

LAUREA UNIVERSITY OF APPLIED SCIENCES
Täydentävä osaaminen (amk-tutkinto), Laurea Leppävaara, TOA16SY
1. year

Y	CORE COMPETENCE	
T	COMPLEMENTARY COMPETENCE	602
R020	OTHER COMPLEMENTARY COMPETENCES	
01527	Competitive Sport and Working Life Skills	5
R0169	Preparatory Studies in Mathematics	3
R0225	Participation in Voluntary Work	0
R015	LANGUAGE SKILLS AND INTERNATIONAL COMPETENCE	
R0171	Preparatory Swedish	3
R0170	Preparatory English	3
R0246	Introduction to Professional English	5
R0251	Introduction to Professional Swedish	5
R0079	Effective Writing in English	5
R0089	Language and Culture Tandem	5
R0090	Communicative Swedish	5
R0080	Business Swedish	
R0086	Focus on the Nordic countries	5
R0083	Basics of Spanish 1	5
R0084	Basics of Spanish 2	5
R0096	Working Spanish 1	5
R0097	Working Spanish 2	5
R0087	Basics of Italian 1	5
R0088	Basics of Italian 2	
R0116	Basics of French 1	5
R0117	Basics of French 2	5
R0118	Basics of German 1	5
R0119	Basics of German 2	5
R0125	Working German 1	5
R0120	Working German 2	5
R0123	Basics of Russian 1	5
R0124	Basics of Russian 2	5
R0121	Working Russian 1	5
R0122	Working Russian 2	5
R0049	Finnish Language and Communication	5
R0013	Swedish for Bachelors of Business Administration	5
A0202	Swedish in the ICT field	5
A9132	Service-oriented Swedish	5
A0069	Nordiskt och internationellt (Swedish Language Studies)	5
R0253	International Networking - Travel Project	5
R0286	Going Abroad	3
R0263	Go abroad - Multicultural Teamwork and Student Mobility	5

A829	COMMUNICATION AND INTERACTION	
A9247	Effective Organizational Communication	5
A9248	Interaction and Networking Skills	5
A9254	Basics of Digital Image Editing	5
A9255	Implementing Visual Communication	10
A822	Coaching Superior	
A9251	Service Process Management	
A9252	Management and Leadership in a Work Community	10
A838	CUSTOMER-CENTRIC SUPPLY CHAIN MANAGEMENT	
A9154	Global Sourcing	5
A9155	Customer-driven Supply Chain Management	
A832	CUSTOMER KNOWLEDGE AS THE DRIVER OF MARKETING	
A9203	Customer Knowledge	5
A9204	Managing Customerships	10
A9205	Neuromarketing	5
R021	MARKETING COMMUNICATION AND SALES SKILLS	
A9334	Digital Marketing	10
A9335	Personal Selling	10
A9336	Marketing Communication Planning and Brands	5
A824	EXPERTISE IN PROCUREMENT	
A9212	Procurement Process	10
A9213	Public Procurement and Legislation	5
A836	FINANCIAL PLANNING	
A9227	Planning and Managing Finance	10
A9228	Financial Analysis	5
A9229	Financial Statement Accounting	5
A9230	Corporate Finance	5
A9231	Corporate Analysis	5
A835	ACCOUNTING SPECIALIST	
A9224	Payroll Accounting and Labour Law	5
A9225	Consolidated Financial Statements	5
A9226	Taxation	5
A834	FINANCE EXPERT	
A9214	Business Co-operation in the Financial Sector	5
A9215	Financial Markets and Instruments	5
A9217	Investment and Finance Literature	5
A9218	Investments in Practise	5
A9338	Financial and Security Markets, Practical Applications	5
A9441	Financial Markets	5
A844	USER-CENTERED DEVELOPMENT OF DIGITAL SERVICES	

A9162	User-centered Design of Digital Services	5
A9163	Modelling of Digital Services	10
A9164	Digital Services in Business Development	5
A9165	Usability Testing and Evaluation	5
A9166	User Interface Design	5
E263	SOFTWARE DEVELOPMENT	
E9971	Object-oriented Programming	
E9969	Software Testing	
E9970	Applied Programming	
E9955	Introduction to Linux Operating System	
A9446	Programming with Optional Languages	5
A9447	Programming with Optional Languages	
A820	INNOVATING FOOD SERVICES	
A9219	Current Issues and Future Trends in Hospitality Field	5
A9220	Developing Food Services into an Experience	10
A9221	Food and Beverages	5
A9222	Food for Health	5
A9223	Developing Sensory Quality of Food Services	5
A9400	Food event production	5
R0382	Food and Food Services Safety	5
A821	PRODUCER OF EVENT SERVICES	
A9348	Developing Conference and Congress Services into an Experience	10
A9262	Event Management	10
A9234	Developing Event Production by Service Design	5
A9235	Event Safety and Security	5
A837	PRODUCING FACILITY SERVICES	
A9241	Property Management	5
A9242	Planning Facility Services	10
A905	THE USER EXPERIENCE OF WORKPLACE	
A9345	New Ways of Working	10
A9449	Environmental Psychology	5
A897	SMART CITY	
A9465	Cities and Innovations	10
A9451	Real Estate Management	
A900	EUROFM SCHOOLS	
A9452	EuroFM Winter School	
A9453	EuroFM Summer School	10
A891	CORPORATE SECURITY AND SAFETY OPERATIONS	
A9422	Occupational Safety and Security Operations	10
A9423	Emergency Preparedness	5

