and understands strategies and marketing tools used in this management	Students demonstrate their knowledge of management on the international market.	[SW1] oral statement/ conversation/discussion
	[MSGL3_U06] can identify selected risks related to international operations of enterprises and assess their consequences correctly	Students will demonstrate their knowledge of the risks inherent in running and international business, and how these risks can be mitigated through proper planning.	[SU2] presentation/project/paper/ report [SU5] implementation of a problem task
	[MSGL3_U03] can identify and analyse relations between economic entities and public institutions in the national and international environment; using the acquired theoretical knowledge can critically evaluate these relations and indicate directions for their further development or changes	Students will show that they understand the relationship between economic entities and public institutions.	[SU4] test/exam - oral or written
	[MSGL3_U01] can correctly interpret and explain economic and social phenomena, analyse their causes, course and connections between these phenomena using the acquired knowledge of economics, finance and international economic relations	Students can show that they understand economic and social phenomena and can use their knowledge to improve these relationships for the benefit of the company.	[SU1] oral statement/conversation/ discussion [SU4] test/exam - oral or written [SU8] observation of student's independent or team work
	[EKONL3_U15] is able to independently complement and improve the acquired knowledge and economic skills, is open to new ideas and techniques, tends to learn by any method and is willing to interact with other participants in the learning process	Students will participate in class discussions adding to the conversations and learning from their peers.	[SU1] oral statement/conversation/ discussion [SU8] observation of student's independent or team work
	[MSGL3_W04] has an advanced knowledge of different types and essential elements of the structures of economic entities and organisations, and public institutions	Using their knowledge of the essential elements of business entities students can predict and analyze how different decisions with impact the organization and the larger economic and managerial ecosystem.	[SW1] oral statement/ conversation/discussion [SW5] implementation of a problem task
	[MSGL3_W06] knows and understands the relations between economic entities and public institutions functioning in the national, international and intercultural realms	Students can see a connection between different economic entities and public institutions, understanding the impact of each.	[SW4] test/exam - oral or written [SW1] oral statement/ conversation/discussion
	[MSGL3_W12] has a well-organised knowledge of the nature, functioning and sources of changes occurring in the structures of economic entities and organisations (in particular those which operate on the international market); understands the causes, course, scale and consequences of these changes	Students have a developed knowledge of change theory and how to scale change in a company to get the best result.	[SW1] oral statement/ conversation/discussion [SW5] implementation of a problem task

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	[EKONL3_U06] uses the knowledge acquired in economics, finance and management to solve economic and social dilemmas arising in the professional context	Using their knowledge of economics, finance, and management students will be able to solve a wide range of social dilemmas.	[SU2] presentation/project/paper/report [SU4] test/exam - oral or written [SU6] demonstration of practical skills
	[EKONL3_U07] is able to participate in analyses and evaluations of alternative solutions to economic and social problems and to choose the methods and instruments to resolve them rationally	Students will demonstrate their ability to find alternate solutions to problems using both economic and management skills.	[SU4] test/exam - oral or written
	[EKONL3_U08] has the ability to observe, understand and analyse economic and social phenomena and processes using appropriate scientific methods	Students will demonstrate their ability to understand and interpret economic and social phenomena.	[SU1] oral statement/conversation/discussion [SU5] implementation of a problem task
	[EKONL3_U13] be able to interact and work in a group (including an international one), assuming various roles within it	Students will work within an international group of students showing mutual respect and creating a safe and respectful classroom environment.	[SU1] oral statement/conversation/discussion [SU8] observation of student's independent or team work
	[EKONL3_W07] has knowledge of the basic economic and financial principles of the functioning and management of economic entities and organisations as well as the legal, organisational, moral and ethical norms and rules governing the functioning of public institutions	Students can demonstrate their knowledge of the functions involved in managing economic entities and organizations.	[SW1] oral statement/conversation/discussion [SW5] implementation of a problem task
	[EKONL3_W03] has advanced knowledge of the relations between economic agents and social organisations operating in the national, international and intercultural arenas	Students will understand and be able to explain the connection between economic agents and social organizations.	[SW4] test/exam - oral or written [SW1] oral statement/conversation/discussion [SW5] implementation of a problem task
	[EKONL3_W04] knows the types of economic and social ties and the regularities governing them	Using their knowledge of social and economic ties students will explain how they are related and governed.	[SW4] test/exam - oral or written [SW1] oral statement/conversation/discussion
	[EKONL3_W05] has advanced knowledge of man as a subject who creates social structures and the principles of their functioning and of his action in these structures, knows well the motives of human economic decision-making	Students will show their understanding of the human condition and how this influences social structures and economic decision-making.	[SW4] test/exam - oral or written [SW1] oral statement/conversation/discussion [SW5] implementation of a problem task
	[MSG3_U11] has language skills in the field of economics, specific to the field of study of International Economic Relations, in accordance with the requirements of Level B2 of the Common European Framework of Reference for Languages	Students will demonstrate the ability to express their ideas as they pertain to the field of economics in at least B2 English.	[SU1] oral statement/conversation/discussion [SU2] presentation/project/paper/report [SU8] observation of student's independent or team work
	[MSG3_U10] can take an active part in a debate, presenting his/her own viewpoint and supporting it with argumentation based on selected theories, opinions of various authors and/or statistical data	Students will be able to present their ideas using support from sources including the opinions and statistics of various scholars.	[SU2] presentation/project/paper/report [SU8] observation of student's independent or team work
	[MSG3_U09] can communicate in an international and culturally diverse environment, using the terminology of international economic relations (in connection with the chosen speciality within the field of International Economic Relations)	Students will be able to have conversations relating to multicultural environments while respecting and listening to ideas that may differ from their own.	[SU1] oral statement/conversation/discussion [SU8] observation of student's independent or team work
	[EKONL3_U11] has language skills in economics which meet the requirements of level B2 of the Common European Framework of Reference for Languages	Students will be able to effectively communicate at least at an English B2 level.	[SU1] oral statement/conversation/discussion [SU2] presentation/project/paper/report [SU8] observation of student's independent or team work

