



## Trainings in International Trade

### Master Degree

### Syllabus

### III 2.7

### MBA 545

### Specialty: 073 “Management”

### Educational program “Business Administration”

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### Course Description

The future of humanity is global integration. Technology is breaking down all barriers of the past. This course will prepare students for a successful career in a global economy. During the course we will tackle issues ranging from monetization of science to protection of intellectual property to financial engineering to multi-party negotiations to geo-politics to community driven economics. Every class we will be joined by world-class expert in the subject matter we are focused on for the day.

### Learning Outcomes

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

- PH.1. Critically comprehend, select and use the necessary scientific, methodological and analytical tools for management in unpredictable conditions.
- PH.3. Design effective management systems for organizations.
- PH.4. Substantiate and manage projects, generate business ideas.
- PH.6. Have the skills to make, justify and ensure the implementation of management decisions in unpredictable conditions, taking into account the requirements of applicable law, ethical considerations and social responsibility.
- PH.7. Organize and carry out effective communications within the team, with representatives of various professional groups and in the international context.
- PH.8. Use specialized software and information systems to solve management problems of the organization.
- PH.10. Demonstrate leadership skills and ability to work in a team, interact with people, influence their behavior to solve professional problems.
- PH.12. Be able to delegate authority and management of the organization (unit).

PH.13. Be able to plan and implement information, methodological, material, financial and personnel support of the organization (unit).

### **Competences**

IK. Ability to solve complex problems and problems in the field of management or in the learning process, involving research and / or innovation in the uncertainty of conditions and requirements

3K1. Ability to conduct research at the appropriate level;

3K6. Ability to generate new ideas (creativity);

3K7. Ability to abstract thinking, analysis and synthesis;

CK1. Ability to select and use management concepts, methods and tools, including in accordance with defined objectives and international standards;

CK4. Ability to effectively use and develop the organization's resources;

CK5. Ability to create and organize effective communications in the management process;

CK7. Ability to develop projects, manage them, show initiative and entrepreneurship.

CK8. Ability to use psychological technologies at work with staff.

### **Internationality**

All our classes have international component to it.

### **Communications**

For individual issues, students should contact the professor directly by e-mail. In the Subject line they should put: **UACUFirstNameLastName**. E-mail messages will normally be answered within 36 hours. We will also set up a WhatsApp/Telegram group for all students in the class.

### **Student Responsibilities**

#### **Time Commitment**

24/7 - All students must have total commitment to personal to growth, therefore every minute of the day is an opportunity to grow. 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.

#### **Technical Aspects**

The student is obliged to provide himself/herself with all the necessary technical equipment for the educational process (laptop or computer, webcam, headsets or headphones, and microphone), as well as access to the Internet.

Only students signed-in with their own first and last names are allowed into video lectures in Zoom.

## Grading Policy

Everyone in this course starts with 100% or an A grade! Engagement, collaboration, initiative, participation will maintain the perfect score. This course is not about the grade but about ability to adopt to real-life experience what is learned in the classroom.

**Note:** the minimal grade to pass a subject is **60%**. Missing 2 or more classes will lead to automatic dismissal and failing grade.

## Graduate Grading Guidelines

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.

### Course-level Grading guidelines:

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

Maximum total possible points - 500 overall evaluation points incl.

(midterm and final exam are **60%** of overall evaluation, where Midterm – 20% and Final – 40%)

Test / Assignment / Project – **200** points (every Class / several times during the course)

Midterm exam – **100** points

Final exam - **200**points

### Assignment Format

- All work should be shown in time. If the student misses the deadline – the task is failed
- Assignments (projects) should be done in Word MS/PPT, contain an introduction, main part, conclusions, and references. The volume up to 3/10 pages/slides
- The final exam covered all course material and included 3 page an executive summary and 10 minutes pitch session presentation to all members of the group. Admission to the final exam is possible only if all the tasks of the curriculum are covered

**Note:** In case of missed midterm or final exam (for a valid reason like sickness or an emergency) a request to repeat the exam is possible. Permit to repeat a midterm or final exam is done through a letter to the dean's office with request and approval of subject lecturer. Repetition of exams is limited to not more than two subjects.

### Submission & Return Policy

Assignments must be submitted to the professor on or before the due date indicated in the Course Schedule. The assignments submitted after the due dates receive zero points.