A9424	Physical Security	5
A9442	Safety of Products and Services	5
A889	SECURITY AND SAFETY MANAGEMENT	
A9415	Basics of Corporate Security	
A9416	Business Continuity Planning	5
A9425	Security of Supply Chain	
A9426	Environmental Safety Management	5
A9418	Security and Safety Management	10
A9488	Security and Safety Management as Part of a Risk Management Process	10
A887	SECURITY OF SOCIETY	
A9499	International Security	5
A9412	International Security	10
A9413	Internal Security	
A9417	Crime Prevention	5
G108	LAUREA STARTUP	
A839	DEVELOPING INTERNATIONAL BUSINESS FOR SME'S	
A9202	International Service Business	5
A9339	International Market Entry	10
A9201	International Sales Negotiations	5
A817	TOURISM SERVICE DEVELOPER	
R0172	As a Bachelor of Hospitality Management Now and in the Future	
A9182	Tourism Marketing	
A9183	Planning and Development in Tourism	
A9337	Discovering Tourism	5
A9346	Hotel Management	10
01473	Business Online Visibility	
A9448	Resettjänster i turistbranschen i Norden (Travel Services in Tourism Field in Nordic Countries)	
R027	GUIDANCE AND EXPERTISE TRAINING	
01540	Tutoring	5
		602

R020 OTHER COMPLEMENTARY COMPETENCES, 15 cr

Description:

The aim of the studies offered in this module is to develop student's basic knowledge and skills. The studies will give basic abilities for the student to be able to manage on his/her studies in his/her field of studies. The student will conduct the appropriate studies from this module according to the initial tests or his/her needs. After completing the studies the student will have gained basic knowledge and skills to develop his/her skills to apply these competences.

Also other studies which develop professional skills can be offered in this module. Studies completed elsewhere can always be placed in this module.

Learning process:

The competences described in the module can be developed either by participating in study units or working in projects. Please note that in some education forms projects are the primary way of gathering credits.

In the projects you participate in the development work of domestic or international businesses and communities and in project work. The language used in the project can be either Finnish or English. Projects can also focus on developing the student's own business. The topic of the project and the competences developed by participating in it will be clarified when the project is added to the study offer. The scope of the project will be agreed on in each case. The competences generated in the projects can partly be included in the learning outcomes of some other module(s) and thus the credits can be divided between several modules.

Responsible persons:

Hyvinkää, sote: Terhi Hautaviita

Lohja, sote: Anu Elorinne

Porvoo: Erja Annola

Tikkurila: Marja Vellonen

01527 Competitive Sport and Working Life Skills, 5 cr

The student is able to:

The student is able

- to understand the significance of competitive sports in professional growth
- to set objectives and commit to these
- to identify the skills gained from competitive sport
- to understand and identify the importance of working life skills
- to utilise skills gained in competitive sport
- to identify the strengths and development areas in their own working life skills

Previous studies:

Kilpaurheilutausta

R0169 Preparatory Studies in Mathematics, 3 cr

The student is able to:

The student is able to

- solve mathematical problems at a level required in the UAS studies.

R0225 Participation in Voluntary Work, 0 cr

The student is able to:

See the description.

Study unit description:

The student participates in voluntary work during his/her studies. As a volunteer the student develops his/her general working life competences, professional competences and competence related to social themes. The competence is acknowledged as part of the other studies.

R015 LANGUAGE SKILLS AND INTERNATIONAL COMPETENCE, 15 cr

Description:

The aim of the study units in the module is to develop language skills and international competence needed at work. After completing the module the student has developed his/her ability to work in multicultural working environments.

Learning process:

The competences described in the module can be developed either by participating in study units or working in projects. Please note that in some education forms projects are the primary way of gathering credits.

In the projects you participate in the development work of domestic or international businesses and communities and in project work. The language used in the project can be either Finnish or English. Projects can also focus on developing the student's own business. The topic of the project and the competences developed by participating in it will be clarified when the project is added to the study offer. The scope of the project will be agreed on in each case. The competences generated in the projects can partly be included in the learning outcomes of some other module(s) and thus the credits can be divided between several modules.

Responsible persons:

Tikkurila: Camilla Kåla

R0171 Preparatory Swedish, 3 cr

The student is able to:

The student

- has a basic command of Swedish grammar
- is able to use study-related and work-related vocabulary
- is able to use various strategies and tools to develop language skills

R0170 Preparatory English, 3 cr

The student is able to:

The student

- has a basic command of English grammar
- is able to use study-related and work-related vocabulary
- is able to use various strategies and tools to develop language skills

R0246 Introduction to Professional English, 5 cr

The student is able to:

The student is able to

- give information about his/her background, education and work experience in simple English
- use the professional terminology of his/her field in simple spoken and written communicative situations

R0251 Introduction to Professional Swedish, 5 cr

The student is able to:

The student is able to

- give information about his/her background, education and work experience in simple Swedish
- use the professional terminology of his/her field in simple spoken and written communicative situations

R0079 Effective Writing in English, 5 cr

The student is able to:

The student is able to:

- develop writing skills in general and academic contexts, including essays, summaries and reports
- write more accurately and with an awareness of the correct style and layout
- avoid plagiarism by paraphrasing and using sources in the appropriate manner
- diagnose and remedy personal weaknesses in writing ability

R0089 Language and Culture Tandem, 5 cr

The student is able to:

The Student is able to

- improve his/her target language skills, especially oral skills
- make observations and get familiar with target (foreign) culture and society
- expand his/her general cultural competence

R0090 Communicative Swedish , 5 cr

The student is able to:

The student is able to:

- understand communication in Nordic contacts
- communicate naturally both in formal and informal situations
- apply language and cultural skills in a project

R0080 Business Swedish, 5 cr

The student is able to:

The student is able to:

- discuss and write about current economic issues
- master essential business communication
- act in sales negotiations

R0086 Focus on the Nordic countries , 5 cr

The student is able to:

The student is able to:

