

## **Educational Internship “Introduction to Profession”**

Syllabus

III 2.23

**Specialty: 292 “International Economic Relations”**

**Educational program “International Business”**

Quarter/Year: Fall/2021 Instructors: Chaplynska N.M. - ECTS Credits: 2

Ph.D. in Economics, Associate Professor

US Credits: 1

Contact information: natalia.protsun@uacu.edu.ua

### **Course Description**

Design and critically assess business, international companies. The attention will be drawn to practical foundations and abilities of different companies. The course introduces students to the basic tools of business development and the principles necessary to widespread economic, marketing relationships, management, business behavior, organizational structure and consumer choice, show productive reality of the companies.

### **Learning Outcomes**

Upon successful completion of this course students will be able to:

PH1. Responsibly treat professional self-improvement, realizing the need for lifelong learning, show tolerance and readiness for innovative changes.

PH2. Communicate freely on professional issues in the state and foreign languages orally and in writing, to use economic terminology professionally.

PH5. Possess the skills of introspection (self-control), be understandable for representatives of other business cultures and professional groups of different levels (with specialists from other fields of knowledge / activities) on the basis of appreciating diversity, multiculturalism, tolerance and respect for them.

PH6. Plan, organize, motivate, evaluate and increase the effectiveness of teamwork, conduct research in a group under the leadership of a leader, taking into account today's requirements and features in a limited time.

PH7. Apply the acquired theoretical knowledge to solve practical problems and meaningfully interpret the results.

PH19. Understand and apply current legislation, international regulations and agreements, reference materials, current standards and specifications, etc. in the field of international economic relations.

PH21. Understand and have the skills to maintain business protocol and business etiquette in the field of international economic relations, taking into account the peculiarities of intercultural communication at the professional and social levels, both state and foreign languages.

PH23. Recognize the need for lifelong learning in order to maintain a high level of professional competence.

PH25. Present the results of the research on the basis of which recommendations and measures for adaptation to changes in the international environment are developed.

### Competencies:

3K3. Ability to learn and be modernly trained.

3K4. Ability to plan and manage time.

3K11. Ability to work in a team.

CK14. Ability to communicate at the professional and social levels using professional terminology, including oral and written communication in state and foreign languages.

CK16. The ability to constantly improve the theoretical level of knowledge, generate and effectively use them in practice.

### Internationality

This course will be based on international practices and approaches to doing business inter alia contemporary managerial practices, best available technologies.

#### Objectives

- Describe the team building process;
- Communications
- Student Responsibilities
- Time Commitment
- Grading Policy
- Graduate Grading Guidelines

Grade	ECTS Grade	International Grade
90% - 100%	A	5 (Excellent)
83% - 89%	B	4 (Very Good)
75% - 82%	C	4 (Good)
70% - 74%	D	3 (Good)
60% - 69%	E	3 (Acceptable)
35% - 59%	FX	Not acceptable, possible repetition of course

#### Academic dishonesty

**Plagiarism** — submitting all or part of another's work as one's own in an academic exercise such as an examination, a computer program, or written assignment.

**Cheating** — using or attempting to use unauthorized materials on an examination or assignment, such as using unauthorized texts or notes or improperly obtaining (or attempting to obtain) copies of an examination or answers to an examination.

**Facilitating Academic Dishonesty** — helping another commit an act of dishonesty, such as substituting for an examination or completing an assignment for someone else.