\*\*\*\* NO MAKE –UP QUIZZES AND EXAMS \*\*\*\*

### Schedule

Class #	Research Projects	Assignments Due	Points
Class 1	<b>Topic: Economy of Trust - Community Driven Economics</b> All global, all driven by the crowds, and all based on trust.		
Class 2	<b>Topic: International Communication &amp; Negotiations</b> It is all about the story – how it is shaped, delivered and received.	Essay	10
Class 3	<b>Topic: Deal making &amp; structure</b> To get any capital from any source the deal must reduce risks to all stakeholders and increase valuation for all shareholders.	Essay	10
Class 4	<b>Topic: From science to global markets</b> How do we take revolutionary breakthroughs, protect it, and monetize it?	Project	10
Class 5	<b>Topic: Financial instruments &amp; capital liquidity</b> Cash is still a KING but it is no longer physical cash. New financial tools equal new opportunities to generate liquidity to all.	Project	10
Class 6	<b>Topic: Community Driven Economics</b> Building economy and governance of society from bottom up. Pro's & con's.		
Class 7	<b>Topic: Valuation and Risks Management</b> Systematic reduction of risks to all stakeholders leads to increase valuation for all shareholders.	Project	20
	<b>Midterm Exam: 100 Dreams, Personal Strengths &amp; Weaknesses</b>		100
Class 8	<b>Topic: Entrepreneurship</b> It is the future of the local and global economy. It all starts with ideas and unstoppable determination to succeed.	Project + <u>Corrections</u>	5+5
Class 9	<b>Topic: Sales &amp; Business development</b>	Project+Quiz	

	Strategy, positioning, tactics, instruments & customer service after the initial sale.		5+5
<b>Class 10</b>	<b>Topic: Ecosystem – strategic partnerships</b> In successful ecosystem 2+2 must = 5. Creating win-win solutions and co-dependence for positive outcomes fall all members of ecosystem.	Project+Assignment	5+5
<b>Class 11</b>	<b>Topic: Social responsibility &amp; impact</b> We must build business models in which social responsibility is fully integrated to facilitate financial results.	Project+Quiz	5+5
<b>Class 12</b>	<b>Topic: Impact of geo-politics on local business</b> Ability to adopt overnight is necessity in fully connect world. Business models must be design with flexibility to pivot in the “moment’s” notice.	Project+Quiz	5+5
<b>Class 13</b>	<b>Topic: Integration of values &amp; culture</b> Inside startup or in society at large, level of quality of life for individuals are driven through integration of diverse interests and cultural differences based on common values.	Project+Quiz	5+5
<b>Class 14</b>	<b>Topic: International Trade – opportunities &amp; pitfalls</b> Trade is always driven by supply & demand. But to be successful in international trade attention to nuances is a key.	Project+Quiz	5+5
<b>Class 15</b>	<b>Topic: Opportunity Ukraine: now and 10 years from now</b> Ukraine economically is at a “tipping point”. Business & Government leaders must plan for very different future.	Project+Quiz	5+5
	<b>Project defense (deadline is December 20th)</b> <b>Final Exam: Executive summary &amp; Presentations</b>		60 200
Total			500

### Academic Integrity

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:

**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.

### **Penalty for Academic Dishonesty**

Each incident of academic dishonesty will be reported in writing to the appropriate academic Dean. A disciplinary notation for academic dishonesty may be entered on the student's academic record. The penalty for the first incident of academic dishonesty will be a score of zero on the item in question. A second incident of academic dishonesty will result in disciplinary dismissal, unless appealed.

### **Recommended Materials**

1. Innovation and Entrepreneurship by Peter F. Drucker
2. Effectual Entrepreneurship by Stuart Read , by Saras Sarasvathy , by Nick Dew , by Robert Wiltbank
3. [www.worldofsportsandacademics.com](http://www.worldofsportsandacademics.com)
4. [www.eotua.com](http://www.eotua.com)
5. [www.miscanthus.hr](http://www.miscanthus.hr)
6. <https://eotberdyansk.com>
7. <https://eotdirectory.com>
8. <https://newsletter.eotua.com>
9. <https://newsletter.eotua.com>

*\* The above schedule and procedures are subject to change in the event of extenuating circumstances.*

Протокол засідання кафедр № 1 від 22.01.2022 року

Проректор з навчально-методичної роботи



Л.І.Кондратенко

Завідувач кафедри



Л.В.Жарова

Викладач



Н.М.Чаплинська