- recognize the special characteristics in Nordic politics, economy, society and ecology and communicate both in writing and orally
- communicate in writing and orally about current Nordic issues
- put his/her own profession and education into a Nordic perspective
- alternatively apply and utilize his/her language skills in a Nordic project

R0083 Basics of Spanish 1 , 5 cr

The student is able to:

The student is able to:

- understand the basic structures and vocabulary of Spanish
- communicate in Spanish in simple situations
- write simple and targeted texts
- understand some cultural characteristics of the Spanish-speaking world

R0084 Basics of Spanish 2 , 5 cr

The student is able to:

The student is able to:

- understand the basic vocabulary and structures of Spanish
- communicate in Spanish in fairly simple situations
- write simple and targeted messages
- recognize typical cultural characteristics of the Spanish-speaking areas

R0096 Working Spanish 1 , 5 cr

The student is able to:

The student is able to:

- communicate in common workplace situations
- write understandable general texts using tools
- know the main professional vocabulary related to their field
- use and deepen his/her basic language skills acquired earlier
- recognise typical cultural characteristics of the areas where the language is spoken

R0097 Working Spanish 2 , 5 cr

The student is able to:

The student is able to:

- use the terminology of his/her own field both orally and in writing
- deepen his/her cultural knowledge especially in situations related to working life
- make use of various sources of information related to the language area in his/her own field

R0087 Basics of Italian 1 , 5 cr

The student is able to:

The student is able to:

- learn the basic structures and vocabulary of the language
- communicate in the target language in fairly simple situations
- write simple, targeted messages
- recognise typical cultural characteristics of the areas where the language is spoken

R0088 Basics of Italian 2, 5 cr

The student is able to:

The student is able to:

- learn the basic structures and vocabulary of the language
- communicate in the target language in fairly simple situations
- write simple, targeted messages
- recognise typical cultural characteristics of the areas where the language is spoken

R0116 Basics of French 1 , 5 cr

The student is able to:

The student is able to:

- learn the basic structures and vocabulary of the language
- communicate in the target language in fairly simple situations
- write simple, targeted messages
- recognise typical cultural characteristics of the areas where the language is spoken

R0117 Basics of French 2, 5 cr

The student is able to:

The student is able to:

- learn the basic structures and vocabulary of the language
- communicate in the target language in fairly simple situations
- write simple, targeted messages
- recognise typical cultural characteristics of the areas where the language is spoken

R0118 Basics of German 1 , 5 cr

The student is able to:

The student is able to:

- learn the basic structures and vocabulary of the language
- communicate in the target language in fairly simple situations
- write simple, targeted messages
- recognise typical cultural characteristics of the areas where the language is spoken

R0119 Basics of German 2 , 5 cr

The student is able to:

The student is able to:

- learn the basic structures and vocabulary of the language
- communicate in the target language in fairly simple situations
- write simple, targeted messages

- recognise typical cultural characteristics of the areas where the language is spoken

R0125 Working German 1 , 5 cr

The student is able to:

The student is able to

- communicate in common workplace situations
- write clear general texts using tools
- recognise typical cultural characteristics of the areas where the language is spoken
- know the main professional vocabulary related to their fields
- use and deepen basic language skills acquired earlier

R0120 Working German 2 , 5 cr

The student is able to:

The student is able to:

- use the terminology of their fields verbally and in writing
- deepen their cultural knowledge, particularly in workplace situations
- make use of various information sources related to the language in their own fields

R0123 Basics of Russian 1 , 5 cr

The student is able to:

The student is able to:

- learn the basic structures and vocabulary of the language
- communicate in the target language in fairly simple situations
- write simple, targeted messages
- recognise typical cultural characteristics of the areas where the language is spoken

R0124 Basics of Russian 2 , 5 cr

The student is able to:

The student is able to:

- learn the basic structures and vocabulary of the language
- communicate in the target language in fairly simple situations
- write simple, targeted messages
- recognise typical cultural characteristics of the areas where the language is spoken

R0121 Working Russian 1 , 5 cr

The student is able to:

The student is able to:

- meeting and escorting guests from Russia during their business travel; organizing business trips;
- participating in various business situations related to the Russian language and the culture of Russia;
- greeting and politely discussing a broad range of topics;
- the ability to type using the Russian keyboard and to look up information in different Russian sources..

R0122 Working Russian 2 , 5 cr

The student is able to:

The student is able to:

- use the terminology of their fields verbally and in writing
- deepen their cultural knowledge, particularly in workplace situations
- make use of various information sources related to the language in their own fields

R0049 Finnish Language and Communication, 5 cr

The student is able to:

The student is able to:

- use the tools of language planning and language knowledge
- write pragmatic texts
- write online texts
- make different speeches and presentations
- act as an active participant in meetings and negotiations

Study unit description:

The study unit is for those whose language of education is Swedish and who have studied Finnish as a second national language. After passing the study unit, students meet the language skills requirements for Finnish as the second official language in public administration and the civil service language proficiency certificate will be registered in student's records.

R0013 Swedish for Bachelors of Business Administration, 5 cr

The student is able to:

The student is able to

- communicate in Swedish both orally and in writing in various field-specific work and communication tasks
- take into consideration the special characteristics of the Nordic operating environment
- communicate in Swedish at the B1.2 level in accordance with the Common European Framework of Reference for Languages and pass the civil service language proficiency certificate

A0202 Swedish in the ICT field, 5 cr

The student is able to:

- toimia tietojenkäsittelyalan tehtävissä ruotsin kielellä
- vuorovaikutteisen asiakaslähtöisen viestinnän
- hankkia ja hyödyntää tietojenkäsittelyyn liittyvää tietoa

Contents of the study unit:

- keskeinen ict- ja yritysterminologia
- asiakaslähtöinen suullinen ja kirjallinen viestintä

- opiskelijan itsensä, koulutuksen ja työkokemuksen esittely

Study unit description:

Opintojaksossa opiskelija saavuttaa ruotsin kielessä vähintään eurooppalaisen viitekehyksen mukaisen taitotason B1.2.