**Fabrication** — altering or transmitting, without authorization, academic information or records.

**Stage 1. Companies** To choose the most interesting company.

- Discuss the history of the firms, organizational structure,

- Describe different business models at the companies;
- Understand the concepts of [entrepreneurial marketing](#) and elevator pitching;
- To trace the relationship with the development of corporate relations

### **List of Companies to be analyzed**

1. Alibaba Group
2. Alphabet Inc.
3. Amazon.com, Inc.
4. Apple Inc.
5. Berkshire Hathaway
6. Citigroup Inc.
7. Coca-Cola
8. eBay
9. Exxon Mobil Corporation
10. Facebook, Inc.
11. Gazprom PJSC
12. Hyatt Hotels Corp
13. Johnson & Johnson
14. JPMorgan Chase & Co.
15. Kellogg Company
16. Lending Club
17. Mastercard Incorporated
18. Microsoft Corporation
19. Nestle
20. Philip Morris
21. Procter & Gamble Company
22. Royal Dutch Shell
23. S&P Global Inc.
24. Samsung Electronics
25. Tesla, Inc.
26. Toyota Motor
27. Uber
28. Visa Inc.
29. Walmart
30. Walt Disney

### **Stage 2. Presentation**

Preparing material for presentation (20%)

**Stage 2** is the contest of presenters.

At this stage, the participants are to give business presentations, prepared in advance and *recorded at the video*. The total score given for a presentation is the summation of scores for each of the items of the Presentation Evaluation Form (e.g.: eye contact with audience, linking phrases, use of business vocabulary, use of visual aids, handling questions, etc).

The presentation topic is due to be a company (more information at the stage 1). The talk should include description of the company's organization, products, partners, etc. The presenters are supposed to show tangible knowledge of topical business vocabulary as well

as mastery in structuring the speech, using visual aids, handling questions, giving a clear summary and conclusion.

Delivery time is 7 to 10 minutes. Exceeding the time limit will allow the Panel to stop the presenter and result in losing marks.

A successful presentation is to meet the following requirements:

- be delivered orally
- be supported with visual aids
- be easily identified as a business presentation, not a political speech, school performance, drama or slide show
- keep the listeners awake and, ideally, interested during the speech
- last not less than 5 and not more than 7 minutes (3 to 5 minutes are allotted for questions from the Panel)
- not use company-produced demo materials such as ready-made PowerPoint slides (these do not include gimmicks, business cards, booklets, brochures, posters, and other objects carrying company logos, slogans and contact information).

Recommended visual aids are PowerPoint slides, handouts, posters, video, product samples, etc.

Students record their speech with explanation of Power Point presentation about their company.

A successful video record is to meet the following requirements:

- clear explanation:
- good visual materials, which support oral representation;
- keep the listeners awake and, ideally, interested during the speech;
- uploaded into the Moodle system into special element "Your presentation and link to your video add here".
- deadline - October 15, 2021.

Be ready to answer the questions during the defense of presentation (final exam).

### **Stage 3. Video** From 5 up to 7 minutes.

#### Stage 3. Video

At this stage, the participants are to give business presentations, prepared in advance and *recorded at the video*. The total score given for a presentation is the summation of scores for each of the items: eye contact with audience, linking phrases, use of business vocabulary, use of visual aids, handling questions, etc. Recommended visual aids are PowerPoint slides, handouts, posters, video, product samples, etc.

The presentation topic is due to be a company (more information at the stage 1). The talk should include description of the company's organization, products, partners, etc. The presenters are supposed to show tangible knowledge of topical business vocabulary as well as mastery in structuring the speech, using visual aids, handling questions, giving a clear summary and conclusion.

Delivery time is 5 to 7 minutes.

A successful presentation is to meet the following requirements:- be delivered orally- be supported with visual aids- be easily identified as a business presentation, not a political speech, school performance, drama or slide show- keep the listeners awake and, ideally,

- interested during the speech- last not less than 5 and not more than 7 minutes
- clear explanation:- good visual materials, which support oral representation;
  - keep the listeners awake and, ideally, interested during the speech;
  - uploaded the link into the Moodle system into special element "Your videos add here".

