

Degree Programme in International Business, Helsinki Pasila Campus, Part-time (evening) Education

Curriculum

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Degree Programme in International Business in a Nutshell

Name of qualification:	Bachelor of Business Administration (BBA) and the Finnish title of tradenomi
Level of qualification:	Bachelor's degree
ECTS credits:	210 ECTS credits
Official length of programme:	3.5 years
Mode of study:	Part-time (evening) programme
Contact information:	<ul style="list-style-type: none">• See Contact Information >>
Admission requirements:	Act of Polytechnics 14.11.2014/932 §25 Before applying see the admission criteria at www.studyinfo.fi !
Assessment:	<ul style="list-style-type: none">• See Degree Regulations >>
Programme requirements:	General eligibility for higher education in Finland; Language skills as required in the direct application system to the degree programme conducted in English at Haaga-Helia
General procedure for the accreditation of prior learning:	See Haaga-Helia general rules for the accreditation of prior learning >>
Admissions requirements:	Act of Polytechnics 9.5.2003/351 20§

- Before applying see the admission criteria at www.studyinfo.fi !

Access to further study:

- [Non-Degree studies in Haaga-Helia >>](#)
- University studies

[Degree Programme in International Business, Part-time \(evening\) education](#)

Profile of the Degree Programme in International Business, part-time (evening) education

Why to Choose Haaga-Helia BBA in International Business, Helsinki Pasila, part-time (evening) education?

Your aim is to

- Acquire a mind-set of continuous personal and professional development.
- Have a strong professional orientation to global business.
- Develop competencies in effective multicultural teamwork and communication.
- Acquire a variety of competences needed by business developers, digital implementers, knowledge facilitators, relationship builders and solution providers.
- Become an expert in one of the key fields in global business such as in customer relationship management and communication, entrepreneurship, financial management, human resource management and supply chain management.

Key learning outcomes of the Degree Programme

Haaga-Helia International Business graduates are highly competitive knowledge workers in the global labour markets. Graduates have the skills and broad-based know-how needed in global professional B2B services-focused environment. They anticipate future trends and cope proactively with the volatility of global markets. Our sales and service minded graduates create value through proactive networking in international contexts. In addition, they manage and lead multinational projects using effective teamwork, digital tools, time management, communications and negotiation skills. They also appreciate the importance of sustainability and business ethics.

The part-time evening studies provide possibilities to diversify students' existing competences and/or deepen their theoretical learning in the areas where they already have practical work experience.

Contact Information

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Student Affairs Office

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Director of the Business Programmes Education Unit

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Course List and Recommended Study Schedule

The studies are largely structured by modules and integrated courses. Each course code is a link to a course description and each course is scheduled on a certain semester.

Full-time Day Degree Programme in International Business, Helsinki Pasila	Code	ECTS cr	Semester
Basic Studies		60	
LEALF1 Module: Working in an International Environment		15	
The Developing Professional	LEA1LF001	9	1
Professional Growth and Collaboration in Teams	LEA1LF001A	6	
Cross-Cultural Organisation	LEA1LF001B	3	
ICT Skills for Business 1	TOO1LF001	3	1
Business English	ENG1LF001	3	1
ECOLF1 Module: Introduction to Global Business		15	
Sustainable Global Environment	ECO1LF001	9	1
Principles of Economics	ECO1LF001A	3	
Introduction to Sustainability and Services	ECO1LF001B	3	
ICT Skills for Business 2	ECO1LF001C	3	
Business Swedish (for Finnish students)	SWE1LF001	6	1
Starting My Finnish Language Studies (for international students)	FIN1LF001	6	
BUSLF1 Module: Providing a Tool-kit for a New Business		15	
Developing Entrepreneurial Competences	BUS1LF001	12	2
Entrepreneurship and Law for a New Business	BUS1LF001A	2	2
Customer Oriented Operation Planning 1 (Marketing)	BUS1LF001B	4	
Mathematics and Accounting for a New Business 1	BUS1LF001C	2	2

