

## Industrial Management

The courses from the following list should be combined with courses from [Business Management](#), [Environmental Chemistry and Technology](#), [Information Technology](#) and [Language and Communication](#) studies. The inbound exchange students at Centria UAS are allowed to take courses from different programmes as long as the list compiled this way is approved by the home institution of the applicant.

### Autumn 2022

Component code	Component Title	ECTS
IM00AD73	<b>Business Workshop Game</b>	2
<p>This course of business game develops students' understanding of the complexity of global business operations in a dynamic, competitive environment. Students will be able to formulate the strategy based on financial analyses and market situation of some company and make its implementation and translation into practice.</p> <p>The business game will be implemented as an international workshop, at which the participants will make groups of 3-5 to imitate decision makers. The participants will compete in the same market. Strategic skills and knowledge of corporate economics and accounting will be useful during the game, along with the ability to analyse the changing market demand situation.</p>		
BMK1097	<b>Advanced Financial Accounting and Management Accounting - SAP Business One and SAP S/4 HANA</b>	5
<p>The aim is to provide student with an understanding of the concepts, principles, procedures and techniques of the most essential principles of the FI (Financial) and CO (Cost control or management accounting) modules as well as the organizational structure/units in the S/4HANA ERP system. The course consists of explaining and exercising of some of the most essential principles of the Financial Accounting (FI) and Management Accounting (CO) modules both in theoretical framework as well as in the S/4HANA ERP system. Also, the organizational structure/units in FI and CO are discussed. Lecturing exercises and distant exercises regarding hands-on method both in logical (pen, paper, excel) and in the S/4HANA ERP system in common FI and CO transactions and processes are included and mandatory.</p>		
IM00AD63	<b>Waves Motion and Vibrations</b>	3
<p>The student knows the basic concepts of mechanical wave motion, electromagnetic wave motion and general quantum theory. The student knows the elementary physics of oscillatory motion, sound, ultrasound, propagation of electromagnetic waves, emission and absorption of electromagnetic radiation.</p>		
BMK1034	<b>International Trade Law</b>	3

The outcome of the course is a student is able to demonstrate their ability to investigate, report on and analyse an issue of international trade law.  
The content of the course is law of agency and aspects of agency and distribution contracts, corporate ethics and liability of directors, concept of tort and its application to business areas, EU as a business law maker, consumer law, marketing law, legal aspects of carriage by sea, air and road.

TL1042	<b>Leadership</b>	3
<p>The student knows the factors that affect people's work behaviour when one works as a manager or an employee, as an individual or as part of a group. The contents of the course are the basics of work psychology and reviewing management methods</p>		

BMK1025	<b>Business Law</b>	3
<p>Through understanding of the principles of contract law and in particular sales contract law and the CISG. The content of the course: Origins of law, concept of international law, public and private law, offer and acceptance, contract terms, mistake and misrepresentation, discharge of contract, remedies for breach of contract, arbitration, conflict of laws, exemption clauses.</p>		

**Spring 2023**

<b>Component code</b>	<b>Component Title</b>	<b>ECTS</b>
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IM00AE21	<b>Purchasing and Material Handling</b>	5
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The aim is to learn to understand the meaning of the purchasing as a part of the business in different organizations and networks within different industrial sectors. The aim is to deepen the knowledge of purchasing process, including the material handling as a part of supply chain. The content of the course: Role of purchasing – Purchasing management – Purchasing process including the practices and procedures – Purchasing analysis– Supplier relationship management – Purchasing and innovation – Purchasing and corporate social responsibility – Purchasing in different fields of industries – Role of material handling in modern business environment

AVA1016	<b>Logistics</b>	5
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The purpose of the course is that a student is able to plan, develop and manage a company's logistics activities, e.g. procurement and production logistics, warehousing and transportation. In addition, the student examines the significance of logistics on a company's business practice, as well as on the recycling and re-use of raw materials. The course will also cover the paperless information flow of the company and the legislation and decrees connected with logistics. The course is completed by employing the learning environment's learning material, literature, internet links and other source material. During the course the students will complete various practical tasks related to different logistics areas. To complete the course, the student will also have to be active in possible online discussions in the discussion forums. At the end of the course, the student examines and reflects on his/her own learning on the course and writes a report. This self-evaluation report is an individual task but utilizing group support and discussions in preparation is extremely useful and recommended. The report will be assessed.

BMK1022	<b>Customer Relationship Management (CRM)</b>	5
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The student has the ability to build, develop and sustain customer relationships. The student knows the importance of strong customer relationships and their influence on the competitive advantage of companies. The content of the course: What is customer relationship management? Why is it important for companies to create strong relationships with their customers? How can companies achieve strong relationships with their customers?

TU00AO66	<b>Introduction to Sustainable Business</b>	2
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Student adopts ethical thinking in business, understands sustainable development goals as part of future business life and recognize sustainable business concepts. The content of the course: Introduction to ethics; UN Sustainable Development Goals; Sustainable business concepts (economic, ecologic and social)

TU00AP05	<b>Cross Cultural Communication</b>	3
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The goal is to increase cross cultural understanding and understand the importance of cultural knowledge in business.  
The classes are given by the guest lectures with various professional topics from partner universities.

BM00AL97	<b>Human Resource Management and Leadership</b>	3
<p>After completing the course, the students can discuss the basic concepts of human resource management (HRM); explain the importance of human resources and their effective management in organizations; describe how human resource strategy can be aligned with an organization's business strategy and goals; discuss the concept of leadership and management and their application to business; explain the process of leadership and describe different leadership theories; recognize the implications of leadership style and its impact on team and organization performance; discuss the role of a leader in initiating change and helping others to adjust to change.</p> <p>Content of the course: HRM development models and strategic alignment methods; tools for administering human elements such as motivation, compensation, appraisal, career planning, job satisfaction, employee training and efficiency; workforce diversity and ethics; differences between leadership and management; leadership theories, styles, competences and positional power; leading change.</p>		

TL1038	<b>Professionally Speaking</b>	3
<p>The outcome of the course is a student can communicate efficiently and fairly fluently in various communication situations and roles in international business. The student can give a short presentation on a business topic. Minor inaccuracies and grammatical shortcomings don't compromise understanding. The student is aware of different cultural backgrounds and their influence on communication.</p> <p>The content of the course is to answer such questions as Why is oral English proficiency important in business bachelor's future work? Which duties require oral English proficiency? How is it possible to communicate efficiently and fluently in various professional situations?</p>		

YH1042	<b>Project Management</b>	4
<p>The objective of the studies is to get the elementary knowledge of project management. Student gets acquainted with project planning and project control.</p> <p>The content of the course: Organizing a project; Project planning and division; Maintenance of schedules; Concluding the project; Using project management tools in project management; Examples and independent exercises.</p>		