

Subject card

Subject name and code	Building Skills for Managerial Action in Multinational Corporations , PG_00202522						
Field of study	Economics, International Economic Relations, International Business, Logistics and Mobility						
Date of commencement of studies	October 2025		Academic year of realisation of subject		2026/2027		
Education level	Master'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	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		95.0	125
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_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	Students will show the ability to analyse economic phenomena and understand the underlying causes.	[SU4] test/exam - oral or written
	[MSGMU2_W14] has an in-depth knowledge of the human being as an individual making economic decisions, acting in social structures and organisational units, in particular in enterprises operating on the international market	Students will understand businesses operating on the international market and the unique challenges facing them.	[SW1] oral statement/ conversation/discussion [SW3] text preparation/written work
	[EKONMU2_W07] has an in-depth knowledge of economic and financial principles governing the functioning and management of economic entities and organisations, 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 will demonstrate that they can solve complex problems at multinational companies using economic, financial, and managerial tools.	[SW1] oral statement/ conversation/discussion [SW5] implementation of a problem task
	[MSGMU2_U03] can identify and analyse relations between business entities and institutions in their national and international environment	Students can understand the complex relationships among business entities.	[SU1] oral statement/conversation/ discussion [SU8] observation of student's independent or team work
	[IBMU2_W01] has an in-depth knowledge of the discipline of economics and finance; understands the differences between contemporary trends in the theory of international business	Students will contribute to the course discussion using their knowledge of economics and finance, paying careful attention to the differences between modern theories.	[SW4] test/exam - oral or written [SW1] oral statement/ conversation/discussion
	[LMMU2_W08] has a 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 will demonstrate their understanding of change in a multinational corporation and how to manage that change.	[SW5] implementation of a problem task
	[MSGL3_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 make arguments, have discussions, and present their viewpoints in a respectful and supportive international environment.	[SU1] oral statement/conversation/ discussion [SU8] observation of student's independent or team work
	[MSGL3_W08] knows and understands the fundamental dilemmas of contemporary civilisation, including the strategy of sustainable development and corporate social responsibility	Students will confront both the advantages and dilemmas of living in a diverse world.	[SW1] oral statement/ conversation/discussion
	[MSGL3_W04] has an advanced knowledge of different types and essential elements of the structures of economic entities and organisations, and public institutions	Students in their solving of problems or tasks demonstrate that they understand the interplay between economic entities, institutions, and organizations.	[SW1] oral statement/ conversation/discussion [SW5] implementation of a problem task
	[EKONL3_W05] has a 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 demonstrate an understanding of the importance of social structures in the economy.	[SW1] oral statement/ conversation/discussion [SW5] implementation of a problem task

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	[MSG3_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 are aware of the role of the individual in economic activity and can articulate this.	[SW1] oral statement/conversation/discussion
	[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	During class time students will discuss an debate a number of topics. They will be able to present their viewpoint while respecting the opinions of others.	[SU1] oral statement/conversation/discussion
	[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 are able to effectively express themselves in English using terms common in economics.	[SU1] oral statement/conversation/discussion [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 solve problems using normative systems.	[SU1] oral statement/conversation/discussion [SU8] observation of student's independent or team work
	[MSGMU2_W10] has an in-depth knowledge of the legal, cultural and financial conditions related to business operations, in particular those of an international nature	Students through class discussions and tests will show that they have a clear understanding of the legal, cultural, and financial of a multi-cultural workplace.	[SW1] oral statement/conversation/discussion [SW3] text preparation/written work
	[MSGMU2_W06] knows and understands the various dilemmas related to globalisation and the formation of contemporary international economic relations	Students demonstrate an understanding of the global workplace and the issues therein.	[SW1] oral statement/conversation/discussion [SW3] text preparation/written work
	[EKONL3_U01] can correctly interpret economic and social phenomena and apply knowledge of economics, finance and management sciences to explain economic phenomena	Using their knowledge of economic and social phenomena, students can identify the challenges and begin to develop solutions.	[SU1] oral statement/conversation/discussion [SU8] observation of student's independent or team work
	[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	Students can demonstrate their knowledge of the social sciences field and where economics fits within it.	[SW1] oral statement/conversation/discussion [SW5] implementation of a problem task
	[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 are able to express themselves in English using economic and finance terms.	[SU1] oral statement/conversation/discussion [SU8] observation of student's independent or team work
	[IBMU2_W06] has in-depth knowledge of the world economy, economic ties and the regularities governing them, principles of global market functioning and international economic and financial relations as well as the process of their evolution; understands the causes, regularities and consequences of occurring changes;	Students demonstrate an understanding of the complex relationships between various entities in the international marketplace.	[SW4] test/exam - oral or written [SW1] oral statement/conversation/discussion
	[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	Students will be competent in using data to support or refute their ideas.	[SU1] oral statement/conversation/discussion [SU8] observation of student's independent or team work

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	[IBL3_U06] can communicate using the terminology of international business	Students will demonstrate their ability to communicate using IB vocabulary and terminology.	[SU1] oral statement/conversation/discussion [SU4] test/exam - oral or written
	[EKONL3_U11] has language skills in economics which meet the requirements of level B2 of the Common European Framework of Reference for Languages	Students can speak about economics and business in English at a B2 level.	[SU1] oral statement/conversation/discussion
	[MSG3_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 will demonstrate an understanding of managing in a multicultural international company.	[SW3] text preparation/written work
	[EKONMU2_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 will demonstrate their understanding of human beings as creators of social structures. They will learn through exploration the importance of culture and experience in managing a multinational.	[SW2] presentation/project/paper/report [SW5] 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	Students will show that they can use data and information learning in the course to analyse and solve economic and managerial problems.	[SU1] oral statement/conversation/discussion [SU8] observation of student's independent or team work
	[MSG3_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 demonstrate that they understand the place of economics in the system of social sciences.	[SW5] implementation of a problem task
	[EKONL3_W02] has an advanced knowledge of the different types of existing business entities and organisations and public institutions	Students will demonstrate through class discussion that they have an understanding of the variety of business entities and understand how these interact with organizations and institutions.	[SW1] oral statement/conversation/discussion [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)		
	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%
	Mid Term	51.0%	33.0%
	Final exam	51.0%	34.0%
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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