Basic Communication in Finnish 1 (for international students)	FIN1LF002	3	2
Finnish Business Communication 1 (for Finnish students)	FIN1LF009	3	2
BUSLF2 Module: A Business Plan with an International Dimension		15	
Business Planning for a Start-up	BUS1LF002	12	2
A Business Plan Workshop Entrepreneurship and Customer Oriented Operation Planning (Marketing) and Writing Academic Reports	BUS1LF002A	2 1 1	
Customer Oriented Operation Planning 2 (Logistics)	BUS1LF002B	4	
Mathematics and Accounting for a New Business 2	BUS1LF002C	2 2	
Basic Communication in Finnish 2 (for International students)	FIN1LF003	3	2
Finnish Business Communication 2 (for Finnish students)	FIN1LF010	3	2
Professional Studies		90	
Joint Professional Studies		51	
IBULF1 Module: Assessing Global Economic and Legal Environment		9	
Global Business Environment	IBU2LF001	6	3
Part: International Economics and Finance	IBU2LF001	3	
Part: International Law	IBU2LF001	3	
Multicultural Business Communication in English	COM2LF001	3	3
BUSLF3 Module: Managing Resources for Business		9	
Ethical Sourcing	BUS2LF002	6	3
Part: Principles of International Supply Chain Management	BUS2LF002	3	
Part: People as a Resource	BUS2LF002	3	
Business Negotiations and Contracts	LAW2LF001	3	3
MARLF1 Module: Competing in Global Markets		9	
Researching Target Markets	MAR2LF003	6	4
Part: International Market Research	MAR2LF003	4	
Part: Statistical Methods	MAR2LF003	2	

Managerial Accounting	ACC2LF001	3	4
IBULF2 Module: Going Global by Region		15	
Entering Target Markets	IBU2LF004	6	4
Part: Internationalisation and Operation Modes	IBU2LF004	3	
Part: Export/Import Procedures and Practicalities	IBU2LF004	3	
Target Economic Regions	IBU2LF005	9	4
COMLF1 Language Studies		9	
One of the languages below (6 cr + 3 cr)			
French for Business Purposes	FRE2LF001	6	3
French Business Communication	FRE2LF002	3	4
German for Business Purposes	GER2LF001	6	3
German Business Communication	GER2LF002	3	4
Spanish for Business Purposes	SPA2LF001	6	3
Spanish Business Communication	SPA2LF002	3	4
Russian for Business Purposes	RUS2LF001	6	3
Russian Business Communication	RUS2LF002	3	4
Professional Studies		90	
Professional Specialisation Studies		39	
MARLF2 Global Customer Relationship Management and Communication		33	
Innovation Management for Global Competitiveness	MAR3LF001	6	5
Strategic Business-to-Business Relationship Management	MAR3LF002	6	5
Business-to-Business Selling and Sales Management in Global Markets	MAR3LF003	3	6
Creative Corporate and Marketing Communication	MAR3LF004	12	5
Successful Event	MAR3LF005	6	5+6
ACCLF1 Financial Management for Global Business		33	
International Management Accounting	ACC3LF001	6	5

International Financial Accounting	ACC3LF002	6	5
International Trade and Finance	ACC3LF003	9	5
Corporate Tax and Value Added Tax	ACC3LF004	3	6
Consolidated Financial Statements	ACC3LF005	3	6
Budget and Responsibility Accounting	ACC3LF006	6	6
LOGLF1 Global Supply Chain Management		33	
Managing Quality in Supply Chains	LOG3LF001	6	6
Optimising Resources	LOG3LF002	6	5
Sustainable Logistics and Supply Chain Strategies	LOG3LF003	6	5
Purchasing Strategies	LOG3LF004	9	5
Developing Performance in Supply Chains	LOG3LF005	6	6
LEALF2 Human Resource Management for Global Business		33	
Working with People: Stories and Theories	LEA3LF001	6	5
Legal and Ethical Dimension in HRM	LEA3LF002	6	5
Talent Dimension in HRM	LEA3LF003	6	6
Collaborative Dimension in HRM	LEA3LF004	6	6
Facilitating HRM Processes	LEA3LF005	6	5
People as a Strategic Asset	LEA3LF006	3	6
IBULF3 Joint Specialisation Studies			
Strategic Views on Global Business	IBU2LF006	6	7
Free-Choice Studies		15	1-7
Language Studies			
English for Academic Purposes	ENG8LF001	3	
Finnish for Exchange Students 1	FIN8LF010	3	
Finnish for Exchange Students 2	FIN8LF020	3	
Finnish for Working Purposes 1	FIN8LF002	6	

