

Subject card

Subject name and code	Building Skills for Managerial Action in Multinational Corporations. Practical Exercises, PG_00094028						
Field of study	Logistics and Mobility						
Date of commencement of studies	October 2024		Academic year of realisation of subject		2025/2026		
Education level	Master's studies		Subject group				
Mode of study	full-time studies		Mode of delivery		at the university		
Year of study	2		Language of instruction		English		
Semester of study	4		ECTS credits		5.0		
Learning profile	academic		Assessment form		credit		
Conducting unit							
Name and surname of lecturer (lecturers)	Subject supervisor		mgr Christian Orobello				
	Teachers						
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
	[LMMU2_U02] can use acquired knowledge to describe and analyse the causes and course of logistics and mobility processes and systems, and can formulate his/her own opinions and critically select data and analysis methods based on the achievements of economic and social sciences	Based on their acquired knowledge, students can make recommendations regarding the economic and social impact of a multinational through the lens of L and M.	[SU1] oral statement/conversation/discussion [SU4] test/exam - oral or written
	[LMMU2_W08] has an in-depth knowledge of main and logistics processes occurring in enterprises and economic organisations and with related areas, as well as of processes of change in public institutions; knows methods of research on the regularities governing these changes, taking into account the influence of external stakeholders on them	Students can demonstrate an understanding of change theory and how change can best be handled in multinational corporations.	[SW4] test/exam - oral or written
	[LMMU2_W07] has an in-depth knowledge of economic and financial principles governing the functioning and management of economic entities and organisations, which require logistics support or provide logistics services, as well as of systems of legal, organisational, professional, moral and ethical norms and rules organising public structures and institutions, both in the national and international spheres	Students demonstrate in-depth knowledge of the principles governing the function of business and how the legal, organizational, professional, moral, and ethical norms play a role.	[SW3] text preparation/written work [SW5] implementation of a problem task
	[LMMU2_U01] can creatively interpret and explain economic and social phenomena and relations between them, using acquired knowledge of economics, finance, management sciences, logistics and mobility	Students will demonstrate their knowledge of economics and its link to social phenomena within the context of multiculturalism and operations of a multinational.	[SU1] oral statement/conversation/discussion [SU4] test/exam - oral or written [SU5] implementation of a problem task
	[LMMU2_U07] can independently propose solutions to complex logistics and mobility problems, select methods of analysis and conduct conclusive procedures in this respect	Students, within the context of a Multinational Corporation, will be able to propose solutions to problems related to the complex international supply chain.	[SU1] oral statement/conversation/discussion
	[LMMU2_U06] can practically apply various forms and range of acquired knowledge in logistics and mobility, supplementing it with an independent critical analysis of its efficiency and usefulness	Students can demonstrate their ability to both analyse business practices and propose solutions within the context of L and M.	[SU4] test/exam - oral or written [SU5] implementation of a problem task [SU8] observation of student's independent or team work
	[LMMU2_U05] uses (legal, professional, ethical) normative systems and can effectively solve complex economic and social problems in logistics and mobility using them	Using legal, professional, and ethical frameworks, students can demonstrate their ability to solve complex business issues as they relate to L and M.	[SU4] test/exam - oral or written
	[LMMU2_U13] can manage teamwork as well as interact and work in a team (including in an international environment) assuming a leading role in it	Students will work on international teams as they complete classwork. They will use the varied experiences of their classmates to enhance the learning process.	[SU1] oral statement/conversation/discussion [SU5] implementation of a problem task [SU8] observation of student's independent or team work
	[LMMU2_K05] correctly identifies, diagnoses and solves dilemmas and alternative solutions related to the profession	Students will demonstrate their ability to identify and diagnose problems in a multinational company and develop solutions.	[SK1] oral statement/conversation/discussion [SK4] test/exam - oral or written [SK8] observation of student's independent or team work
	[LMMU2_U15] can independently expand and improve acquired knowledge and skills in logistics and mobility; is open to new ideas and techniques; tends to learn using any accessible method and to interact with other participants of the learning process	Students, through their interaction with the instructor and classmates, will expand their knowledge of L and M and how it relates to the international marketplace.	[SU4] test/exam - oral or written [SU8] observation of student's independent or team work

	Course outcome	Subject outcome	Method of verification
	[LMMU2_W01] has an in-depth knowledge of the nature of social sciences and their place in the system of sciences; understands the differences between contemporary trends in theory of logistics and mobility	Students will demonstrate their understanding of the modern lexicon of thought associated with the social sciences, specifically L and M, using this information to problem-solve.	[SW4] test/exam - oral or written
	[LMMU2_W02] has an in-depth knowledge of various types of economic entities and organisations, which require logistics support or provide logistics services as well as an extended knowledge of public institutions	Students will demonstrate the relationship between L and M and the other various economic entities and public institutions, showing the importance of the relationship.	[SW1] oral statement/ conversation/discussion [SW5] implementation of a problem task
	[LMMU2_W03] has an in-depth knowledge of relations between economic entities and organisations functioning in the national, international and intercultural spheres; understands importance logistics and mobility for their operation	Students will demonstrate their knowledge of the connection between economic entities and organizations within the international marketplace and the role of L and M.	[SW1] oral statement/ conversation/discussion [SW5] implementation of a problem task
	[LMMU2_W04] knows different types of economic and social ties and regularities governing them; has an in-depth knowledge of ties between enterprises which require logistics support or provide logistics services	Students can show they have a working knowledge of the economic and social ties and how these connect to businesses requiring L and M services.	[SW1] oral statement/ conversation/discussion [SW5] implementation of a problem task
	[LMMU2_W05] has an extended knowledge of the human being as a manufacturer and consumer and extended knowledge of the human being as a creator of culture and social structures	Students show they understand the nature of humans as factors of production and consumers, and how this, combined with the human need for culture and social structures, impacts the economy as a whole and business operations within that economy.	[SW4] test/exam - oral or written
	[LMMU2_U11] has language skills in the field of logistics and mobility, which comply with the requirements of level B2+ according to the Common European Framework of Reference for Languages	Students will be able to express themselves using L and M terminology at least at a B2 English level.	[SU1] oral statement/conversation/ discussion [SU2] presentation/project/paper/ report [SU4] test/exam - oral or written [SU8] observation of student's independent or team work
	[LMMU2_U08] can independently analyse logistics and mobility processes and systems, and can perform a theoretically deepened assessment of such processes and systems, using appropriately selected research method	Students will demonstrate their ability to analyse processes and systems related to an international business and L and M, and determine solutions to issues using research and theory.	[SU1] oral statement/conversation/ discussion [SU4] test/exam - oral or written
	[LMMU2_U03] can analyse causes and course of logistics and mobility processes and systems, formulate his/her own opinions on the subject, construct research hypotheses, and select and apply methods of their verification	Students can make recommendations based on research and informed hypotheses related to international functions in multinationals.	[SU1] oral statement/conversation/ discussion [SU5] implementation of a problem task [SU8] observation of student's independent or team work

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)			
12.Design of Motivation System in Multinationals - students group project presentation			
13,Final Exam			
Prerequisites and co-requisites			
Assessment methods and criteria	Subject passing criteria	Passing threshold	Percentage of the final grade
	Attendance and Participation	51.0%	33.0%
	Final Exam	51.0%	34.0%
	Mid Term	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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