

Subject card

Subject name and code	Building Skills for Managerial Action in Multinational Corporations. Practical Exercises, PG_00094028						
Field of study	International Business						
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		English		
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
	[IBL3_U08] has language skills in the field of international business, economics and finance, in accordance with the requirements of Level B2 of the Common European Framework of Reference for Languages	Students will demonstrate their ability to communicate their thoughts about economics and finance at least at a B2 English level.	[SU1] oral statement/conversation/discussion [SU2] presentation/project/paper/report [SU8] observation of student's independent or team work
	[IBL3_U06] can communicate using the terminology of international business	In discussions, assignments, and presentations, students will use the terminology of international business.	[SU1] oral statement/conversation/discussion [SU3] text preparation/written work [SU8] observation of student's independent or team work
	[IBL3_U05] can identify and evaluate selected risks related to international business	Students will problem solve issues relating to managing an international business in a multi-cultural environment.	[SU1] oral statement/conversation/discussion [SU4] test/exam - oral or written [SU5] implementation of a problem task [SU8] observation of student's independent or team work
	[IBL3_W01] has knowledge of the discipline of economics and finance, involving critical understanding of theories of international business	Students will, using the disciplines of economics and finance, apply international business theories to their work, solving critical issues at a multinational business.	[SW4] test/exam - oral or written [SW1] oral statement/conversation/discussion [SW5] implementation of a problem task
	[IBL3_W03] knows and understands selected research methods and tools, including IT tools and data acquisition techniques, which are applicable to international business issues	Students can solve various international business problem scenarios using generally accepted research methods.	[SW2] presentation/project/paper/report [SW5] implementation of a problem task
	[IBL3_W05] knows and understands basic principles of establishing and developing various forms of entrepreneurship	Students will demonstrate their knowledge of entrepreneurship and its relevance to international business.	[SW4] test/exam - oral or written [SW5] implementation of a problem task
	[IBL3_W06] knows and understands the relations and regularities between international business stakeholders i.a. business entities, public institutions, organisations; functioning in the national, international and intercultural realms	Students can show that they have an understanding of the relationships between the different "players" in the international market and how they interact.	[SW4] test/exam - oral or written [SW1] oral statement/conversation/discussion
	[IBL3_W08] knows and understands principles of economic decision making by individuals acting within social and business structures	Students will demonstrate their knowledge of the principles involved in making complex business decisions in an international setting. They will be able to suggest alternatives and justify them.	[SW1] oral statement/conversation/discussion [SW3] text preparation/written work [SW5] implementation of a problem task

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
	Mid Term	51.0%	33.0%
	Final Exam	51.0%	34.0%
	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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