Finnish for Working Purposes 2	FIN8LF003	3	
Finnish for Working Purposes 3	FIN8LF004	3	
Practical Finnish at Work	FIN8LF001	3	
French for Beginners 1	FRE8LF001	6	
French for Beginners 2	FRE8LF002	3	
German for Beginners 1	GER8LF001	6	
German for Beginners 2	GER8LF002	3	
Russian for Beginners 1	RUS8LF001	6	
Russian for Beginners 2	RUS8LF002	3	
Spanish for Beginners 1	SPA8LF001	6	
Spanish for Beginners 2	SPA8LF002	3	
Catch up Swedish	SWE8LF001	3	
Swedish for Beginners 1	SWE8LF002	6	
Swedish for Beginners 2	SWE8LF003	3	
Swedish Culture and Society for Managers	SWE8LF004	3	
Working for Nordic Businesses	SWE8LF005	3	
Other Free-Choice Studies			
Academic Writing	THE8LF001	3	1-7
Becoming an Entrepreneur in Finland	BUS8LF001	6	3-7
Catch up Business Mathematics	MAT8LF001	3	1
Doing Business and Working in the Arab Countries	IBU8LF006	3	1-7
Enterprise Resource Planning	LOG8LF001	3	3-7
Future Planning Methods for Global Business	ECO8LF001	3	3-7
Integrating Business and IT	TOO8LF002	3	4-7
International Business Cases	IBU8LF001	3	3-7
Marketing Yourself	SLF8LF001	3	1-7

Project Management in Multicultural Environment	TOO8LF001	3	3-7
Toolkit for Quantitative Surveys	MET8LF001	3	4-7
Towards Well-being	PHY8LF001	3	1-7
Work Placement		30	
Combination of Basic and Specialisation Work Placement Learning	PLA6LF001	30	
Basic Work Placement Learning (A)	PLA6LF002A	15	6 + summer
Specialisation Work Placement Learning (B)	PLA6LF002B	15	
Bachelor's Thesis		15	
Thesis Planning Workshop	THE7LF001		
Thesis Advising	THE7LF002		
Thesis Presentation Workshop	THE7LF003	15	6+7
Maturity Test	THE7LF004		
Bachelor's Thesis	THE7LF005		
TOTAL		210	

Course List and Recommended Study Schedule, curriculum 2016

Part-time Degree Programme in International Business Helsinki, Pasila, curriculum GLOBBA16		Code	ECTS	Semester
Basic Studies			75	
Introduction to International Business	IBU1LF101	10	1	
Business Mathematics	MAT1LF101	5	1	
Basics of Marketing	MAR1LF101	5	1	
Business ICT Skills	ICT1LF101	5	1	
Entrepreneurship	ENT1LF101	5	2	
Sustainable Business	BUS1LF101	5	2	
Basics of Supply Chain Management	SCM1LF101	5	2	
Basics of Human Resource Management	HRM1LF101	5	2	
Basics of Financial Management	ACC1LF101	5	2	
Selling to Export Markets	IBU1LF102	5	3	
Internationalisation of a Firm	IBU1LF103	5	3	
International Economics	ECO1LF101	5	3	
International Trade Practicalities and Business Law	IBU1LF104	5	4	
ERP and Project Management	ICT1LF102	5	5	
Specialisation Studies			50	
Specialisation Project	IBU3LF101	5	5	
Entrepreneurship		ENT3LF		
Forms of Entrepreneurship	ENT3LF101	5	3	
Entrepreneur's Networks and Arenas	ENT3LF102	5	4	