Lisäksi hän saa valtionhallinnon kielitutkinnon mukaisen arvioinnin hyvä tai tyydyttävä suullisesta ja kirjallisesta kielitaidosta.

Previous studies:

ICT-asiantuntijaksi kehittyminen -opintojakso tai vastaavat tiedot.

A9132 Service-oriented Swedish , 5 cr**The student is able to:**

The student is able to

- communicate in Swedish both orally and in writing in the service field
- develop interaction skills in service-oriented work
- communicate in Swedish at least at the skill level B 1.2. of the European Framework and pass the civil service language proficiency certificate in oral and written Swedish with a Good or Satisfactory grade

A0069 Nordiskt och internationellt (Swedish Language Studies), 5 cr**The student is able to:**

- klara sig i exportverksamhet förekommande kontakter
- förhandla i affärslivet
- diskutera aktuella ekonomiska teman
- beakta kulturskillnader i nordiska sammanhang

Contents of the study unit:

- aktuellt om ekonomi
- förhandlingar och kundkontakter
- nordisk arbetskultur

Study unit description:

Studeranden når nivå B1.2. enligt den europeiska referensramen för språk (CEF).

Previous studies:

Kurs

R0253 International Networking - Travel Project, 5 cr**The student is able to:**

The student is able to

- function in an international working environment
- create international contacts and communicate in speech and in writing in a second language
- manage the practical arrangements for travel projects in a second language before, during and after the travel
- recognize cultural differences and take these into consideration
- evaluate and develop intercultural competences and second language skills

R0286 Going Abroad, 3 cr

The student is able to:

The student is able to

- arrange practical things related to his/ her studies/ traineeship abroad
- recognise his/ her international competences and to develop them further
- develop coping and adaptation skills for intercultural interactions
- develop basic tools for cultural adjustment

R0263 Go abroad - Multicultural Teamwork and Student Mobility, 5 cr**The student is able to:**

The student is able to:

- arrange practicalities related to studies/traineeship abroad
- understand different dynamics in multicultural teamwork
- recognise international competences and develop them further

A829 COMMUNICATION AND INTERACTION, 15 cr**Description:**

During the module, the student will learn the basics of professional organizational communication. After completing the module, the student knows how to plan and implement an organization's communication. The student will be able to take into account an organization's strategic objectives and communicate effectively and consistently according to various stakeholders' needs. The student will learn to utilize and choose appropriate communication channels, forums and different visual communication applications.

Learning process:

The competences described in the module can be developed either by participating in study units or working in projects. Please note that in some education forms projects are the primary way of gathering credits.

In the projects you participate in the development work of domestic or international businesses and communities and in project work. The language used in the project can be either Finnish or English. Projects can also focus on developing the student's own business. The topic of the project and the competences developed by participating in it will be clarified when the project is added to the study offer. The scope of the project will be agreed on in each case. The competences generated in the projects can partly be included in the learning outcomes of some other module(s) and thus the credits can be divided between several modules.

A9247 Effective Organizational Communication, 5 cr**The student is able to:**

The student is able to:

- plan and implement a communication strategy that supports the operational goals of an organization
- plan and maintain the media relations of an organization
- summarize and communicate the core messages of an organization
- communicate and interact effectively with various stakeholder groups
- understand the fundamentals of reputation management
- measure and analyze the effectiveness of communication

A9248 Interaction and Networking Skills, 5 cr**The student is able to:**

The student is able to

- build and maintain strategic networks in various forums
- utilize technology in interaction

- promote the organization's interaction and communicative goals with different stakeholder groups internationally
- extend written and spoken communication skills online and face-to-face.

A9254 Basics of Digital Image Editing, 5 cr

The student is able to:

The student is able to:

- understand the basic theories of digital photoediting
- use digital image editing software in an advanced level for both online and print publishing

A9255 Implementing Visual Communication, 10 cr

The student is able to:

The student is able to:

- understand the basics of visual communication
- develop communicational solutions for an organization while taking into account customer and end-user needs
- implement organizational communication by using different techniques and different forums
- use different visual communication applications (e.g. image editing, desktop publishing, vector graphics, presentation graphics)

A822 Coaching Superior, 15 cr

Description:

The objective of the module is to develop management competencies in a work community.

After completing the module, the student will be able to manage and develop the competencies in a work community. He/she will be able to act as a superior in a team.

Learning process:

The competences described in the module can be developed either by participating in study units or working in projects. Please note that in some education forms projects are the primary way of gathering credits.

In the projects you participate in the development work of domestic or international businesses and communities and in project work. The language used in the project can be either Finnish or English. Projects can also focus on developing the student's own business. The topic of the project and the competences developed by participating in it will be clarified when the project is added to the study offer. The scope of the project will be agreed on in each case. The competences generated in the projects can partly be included in the learning outcomes of some other module(s) and thus the credits can be divided between several modules.

Responsible persons:

Leppävaara: Miia Vakkuri

A9251 Service Process Management , 5 cr

The student is able to:

The student is able to

- plan, manage and develop service production and operations
- coordinate the internal and external processes in service production (purchases/procurement, logistics, customer service, communication)
- evaluate the internal efficiency and profitability of a service production

A9252 Management and Leadership in a Work Community , 10 cr

The student is able to:

The student is able to

- characterize various approaches and dimensions of management
- analyze management and leadership and their principles (vision, strategy, structure)
- evaluate Human Resource Management and the challenges in its development from the perspective of business strategy
- apply labour legislation and collective agreements
- promote wellbeing at a workplace as a member of the work community

A838 CUSTOMER-CENTRIC SUPPLY CHAIN MANAGEMENT, 15 cr

Description:

After completing the module, the student will be able to understand the different steps of the purchasing process and the effects of purchases and the supply chain on a company's profitability. The student will be able to work as a purchaser or seller in international business. He/she will be able to understand the requirements of the customer-centric supply chain and make decisions in supply chain management based on this.