**Stage 4.** Be ready to answer the questions during the defense of presentation.

**Course-level Grading guidelines:**

·Academic integrity is submitting one’s own work and properly acknowledging the contributions of others. Any violation of this principle constitutes academic dishonesty and is liable to result in a failing grade and disciplinary action. Forms of academic dishonesty include:

Students should pass one global project. Its developing consist of such stages:

1. You choose one company form the list below. Then agree on the possibility of analyzing your company with an instructor Natalia Protsun (natalia.protsun@uacu.edu.ua).

2. After the approval of the company, you can start to collect information about it.

This information should include brief information about the company, organizational structure, activities, incomes, competitors, partners, economic and social databases, effects, etc. (all business information).

<b>ECTS grade</b>	<b>Requirements for the student</b>
A	Each student demonstrated a comprehensive systemic and in-depth knowledge of prepared material; processed basic and additional literature; obtained a solid grasp of the conceptual apparatus, methods, techniques and tools provided by the program; found creative abilities in the presentation of the educational program material both on this issue and on related modules of the course and related courses, or the student had a current control of 90-100 points
B	The student demonstrated good knowledge in business sphere;
C	processed the basic literature, mastered the conceptual apparatus, methods, techniques and tools provided by the program, but with some inaccuracies
D	The student showed mediocre knowledge of the business material;
E	learned information mainly from a presentation; mastered only a few methods, techniques and tools
FX	The student has significant gaps in knowledge of the main presentation material; fragmentary mastered the basic concepts, techniques and tools; significant mistakes are made when using them

For individual issues, students should contact the professor ONLY by given e-mail or by Moodle. In the Subject line they should put: **UACUFirstNameLastName**. E-mail messages will normally be answered within 24 hours.

The study of technical courses is cumulative (i.e., an understanding of earlier material is necessary to grasp concepts covered later). Past experience has shown a high correlation between procrastination and low grades. Students must be committed to completing tasks on time.



The course is based on mastery of course outcomes. The student's grade for this course will be calculated based on performance.

**Note:** the minimal grade to pass a subject is **60% (for Bachelor's degree)**.

The assignment of a letter grade for a course is an indication of the student's overall success in achieving the learning outcomes for the course. The course letter grade may be viewed as a summary statement of the student's achievement in individual assessments (assignments & activities). These assessments are intended to identify for students their strengths as well as those areas in need of improvement. Student work is assessed according to the guidelines below.

### **Criteria for grading:**

This course is conducted in the form of visiting companies and [presentations](#) made by the students.

The final grade would be a summation of the following:

2. Presentation (**40%**)
3. Preparing the video about company and answer the questions (**40%**)

### **Recommended Materials**

1. [https://www.alibaba.com/?src=sem\\_ggl&cmpgn=407465347&adgrp=26917222987&fditm=&tgt=kwd-25415189828&locintrst=&locphyscl=9061015&mtchtyp=b&ntwrk=g&device=c&dvcmdl=&creative=106732397107&plcmnt=&plcmntcat=&p1=&p2=&acid=&position=&gclid=EAIaIQobChMIypCzrsLa7gIVoQWiAx1soAEfEAAYASAAEgIkGfD\\_BwE](https://www.alibaba.com/?src=sem_ggl&cmpgn=407465347&adgrp=26917222987&fditm=&tgt=kwd-25415189828&locintrst=&locphyscl=9061015&mtchtyp=b&ntwrk=g&device=c&dvcmdl=&creative=106732397107&plcmnt=&plcmntcat=&p1=&p2=&acid=&position=&gclid=EAIaIQobChMIypCzrsLa7gIVoQWiAx1soAEfEAAYASAAEgIkGfD_BwE)
2. <https://www.amazon.com/>
3. <https://www.apple.com/>
4. <https://www.berkshirehathaway.com/>
5. <https://www.citigroup.com/citi/> and others.

Протокол засідання кафедр № 2 від 23.08.2021 року

Проректор з навчально-методичної роботи



Л.І.Кондратенко

Завідувач кафедри



Л.В. Жарова

Викладач



Н.М.Чаплинська