	Growth for Entrepreneurship	ENT3LF103	5	4
	Human Resource Management	HRM3LF		
	Employer Branding	HRM3LF101	5	3
	Talent Development	HRM3LF102	5	4
	Talent Management	HRM3LF103	5	4
	eHRM	HRM3LF104	5	4
	HR Strategy and Change	HRM3LF105	5	5
	HR Legislation	HRM3LF106	5	4
	Leadership	HRM3LF107	5	6
	Customer Relationship Management and Communication	MAR3LF		
	BtoB Sales Skills	MAR3LF101	5	3
	Marketing Research Methods	MAR3LF102	5	4
	Innovative Service Design	MAR3LF103	5	4
	Customer Relationship Management	MAR3LF104	5	4
	Branding and Marketing Communications	MAR3LF105	5	5
	International Marketing Research	MAR3LF106	5	4
	International Sales Management	MAR3LF107	5	6
	Growth and Competitive Strategies	MAR3LF108	5	6
	E-Business	MAR3LF109	5	6
	Content Marketing in an International Digital Environment	MAR3LF110	5	6
	Financial Management	ACC3LF		
	Financial Accounting	ACC3LF101	5	3
	Business Controlling and Analytics	ACC3LF102	5	4
	Financial Statement Analysis	ACC3LF103	5	4

	Introduction to Corporate Finance	FIE3LF101	5	4
	Budgeting and Performance Evaluation	ACC3LF104	5	5
	International Accounting and Taxation	ACC3LF105	5	4
	Investment Management	FIE3LF102	5	6
	International Finance	FIE3LF103	5	6
	Theme Topics in Accounting and Finance	ACC3LF106	5	6
	Supply Chain Management	SCM3LF		
	Developing SCM	SCM3LF101	5	3
	Strategic Sourcing	SCM3LF102	5	4
	Sustainable SCM	SCM3LF103	5	4
	Quality Management	SCM3LF104	5	4
	SCM Tools and Optimisation	SCM3LF105	5	5
	Procurement Practicalities	SCM3LF106	5	4
	Humanitarian Logistics	SCM3LF107	5	6
	Language and Communication Studies		25	
	International Business Communication	COM1LF101	5	3
	Finnish for Foreigners 1	FIN1LF101	5	1
	Finnish for Foreigners 2	FIN1LF102	5	2
	Finnish for Foreigners 3	FIN1LF103	5	
	Finnish for Foreigners 4	FIN1LF104	5	
	Finnish Business Communication	FIN1LF105	5	4
	Finnish for Exchange Students	FIN8LF101	5	
	French 1	FRE8LF101	5	
	French 2	FRE8LF102	5	
	French 3	FRE8LF103	5	

French 4	FRE8LF104	5	
German 1	GER8LF101	5	
German 2	GER8LF102	5	
German 3	GER8LF103	5	
German 4	GER8LF104	5	
Spanish 1	SPA8LF101	5	
Spanish 2	SPA8LF102	5	
Spanish 3	SPA8LF103	5	
Spanish 4	SPA8LF104	5	
Swedish Business Communication	SWE1LF101	5	3
Swedish 1	SWE8LF101	5	
Swedish 2	SWE8LF102	5	
Free-choice Studies		15	
Brush up Business Mathematics	MAT8LF101	3	1
Brush up Swedish	SWE8LF103	5	2
Work Placement Learning	PLALF1	30	
Combination of Basic and Specialisation Work Placement	PLA6LF001	30	
Basic Work Placement	PLA6LF002A	15	
Specialisation Work Placement	PLA6LF002B	15	
Bachelor's Thesis	THELF1	15	
Introduction to Thesis	THE7LF006	1	3-5
Thesis Planning	THE7LF007	4	5
Thesis Implementation	THE7LF008	5	6
Thesis Finalization	THE7LF009	5	6

Structure, Content and Extent of the DP, 2009

The bachelor's degree consists of 210 credit points. According to the act for the polytechnic studies (i.e. university of applied sciences studies), the basic studies compulsory for all include studies of 60 credit points, professional studies 90, free-choice studies 15, work placement 30 and thesis 15 credit points. The structure of Haaga-Helia International Business programme is based on this framework. It ensures also graduation within the target time to the students.