Responsible persons:

The module is no longer offered.

A9154 Global Sourcing, 5 cr

The student is able to:

The student is able to:

- operate according to the purchasing process
- select and assess suppliers
- collaborate with the supplier network
- run supplier negotiations (quotations, contracts)
- take into consideration the special features of international trade (customs, import)

A9155 Customer-driven Supply Chain Management , 10 cr

The student is able to:

The student is able to:

- understand how a company can create added value to its customers through supply chain management
- assess the effect of sales, purchasing and the supply chain on profitability
- plan the supply according to the demand
- optimize the efficiency of the supply chain
- define measures for supply chain management

A832 CUSTOMER KNOWLEDGE AS THE DRIVER OF MARKETING , 15 cr

Description:

The aim of the module is that the student will understand the essence of managing customerships. After completing the module, he/she will be able to evaluate customer information and market research and make use of them for the

purpose of customership development.

Learning process:

The competences described in the module can be developed either by participating in study units or working in projects. Please note that in some education forms projects are the primary way of gathering credits.

In the projects you participate in the development work of domestic or international businesses and communities and in project work. The language used in the project can be either Finnish or English. Projects can also focus on developing the student's own business. The topic of the project and the competences developed by participating in it will be clarified when the project is added to the study offer. The scope of the project will be agreed on in each case. The competences generated in the projects can partly be included in the learning outcomes of some other module(s) and thus the credits can be divided between several modules.

Responsible persons:

Moduuli ei ole enää tarjonnassa.

A9203 Customer Knowledge , 5 cr

The student is able to:

The student is able to:

- define factors that affect buying behavior
- use market research as a source of customer knowledge in the international business environment

A9204 Managing Customerships , 10 cr

The student is able to:

The student is able to

- understand the meaning of managing customerships
- identify the main principles in customership management
- evaluate customer knowledge and use it for the purpose of
- customership development

A9205 Neuromarketing, 5 cr

The student is able to:

The student is able to:

- apply the knowledge of neuroscience to marketing
- analyse marketing problems from the point of view of the brain's rewarding, fear and social circuitry

R021 MARKETING COMMUNICATION AND SALES SKILLS, 15 cr

Description:

After completing the module, the student will be able to communicate the value of a product or service to customers. The student will be able to plan marketing messages targeted at specific groups. He/she will be able to use different marketing channels. The student will be able to use the possibilities offered by digital media in marketing. He/she will be able to use a customer-centric and interactive approach in sales situations.

Learning process:

The competences described in the module can be developed either by participating in study units or working in projects. Please note that in some education forms projects are the primary way of gathering credits.

In the projects you participate in the development work of domestic or international businesses and communities and in project work. The language used in the project can be either Finnish or English. Projects can also focus on developing the student's own business. The topic of the project and the competences developed by participating in it will be clarified when the project is added to the study offer. The scope of the project will be agreed on in each case. The competences generated in the projects can partly be included in the learning outcomes of some other module(s) and thus the credits can be divided between several modules.

Responsible persons:

Moduuli ei ole enää tarjonnassa.

A9334 Digital Marketing, 10 cr**The student is able to:**

The student is able to:

- create a strategy for digital marketing
- recognize the different channels for own, bought and earned media
- build a brand in the social media and in a mobile manner
- utilize search engine optimization and marketing
- recognize the metrics of digital media
- do content marketing

A9335 Personal Selling , 10 cr**The student is able to:**

The student is able to:

- apply basic personal sales skills and identify different sales techniques
- apply a customer-centric approach in solution sales
- identify the situation and needs of a b-to-b customer and to adapt his/her communication accordingly
- take both the profitability and the ethical and judicial norms into account in sales

A9336 Marketing Communication Planning and Brands , 5 cr**The student is able to:**

The student is able to:

- plan marketing communication in accordance with brand identity
- identify the various areas of marketing communication
- develop an integrated target group oriented marketing communication plan

A824 EXPERTISE IN PROCUREMENT , 15 cr

Description:

The objective of the module is to develop procurement competencies in the context of public procurement from the points of view of selection and award criteria for the competitive tender process.

After completing the module, the student will be able to implement a procurement process in a competitive tender process related to public procurement. The student will be able to define the selection and award criteria for public procurement and draw procurement documents for a competitive tender process. The student will be able to evaluate the importance of procurement from the viewpoints of customers, cost efficiency and responsibility.

Learning process:

The competences described in the module can be developed either by participating in study units or working in projects. Please note that in some education forms projects are the primary way of gathering credits.

In the projects you participate in the development work of domestic or international businesses and communities and in project work. The language used in the project can be either Finnish or English. Projects can also focus on developing the student's own business. The topic of the project and the competences developed by participating in it will be clarified when the project is added to the study offer. The scope of the project will be agreed on in each case. The competences generated in the projects can partly be included in the learning outcomes of some other module(s) and thus the credits can be divided between several modules.

Responsible persons:

Leppävaara: Marjo Pääskyvuori

A9212 Procurement Process, 10 cr

The student is able to:

The student is able to:

- plan, implement and analyze procurement processes based on the legislation of public procurement
- implement competitive tender processes and evaluate the tenders based on the legislation
- evaluate the implementation of public procurement from different viewpoints

A9213 Public Procurement and Legislation , 5 cr

The student is able to:

The student is able to:

- define the core concepts of public procurement
- choose the types of tendering and implement tender notices
- apply procurement legislation in the procurement process

A836 FINANCIAL PLANNING, 15 cr

Description:

The student will be able to do bookkeeping for a company and prepare financial statements. He/she will be able to interpret and analyze the financial information of a company and make use of it in decision-making. The student will understand the different operations in finance and plan the implementation of a company's financing. The student will deepen his/her understanding of the financial planning and management of an organization and prepare budgets, cost calculations and investment calculations.

