



**Saimaa**

University of Applied Sciences



**Master's Degree  
Programme in  
International  
Business  
Management**

Special Focus on Russian Business  
Lappeenranta, Finland

# Update your international business competence

Would you like to obtain a comprehensive view on international commerce and focus particularly on business with Russia? Our Master's Degree Programme in International Business Management provides you with the latest knowledge and the most relevant theories to support your professional challenges. The degree will encourage you to take on new tasks and initiatives and to come up with innovations in your profession.

## **Degree Programme in International Business Management** Lappeenranta, Finland

### **Degree title: Master of Business Administration**

The degree provides the same level of competence for public office and commercial positions as Master's degrees achieved from universities.

The duration of the degree is 2.5 years.

The extent of studies: 90 credits, including 30 credits from thesis.

The degree programme is conducted in English.

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### **Workplace-oriented studies**

Students of the Degree Programme in International Business Management graduate as Masters of Business Administration. The curriculum is workplace-oriented and studies are organised in line with each student's personal study plan.

#### **The aim is that graduates will:**

- be able to start up and manage processes related to international business and marketing
- know how to apply the principles of project management and develop a company's strategic planning and implementation
- be familiar with the special characteristics of trade and business with Russia

#### **Graduates of the Master of Business Administration are able to work as:**

- project managers for the development initiatives of companies
- planners and managers in international trade
- initiators and experts in Russian Business
- independent entrepreneurs etc.



## Co-operation with universities in St. Petersburg

The degree focuses on high-level know-how in international business, and particularly on Russia-related business, marketing and leadership skills.

Some of the studies can be completed in St. Petersburg at one of our partner universities. We also invite experts from institutions in St. Petersburg to give lectures on current business issues about Russia and the EU. They can also give their contribution to workshops and projects done by the students.

## Development project to solve practical problems

The Master's thesis, included in the degree, is carried out as a development project related to actual issues and challenges in industry, commerce or individual companies. We encourage students to do their thesis related to their own working environment. Development projects are carried out throughout the studies, starting in the early stages of the degree.

## Studying while working

The Master's degree takes approximately 2.5 years to complete. Studies are based on blended learning methods including both face-to-face sessions and independent e-learning online enabling flexibility for students. Contact sessions are organised in the evenings and on weekends on the Skinnarila campus.

## Work experience required

To qualify for the degree, applicants must have Bachelor of Business Administration, Bachelor of Science (Technology), Bachelor of Hospitality Management or a similar applied higher education degree, plus at least three years' work experience after graduation.

## Application

The application period is in March/April. No application forms are taken into account outside of the application period. The application form and more information on applying including the exact application period are available online at [www.saimia.fi/admission](http://www.saimia.fi/admission).

FRAMEWORK OF THE CURRICULUM
<b>ADVANCED PROFESSIONAL STUDIES 44 ECTS</b>
<b>Working In Global Business Environment 10 ECTS</b> <ul style="list-style-type: none"><li>• Theories and Practices in International Business<ul style="list-style-type: none"><li>• Intercultural Communication</li><li>• Business Environment in Russia</li></ul></li></ul>
<b>Enhancing International Marketing and Sales 14 ECTS</b> <ul style="list-style-type: none"><li>• International Marketing Management</li><li>• Managing International Sales and Channels</li><li>• International Business Law and Contracts<ul style="list-style-type: none"><li>• Marketing in Russia</li></ul></li></ul>
<b>Managing Business and People 10 ECTS</b> <ul style="list-style-type: none"><li>• Creating Global Business Strategy</li><li>• Managing International Teams and Networks<ul style="list-style-type: none"><li>• Business Management in Russia</li></ul></li></ul>
<b>Developing Sustainable Business and Supply Chain 10 ECTS</b> <ul style="list-style-type: none"><li>• International Logistics and Supply Chain Management<ul style="list-style-type: none"><li>• Corporate Social Responsibility</li><li>• Special Issues in Russian Logistics</li></ul></li></ul>
<b>IMPLEMENTING PROJECTS AND RESEARCH 10 ECTS</b> <ul style="list-style-type: none"><li>• Project Management</li><li>• Research Methods and Thesis Seminars</li></ul>
<b>FREE-CHOICE STUDIES 6 ECTS</b>
<b>Russian Social and Business Culture 6 ECTS</b> <ul style="list-style-type: none"><li>• Intensive Studies in St.Petersburg</li><li>• Cultural Issues in Russian Business</li></ul>
<b>Management Accounting 6 ECTS</b> <ul style="list-style-type: none"><li>• Controlling Costs and Profitability</li><li>• Analysing Financial Statements and Performance Indicators</li></ul>
<b>Challenges of Human Resource Management 6 ECTS</b> <ul style="list-style-type: none"><li>• Strategic HR Planning and Organising</li><li>• Delivering Performance Through People</li></ul>
<b>MASTER'S THESIS 30 ECTS</b>
<b>TOTAL 90 ECTS</b>

## The Saimaa University of Applied Sciences in South-East Finland

Located in Southeast Finland, the Saimaa University of Applied Sciences is a higher education institute offering degrees in the faculties of Technology, Business and Culture, and Health Care and Social Services. The Bachelor's degrees in English are in the fields of Mechanical Engineering and Production Technology, International Business and Hotel, Restaurant and Tourism Management.

We also provide Master's degrees in International Business Management (in English), Civil Engineering, Health Promotion and Cultural Innovation. We have about 3 000 students and our units are located in the cities of Lappeenranta and Imatra.



### FURTHER INFORMATION

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