Table 1: Structure of the Haaga-Helia International Business Curriculum

DEGREE PROGRAMME STRUCTURE

Basic Studies (compulsory for all students)	60 cr
Professional Studies	
42 cr joint studies for all students	
9 cr language studies as chosen from the language selection offered	90 cr
39 cr specialisation studies as chosen either from one specialisation or a combination of two specialisations given	
Free-choice Studies	15 cr
Work Placement	30 cr
Thesis	15 cr
TOTAL	210 cr

The studies include 27 credit points of communication and language studies. All students study 6 credit points Business English Communication. Foreign degree students have 12 credit points Finnish language studies as a compulsory part of their studies. Finnish degree students study 6 credit points Business Swedish. On the basis of the diagnostic Swedish language test, a separate brush-up course in Swedish is recommended before the Business Swedish course. In addition, all students choose a third language (9 credit points) either at an advanced or beginner's level among the selection of language studies.

On the basis of the results in the mathematics exam in the entrance examination or the diagnostic test in the beginning of the studies a separate pre-algebra course is offered to the students to ensure success in the business mathematics and statistical methodology studies.

Pedagogic Solutions

In the Haaga-Helia International Business Programme pedagogic solutions allow diversity. The aim is that the students learn to flexibly operate in various modes and environments.

The Problem Based Learning (PBL) and project-/job-based approaches are emphasised. The PBL offers a good platform for developing many of the meta skills. In the two first semesters PBL is the dominating approach. Especially in the specialisation studies project- and job-based learning are favoured.

Multicultural Learning

When studying in the Haaga-Helia International Business Programme students have several opportunities to include multicultural dimensions in their degree studies.

About one half of the students in the programme come outside Finland. They represent over 60 different nationalities. Annually more than 150 exchange students study in the programme. The large international student community at Haaga-Helia offers a natural daily platform for multicultural learning.

Learning of multicultural communication and business knowledge is based on the vast expertise of the Haaga-Helia teaching staff. The full-time lecturers represent several different nationalities. In addition, visiting guest lecturers from Haaga-Helia's international partner institutions give frequently lectures in the programme.

The wide network of international partner institutions all over the world helps all degree students find a suitable university for an exchange semester or two semester long double degree studies.

Structure, Content and Extent of the Degree Programme, curriculum 2016

The bachelor's degree consists of 210 credit points. The basic studies compulsory for all include studies of 100 credit points, professional studies 50, free-choice studies 15, work placement 30 and thesis 15 credit points. The structure of Haaga-Helia International Business programme is based on this framework. It ensures also graduation within the target time to the students.

Degree Programme Structure	
Basic Studies including 25 cr language studies (compulsory for all students)	100 cr
Specialisation Studies	50 cr
Free-choice Studies	15 cr
Work Placement	30 cr
Thesis	15 cr
TOTAL	210 cr

The studies include 25 credit points of communication and language studies. All students study 5 credit points Business English Communication. Foreign degree students have 15 credit points Finnish language studies as a compulsory part of their studies. Finnish degree students study 5 credit points Business Swedish. On the basis of the diagnostic Swedish language test, a separate brush-up course in Swedish is recommended before the Business Swedish course. In addition, all students choose a third language (10 credit points) either at an advanced or beginner's level among the selection of language studies.

On the basis of the results in the mathematics exam in the entrance examination or the diagnostic test in the beginning of the studies a separate pre-algebra course is offered to the students to ensure success in the business mathematics and statistical methodology studies.