Learning process:

The competences described in the module can be developed either by participating in study units or working in projects. Please note that in some education forms projects are the primary way of gathering credits.

In the projects you participate in the development work of domestic or international businesses and communities

and in project work. The language used in the project can be either Finnish or English. Projects can also focus on developing the student's own business. The topic of the project and the competences developed by participating in it will be clarified when the project is added to the study offer. The scope of the project will be agreed on in each case. The competences generated in the projects can partly be included in the learning outcomes of some other module(s) and thus the credits can be divided between several modules.

Responsible persons:

Leppävaara: Lauri Larjavaara

A9227 Planning and Managing Finance, 10 cr

The student is able to:

The student is able to:

- prepare planning calculations, cost estimates and coverage counts
- apply accounting reports to solve problems that arise in the management's decision-making
- make use of budgeting and cost accounting in financial management
- evaluate the profitability of an investment project

A9228 Financial Analysis, 5 cr

The student is able to:

The student is able to:

- make an analysis of a company's financial situation
- interpret, count and analyse the parameters of the economy
- make use of the parameters of the stock markets

A9229 Financial Statement Accounting, 5 cr

The student is able to:

The student is able to:

- do the company's bookkeeping and statutory financial statements
- apply the standards governing the preparation of financial statements
- take into account the amortization of financial statements

A9230 Corporate Finance, 5 cr

The student is able to:

The student is able to:

- analyse the financial structure of a company
- define a company's value using different models of value determination
- make investment calculations using different methods
- evaluate and plan the short-term and long-term financial requirements of a company
- plan the financing a company's foreign trade

A9231 Corporate Analysis , 5 cr

The student is able to:

The student is able to:

- prepare an adjusted income statement and balance sheet for a company
- make a cash flow statement for a company
- analyse income statements, balance sheets and cash flow statements

- predict financial statements using various methods
- make comparisons of industries

A835 ACCOUNTING SPECIALIST, 15 cr

Description:

The student will deepen his/her knowledge on accounting. He/she will familiarize himself/herself with current legislation: the Accounting Act, the Finnish Companies Act, the Value Added Tax Act and the Associations Act.

The student will be able to operate in payroll accounting tasks. He/she will be able to manage the accounting operations of the public and third sectors.

Learning process:

The competences described in the module can be developed either by participating in study units or working in projects. Please note that in some education forms projects are the primary way of gathering credits.

In the projects you participate in the development work of domestic or international businesses and communities and in project work. The language used in the project can be either Finnish or English. Projects can also focus on developing the student's own business. The topic of the project and the competences developed by participating in it will be clarified when the project is added to the study offer. The scope of the project will be agreed on in each case. The competences generated in the projects can partly be included in the learning outcomes of some other module(s) and thus the credits can be divided between several modules.

Responsible persons:

The module is no longer offered.

A9224 Payroll Accounting and Labour Law , 5 cr

The student is able to:

The student is able to:

- define and calculate wages
- retrieve the necessary information from legislation, tax administration and collective bargaining agreements
- take into account the cost of fringe benefits and allowances in payroll
- prepare payroll reports and official announcements
- design and develop appropriate human resources practices in accordance with the labor laws and collective bargaining agreements

A9225 Consolidated Financial Statements, 5 cr

The student is able to:

The student is able to:

- do accounting using a financial accounting software
- read and understand the IFRS financial statements
- prepare consolidated reports for internal and external stakeholders
- describe the main principles of the audit and the auditor's duties

A9226 Taxation , 5 cr

The student is able to:

The student is able to:

- calculate a person's income tax
- calculate the company's taxable income and taxes payable for the various forms of business
- amortise taxes and understand the connection between financial statements and taxation
- understand the principles of value added tax calculation, recording and accounting in domestic and international trade

A834 FINANCE EXPERT, 15 cr

Description:

The student will be able to understand the operation of financial markets and function globally in finance. He/she will be able to deepen and develop the financial processes of an organization.

The student will be able to work in various professional positions in finance. He/she will be able to understand financial processes from the point of view of the company and banking sector

Learning process:

The competences described in the module can be developed either by participating in study units or working in projects. Please note that in some education forms projects are the primary way of gathering credits.

In the projects you participate in the development work of domestic or international businesses and communities and in project work. The language used in the project can be either Finnish or English. Projects can also focus on developing the student's own business. The topic of the project and the competences developed by participating in it will be clarified when the project is added to the study offer. The scope of the project will be agreed on in each case. The competences generated in the projects can partly be included in the learning outcomes of some other module(s) and thus the credits can be divided between several modules.

