

## International Business, master's programme

### *Type of study – Credits – Duration – Location*

Second-degree study – 120 ECTS credits – 2 years – Kristiansand

### *Admission requirements*

General admission criteria to master's programmes are given in Regulations concerning Requirements for the Master's Degrees, established by the Ministry of Education and Research. The general requirement is completed bachelor's degree, cand.mag.-degree, or other degree or vocational education with a scope of minimum 3 years' duration.

The admission requirements to International Business, master's programme must include either a major subject of minimum 80 ECTS credits, or an integrated programme of at least two years duration within business administration, marketing, management or equivalent. Further details are available in the Supplementary regulations for admission to master's programmes.

### *Recommended previous knowledge*

A thorough knowledge of English is highly recommended because the language of instruction is English in all compulsory courses and several electives.

### *General description and profile of the programme*

The International Business master's programme provides students with theoretical insights and analytical skills in handling business management and challenges in international markets. Central to the programme are multinational companies and how they operate. Challenges faced by small and medium-sized enterprises (SMEs) when entering into the international arena will also be discussed. The study programme provides students with knowledge of how the strategic and operational challenges can be analysed, for example by developing and implementing relevant strategies, management and marketing practices as well as management systems.

International students are admitted to the programme as well as Norwegian students. All compulsory courses and several electives are taught in English. The programme gives students increased cultural understanding and knowledge of international business, making them well suited for positions in enterprises operating in international markets.

### *Course structure diagram*

1st sem Fall	ME-423 – 1 Research Methods in Business 7.5 ECTS	ORG409 – 1 International Management 7.5 ECTS	ORG449 – 1 Strategy 7.5 ECTS	BE-417 – 1 Management Control Systems 7.5 ECTS
2nd sem Spring	ORG448 – 1 Emerging Markets 7.5 ECTS	TFL4xx– 1 Contemporary Challenges in Business and Society, 15 ECTS		MF-401 – 1 International Marketing 7.5 ECTS
3rd sem Fall	Electives / Exchange abroad			
4th sem Spring	BE-50X Master's Thesis in International Business 30 ECTS			

*Course codes with x are preliminary codes for new courses. Final course codes will be available later.*

There are six courses worth 7.5 ECTS credits each and one course worth 15 ECTS credits in the first year of study. In the third semester, students take electives at the School of Business and Law or they

go on exchange abroad. They may also combine exchange abroad/electives with internship (practice). In the fourth semester students write a master's thesis.

Possible electives (*subject to change*)

Electives taught in English

- BE-409 Real Estate Economics
  - ORG419 Judgement and Decision Making
  - ORG439 Culture and Ethics
  - ORG440 Supply Chain Management
  - ORG450 Innovation through Design and Entrepreneurship
  - ORG452 Internship in Nordic Enterprises in High-Growth Economies\*
  - ORG456 Internship in Enterprises in Norway\*
  - ORG4zz Internship in the USA/Canada\*
  - ORG4xx Crowdfunding Lab
- \*limited enrollment which requires separate application

Electives taught in Norwegian:

- JU-405 Kontraktsrett
- JU-406 Foretaksrett
- JU-407 Skatte- og avgiftsrett
- ORG433 Prosjekter i organisasjonen
- ORG438 Prosjektledelse og styring

Note! The list of electives is subject to change. Students may also apply to have courses from other master's programmes approved. In addition, students may apply for approval of *European Integration Summer School* (30 ECTS credits summer/autumn) as electives. Those who wish to do so must contact a student adviser at an early stage.

*Learning outcomes*

A candidate who has successfully completed this programme should have the following learning outcome defined in terms of general competence, knowledge, skills:

GENERAL COMPETENCE (Programme Goals)

The candidate should be able to:

- analyse key international dimensions related to the core themes in the programme
- analyse how new ideas, concepts or products emerge within relevant fields and be able to contribute to innovation processes
- apply ethical reasoning in work life and understand how organisations can act responsibly
- think independently and critically
- communicate scholarly issues in written texts and oral presentations
- solve problems

KNOWLEDGE

The candidate should:

- have advanced knowledge in the areas of business administration and management in international markets
- insight into strategic and operational challenges businesses may face in an international context

- be able to discuss key development trends within the programme's subject areas

## SKILLS

The candidate should be able to:

- integrate insights from various disciplines
- discuss theory and methodological approaches relevant to the analysis of empirical and theoretical problems in the subject area
- identify and apply relevant theories and methodological approaches on a specific problem
- assess the economic and social consequences of a given solution to a particular problem
- further develop their knowledge base in a lifelong learning perspective

### *Teaching and learning methods*

The International Business master's programme is an ordinary full-time study. Two courses are taught in parallel in the first half of the semester before the next two courses are taught according to the same principle. Teaching methods are accounted for in the course descriptions and may vary between lectures, discussion seminars, group work, written assignments and presentations. Various software and library databases will be used in several courses. The language of instruction is English in all compulsory courses and several electives.

Teaching is coordinated with the specialisation in International Business in MSc Business Administration - siviløkonom, master's programme.

### *Assessment methods*

In most courses there are examination requirements (individually or in groups), and some requirements include oral presentations. Many courses have an individual written in-school examination that counts 100% of the grade, while some courses have combination of a written in-school examination and an assignment. Most courses have letter grades A-F, where F is fail. See each course description for further details.

### *Internationalisation*

The International Business, master's programme is international in content and orientation. Students are exposed to international dimensions and issues in teaching as well as in the curriculum. All compulsory courses and several electives are taught in English, and most of the courses are also offered to incoming exchange students. Several faculty members have an international background and are active in international research networks.

Students can apply for exchange in the third semester. The School of Business and Law also offers internship in Nordic enterprises in Asia, Africa and North America combined with studies at one of our partner institutions. Studying abroad provides an opportunity to take courses and subjects beyond what is offered at the School. Additional benefits of studying abroad are improved language skills and cross-cultural communication skills, both highly valued by many employers.

The School of Business and Law at UiA is internationally accredited by AACSB (the Association to Advance Collegiate Schools of Business), and the accreditation opens the doors for collaboration with good institutions worldwide. For further information on exchange opportunities, see the International Office's website.

### *Requirements for continuing in the study programme*

60 ECTS credits, including ME-423 Research Methods, must be successfully completed in order to be assigned a supervisor for the master's thesis.

#### *Occupational profiles of graduates and access to further studies*

Candidates are well suited for a variety of positions in public and private sectors, as well as NGOs, and especially in enterprises operating in international markets. The programme also provides the basis for establishing and running their own business.

Successful completion also qualifies for admission to the PhD programme at the School of Business and Law, and to other PhD programmes in Norway and abroad.

#### *Qualification awarded*

Master in International Business

#### *Student evaluations*

Student evaluations are carried out annually in the Study Programme Advisory Committee in accordance with the quality system for education chapter 4.2.

#### *Other information*

Students at UiA are expected to have laptops for use in learning and at examinations, cp. the Examination Regulations for the University of Agder section 12d.

### **Internship**

In the penultimate semester students may apply for internship in a local business in Norway or a Nordic enterprise in a high-growth economy in Asia or Africa or in USA/Canada. Internship is taken in combination with two electives at the School of Business and Law or electives (exchange) at a partner university abroad.