Pedagogic Solutions

The programme incorporates a diverse range of teaching styles and formats that support learners, but it also encourages individual responsibility to take command of learning and to specialise in areas of personal professional interest. GLOBBA develops skills and increases knowledge, but foremost it builds competencies – the ability to apply skills and knowledge. Transcending the program on all levels is a professional attitude embodying entrepreneurial spirit, embracing cultural diversity, incorporating new technology and reflecting on continuous improvement.

Learning takes place in varying combinations of contact-based tuition, virtual learning, independent and team study as well as projects done by either exploring businesses or collaborating with business organisations. The international student body and the international semester allow the

student to gain authentic multicultural understanding and competencies. Courses rely on a combination of student-centred and instructor-facilitated learning methods. Interactive lectures support class discussions, individual assignments, problem-based learning and team projects. Hands-on, entrepreneurial projects with Haaga-Helia's partners require students to develop competencies in project management, digitalisation, negotiation, service and sales. Students improve their oral and written English skills through discussions and team presentations as well as written assignments and project reports. These pedagogical solutions facilitate the development of competencies required for successful international careers.

Multicultural Learning

When studying in the Haaga-Helia International Business Programme students have several opportunities to include multicultural dimensions in their degree studies. About one half of the students in the programme come outside Finland. They represent over 60 different nationalities. Annually more than 150 exchange students study in the programme. The large international student community at Haaga-Helia offers a natural daily platform for multicultural learning. Learning of multicultural communication and business knowledge is based on the vast expertise of the Haaga-Helia teaching staff. The full-time lecturers represent several different nationalities. In addition, visiting guest lecturers from Haaga-Helia's international partner institutions give frequently lectures in the programme. In the full-time day programme students with the Finnish educational background must include either an exchange study period or work placement abroad in their degree studies. The wide network of international partner institutions all over the world helps all degree students find a suitable university for an exchange semester or two semester long double degree studies.

Study Experiences

International Business Students Write about Their Experiences

Rossana Cedeño, autumn 2012



I joined the International Business program of Haaga-Helia during the fall of 2009. My main goal was to learn more about international business practices as well as about talent and financial management. I thought those skills might complement my communications and marketing background and give me necessary information and knowledge to move forward in my career. I particularly enjoyed the idea of networking and being in a multicultural environment where I could learn more about other countries, cultures and different ways of doing business.

I selected HR Management as a major because I want to be a good leader and manager in the future. I enjoyed working with people and I believe that good leaders can get the best of their team, motivate them and therefore get better results.

From my studies I found particular interesting the topics related to talent management, competences development and employer branding. By studying Financial Management as a minor I learned how the activities of different units of the company impact on the final results. I could say the program has helped me to understand other areas of the business and I have learned a lot of new things about myself, too.

The last 3, 5 years were very hectic and there was no much free time. It was not easy to study and work full time simultaneously and I needed to manage my time very wisely. You need to be very committed and motivated to do this. Nevertheless, it has been very rewarding to learn new things, develop my skills and apply my knowledge already when working.

Aki Sand, autumn 2012



I started in the Haaga-Helia's International Business Program in the autumn of 2009. My motivator to study while working full-time was to supplement my engineering background with business education. It was challenging to combine business trips and international projects with evening lectures and study tasks. However, it was very rewarding to notice my own development and achievements in both areas. Motivation and time management were the key factors to succeed! When you are motivated to develop your skills and update your expertise, you will find time for studies and work, and enjoy it. The hectic schedule taught me to set priorities and find balance with work, study, family, friends, and not forgetting my own well-being.

The program gave a good outlook on all aspects of international business. I especially enjoyed the courses and assignments on business strategies and operations development. I chose HAAGA-HELIA because I wanted to specialize to Supply chain management for a global business. It was great to deepen my know-how in the field, and discuss with fellow students and teachers about real cases. The group contained students from all around the world, which was very valuable, and helped me to learn more about different cultures and ways of working. It was nice to notice after three and half years that I was able to graduate in the planned study time. The international business studies broadened my knowledge and enabled instantly outperforming on my work tasks. It made me self-confident that I am doing right things, and I believe this experience will help me reaching my career goals in future.