Responsible persons:

Leppävaara: Esa Aula

A9214 Business Co-operation in the Financial Sector , 5 cr

The student is able to:

The student is able to:

- act as an investment advisor and expert in the financial sector
- work in insurance and banking services
- help customers find the right solutions for different situations

A9215 Financial Markets and Instruments , 5 cr

The student is able to:

The student is able to:

- determine the market situation and act accordingly
- handle market information and the interests of different parties
- deal with various investment instruments
- identify mistakes made by investors
- invest in alternative investment products
- use derivatives for investment activities

A9217 Investment and Finance Literature , 5 cr

The student is able to:

The student is able to:

- have a critical approach towards financial market events
- prepare for post-graduate studies in business
- discuss the most notable books in the financial field

A9218 Investments in Practise , 5 cr

The student is able to:

The student is able to:

- make specific investments in various investment instruments and securities in different market conditions
- use the portfolio management program for the implementation of specific investments
- manage practical investments as a part of the organization's liquidity and profitability management
- use technical and fundamental analysis to help in making investment decisions

A9338 Financial and Security Markets, Practical Applications , 5 cr

The student is able to:

The student is able to:

- understand the function of financial and securities market in practice and apply his/her knowledge and skills to current market transactions in the markets
- analyze a variety of current market situations and causal connections in the market
- search for market information from key expert sources
- make decisions that advance the organization's activities in different market conditions

A9441 Financial Markets, 5 cr

The student is able to:

The student is able to

- understand the basic principles of functioning of financial markets
- obtain financing and risk management of information from different sources
- make different types of calculations and to evaluate the returns and risk
- apply the financial theory to practice

Contents of the study unit:

Contents of the study unit

- Sources of funding
- financial markets
- Return and risk
- financial risk protection
- Financing terms

A844 USER-CENTERED DEVELOPMENT OF DIGITAL SERVICES, 30 cr

Description:

During this module, the student will learn to work with the design, implementation and development of digital services. The student will work according to the principles of the user-centered design process while making use of applied research and development work.

After completing this module, the student will be able to operate in different development roles related to the design, development, and implementation of digital services. The student will be able to develop and implement innovative solutions by applying user-centered research methodologies to the planning, implementation and development of digital services. He/she will be able to understand the role and impact of new technologies in the development of digital services and as enablers of new business models. In addition, the student will be able to work in co-operation with different stakeholders and agents. He/she will be able to work according to user-centered design processes and the ethical rules of the field.

Learning process:

The competences described in the module can be developed either by participating in study units or working in projects. Please note that in some education forms projects are the primary way of gathering credits.

In the projects you participate in the development work of domestic or international businesses and communities and in project work. The language used in the project can be either Finnish or English. Projects can also focus on developing the student's own business. The topic of the project and the competences developed by participating in it will be clarified when the project is added to the study offer. The scope of the project will be agreed on in each case. The competences generated in the projects can partly be included in the learning outcomes of some other module(s) and thus the credits can be divided between several modules.

Responsible persons:

Leppävaara: Petri Säilynoja

A9162 User-centered Design of Digital Services , 5 cr**The student is able to:**

The student is able to

- apply user-centered design principles and methodologies in the development of digital services
- analyse the opportunities of user-centered design and implementation processes in the development of digital services
- conduct end-user research according to the ethical norms of the field

A9163 Modelling of Digital Services , 10 cr**The student is able to:**

The student is able to

- use user-centered techniques and description methods in the design and implementation of digital services
- model and document digital services
- conceptualize and produce suitable and usable prototypes based on design documents of digital services
- manage ICT development projects

A9164 Digital Services in Business Development , 5 cr**The student is able to:**

The student is able to

- evaluate the opportunities created by new technologies in business development
- analyze business opportunities in connection to digital service concepts

A9165 Usability Testing and Evaluation , 5 cr**The student is able to:**

The student is able to

- apply usability testing methods and techniques in the design and implementation of research and development projects that support product and service planning
- plan, organize, analyse and report a usability test
- explain the principles of attainability
- evaluate the usability of a digital media product

A9166 User Interface Design, 5 cr

The student is able to:

The student is able to

- understand the standards related to user interfaces
- understand the significance of usability in user interfaces
- design user interfaces according to the principles of visual design
- design and implement user interfaces for digital services
- understand the latest techniques and tools used in the implementation of user interfaces

E263 SOFTWARE DEVELOPMENT, 15 cr

Description:

Student can act in different roles in software development process. Student is able to use different methods and tools for software design, implementation and testing. Student can apply his/her programming skills in practice.

Learning process:

The competences described in the module can be developed either by participating in study units or working in projects. Please note that in some education forms projects are the primary way of gathering credits.

In the projects you participate in the development work of domestic or international businesses and communities and in project work. The language used in the project can be either Finnish or English. Projects can also focus on developing the student's own business. The topic of the project and the competences developed by participating in it will be clarified when the project is added to the study offer. The scope of the project will be agreed on in each case. The competences generated in the projects can partly be included in the learning outcomes of some other module(s) and thus the credits can be divided between several modules.

Responsible persons:

The module is no longer offered.

E9971 Object-oriented Programming, 5 cr

The student is able to:

The student is able to

- Apply the principles of object-oriented programming in software development
- Design object-structured applications using standard imaging techniques
- Make use of application libraries in software development

E9969 Software Testing, 5 cr

The student is able to:

The student is able to

- explain basic concepts, principles and terms of testing
- design test cases in different testing environments
- run functional and non-functional testing
- apply different testing methods and techniques
- report the results of testing reasonably

- analyze the relevance of testing
- sort different roles and tasks in software testing and understand their meaning

E9970 Applied Programming, 5 cr

The student is able to:

Opiskelija osaa

- toteuttaa ja testata sovelluksia työpöytä-, palvelin- ja verkkoympäristössä
- soveltaa ohjelmointitaitoja käytännön projekteissa
- hyödyntää muuttuvia ohjelmistokehitysympäristöjä
- kehittää ongelmanratkaisutaitojaan erilaisissa ohjelmointiongelmassa

E9955 Introduction to Linux Operating System , 5 cr

The student is able to:

The student is able to

- install Linux operating system
- modify OS according to requirements
- use desktop and command line interface
- create, modify and delete files and folders
- create command line scripts
- automate and schedule scripts
- maintain the system and its data security

Study unit description:

Kurssilla perehdytään Linux-käyttöjärjestelmän rooliin sekä mahdollisuuksiin osana yritysten tietojärjestelmiä. Kurssin aikana opiskelija tutustuu Linux-pohjaisten työasemien ja palvelimien käyttöön ja hallintaan. Aiheita ovat mm. käyttöjärjestelmän asentaminen ja konfigurointi, erilaisten palveluiden/palvelimien asennus ja ylläpito, tavallisimpien sovellusten käyttö, varmuuskopiointi, tietoturva-asiat sekä yksinkertaisten komentoriviohjelmien tuottaminen.