	Course outcome	Subject outcome	Method of verification
	[MSGL3_W01] has an advanced knowledge of economic sciences, in particular of economics and its place in the system of sciences, including within related disciplines	Students can show their understanding of economic sciences and how these fit within the larger system of sciences.	[SW4] test/exam - oral or written [SW1] oral statement/ conversation/discussion
	[EKONL3_W08] has knowledge of the processes of changing elements, enterprises and whole structures of economic organisations, as well as the processes of changing social institutions, knows what their causes, course, scale, consequences are and what the influence of external stakeholders is on them	Students understand the processes involved in changing the structure and function of economic entities and the larger implications of this.	[SW1] oral statement/ conversation/discussion [SW5] implementation of a problem task
	[EKONL3_K05] correctly identifies, diagnoses and resolves professional dilemmas and different options for solutions	Students will use their knowledge of management to solve real-world examples of management issues.	[SK1] oral statement/conversation/ discussion [SK5] implementation of a problem task
	[MSGL3_U14] can interact and work in a team (including an international one), taking various roles within it	Students will work in international teams respecting the differences and learning from their peers	[SU8] observation of student's independent or team work
	[EKONL3_U05] uses normative systems (legal, professional, ethical) to solve a specific economic or social task	Students will be able to use normative systems to solve specific economic and management challenges.	[SU1] oral statement/conversation/ discussion [SU8] observation of student's independent or team work
	[EKONL3_U03] is able to analyse the causes and course of specific economic and social processes and phenomena, and accurately analyse these phenomena using adequate methods and tools economic and social	Using their knowledge of economics and management students will be able to suggest solutions for issues facing the modern multi-national company.	[SU1] oral statement/conversation/ discussion [SU5] implementation of a problem task
	[EKONL3_U02] is able to use the knowledge of theory and data to analyse concrete economic and social processes and phenomena and to analyse these phenomena using methods developed in economics, finance and management sciences	Using their knowledge of theory, students will be able to apply that theory to the complex economic and managerial processes involved in a contemporary corporate structure.	[SU1] oral statement/conversation/ discussion [SU8] observation of student's independent or team work
	[EKONL3_U01] can correctly interpret economic and social phenomena and apply knowledge of economics, finance and management sciences to explain economic phenomena	Students can evaluate and analyze the economic and social phenomena occurring in a multinational corporation using their knowledge of economics and management to suggest solutions to these issues.	[SU5] implementation of a problem task [SU6] demonstration of practical skills
	[MSGL3_W09] has knowledge about a human being as an individual making economic decisions, acting within social structures and organisational units (in particular enterprises) or conducting individual economic activity	Students demonstrate their knowledge of the human impact on corporate operations and can make recommendations to make the social structures and organizational units most effective through leadership and management.	[SW1] oral statement/ conversation/discussion

Subject contents	1. The Art and Science of Management in International Environment presentation		
	1.	i.	Lecture
	2.	ii.	Questions
	3.	iii.	Activity on leaders
	2. How Does SAS Incorporate the P-O-L-C Framework? case study discussion		
	3. Managers Effective Communication presentation and communication exercise		
	4. Problem-Solving in multicultural environment exercise		
	5. Career Plan and Personal Development Plans of Managers presentation and design of the career plan		
	6. Performance, How to Measure and Improve it: Improve the Process to Make It Meaningful presentation and process improvement exercise		
	7. Successful Company Attributes mapping the main features exercise of successful and unsuccessful companies		
	8. Company Culture A Global Perspective		
	9. Mid Term Test		
	10. Critical Thinking		
	11. Motivation in Multinationals. Motivating People of Different Cultures presentation and		
	Google Knows How to Motivate discussion and group exercise (3 rd introduction to students group projects)		
1. Design of Motivation System in Multinationals - students group project presentation			
2. Final Exam			
Prerequisites and co-requisites			
Assessment methods and criteria	Subject passing criteria	Passing threshold	Percentage of the final grade
	Final exam	51.0%	34.0%
	Mid Term exam	51.0%	33.0%
	Attendance and Participation	51.0%	33.0%
Recommended reading	Basic literature	Provided by the instructor	
	Supplementary literature	Provided by the instructor	
	eResources addresses		
Example issues/ example questions/ tasks being completed			
Work placement	Not applicable		

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