A9446 Programming with Optional Languages, 5 cr

The student is able to:

The student is able to:

- program with at least two new programming languages
- compare the features of different programming languages

A9447 Programming with Optional Languages, 5 cr

The student is able to:

The student is able to:

- program with at least two new programming languages
- compare the features of different programming languages

A820 INNOVATING FOOD SERVICES, 30 cr

Description:

The objective of the module is to develop competencies to innovate food services.

After completing the module, the student will be able to develop food services in a multisensory and customer-oriented manner while taking into account current trends. The student will be able to understand the risks related to food in food production services. He/she will be able to apply sensory evaluation methods in developing food products.

Learning process:

The competences described in the module can be developed either by participating in study units or working in projects. Please note that in some education forms projects are the primary way of gathering credits.

In the projects you participate in the development work of domestic or international businesses and communities and in project work. The language used in the project can be either Finnish or English. Projects can also focus on developing the student's own business. The topic of the project and the competences developed by participating in it will be clarified when the project is added to the study offer. The scope of the project will be agreed on in each case. The competences generated in the projects can partly be included in the learning outcomes of some other module(s) and thus the credits can be divided between several modules.

Responsible persons:

Leppävara: Henry Lybäck

A9219 Current Issues and Future Trends in Hospitality Field, 5 cr

The student is able to:

The student is able to:

- develop his/her current skills and competences with respect to Hospitality Management
- apply current issues and future trends when organizing and developing services

A9220 Developing Food Services into an Experience , 10 cr

The student is able to:

The student is able to

- recognize the importance of customer experience and trends in developing food services towards a peak experience
- plan, implement, analyze and develop food services and concepts responsibly for different customer segments
- implement a development process while taking quality criteria into consideration

A9221 Food and Beverages , 5 cr

The student is able to:

The student is able to:

- introduce the food cultures of Finland and other countries
- recognize different kinds of food habits and their background
- plan and choose proper food and drink assortments for different kinds of events and purposes
- act responsibly in food and drink service processes

A9222 Food for Health , 5 cr

The student is able to:

The student is able to:

- recognize the risks related to food and food services

- evaluate the newest food trends
- implement and develop a healthy and safe food production process in a customer-oriented manner

A9223 Developing Sensory Quality of Food Services , 5 cr

The student is able to:

The student is able to:

- compare food products and portions from the viewpoint of sensory characteristics
- apply sensory evaluation methods in developing the attributes of a food product and portion
- develop multisensory food services

A9400 Food event production, 5 cr

The student is able to:

The student is able to

- to develop and implement food services and service processes as part of a food event?
- to develop a food product through product development
- to develop the knowledge about organizing food events
- to develop customer experience as part of a food event

Contents of the study unit:

- Service Design methods
- product testing
- customer experience and feedback
- using social media as a part of food event and learning
- learning diary

Previous studies:

Laatu ravitsemuspalveluissa

R0382 Food and Food Services Safety , 5 cr

The student is able to:

The student is able to:

- apply knowledge of legislation related to food and food services
- describe the effects of microbiological, chemical and other risks related to food production
- amend corrective actions to company's quality control system and processes

Previous studies:

Previous studies: A9467 Quality in foodservices and A9146 Developing Service Systems -courses or equivalent competences.

A821 PRODUCER OF EVENT SERVICES, 30 cr

Description:

The objective of the module is to develop competencies in planning and production related to event services.

After completing the module, the student will be able to plan, implement, manage, evaluate and develop customer-oriented event services profitably and safely while offering peak experiences in cooperation with the customers by

using service design methods.

Learning process:

The competences described in the module can be developed either by participating in study units or working in projects. Please note that in some education forms projects are the primary way of gathering credits.

In the projects you participate in the development work of domestic or international businesses and communities and in project work. The language used in the project can be either Finnish or English. Projects can also focus on developing the student's own business. The topic of the project and the competences developed by participating in it will be clarified when the project is added to the study offer. The scope of the project will be agreed on in each case. The competences generated in the projects can partly be included in the learning outcomes of some other module(s) and thus the credits can be divided between several modules.

Responsible persons:

Leppävara: Kaija Meriläinen

A9348 Developing Conference and Congress Services into an Experience , 10 cr

The student is able to:

The student is able to

- analyze the experience of a service from the viewpoint of a customer
- plan and implement international customer-oriented conference and congress services
- apply service design methods in the development towards peak experience
- implement a service as a conceptualization process
- analyze the value of an experience for the customer and the service provider

A9262 Event Management, 10 cr

The student is able to:

- plan and implement a customer-oriented event as a service concept
- manage the implementation process of an event in a goal-oriented and responsible manner
- evaluate an event from different perspectives (goals, financing, functionality, customer satisfaction)

A9234 Developing Event Production by Service Design , 5 cr

The student is able to:

The student is able to

- interpret customer needs and trends as a basis of development
- develop the production process and production steering methods of an event
- apply service design methods in development

A9235 Event Safety and Security, 5 cr

The student is able to:

The student is able to

- recognize and define the regulations and risks related to event safety and security
- plan and implement a safety and security plan for an event
- produce a safe and functional space plan for an event

A837 PRODUCING FACILITY SERVICES, 15 cr

Description:

During the module, the student will get a general view of service production processes in real estate and residential buildings.

After completing the module, the student will be able to understand the main principles of end user-centric, cost-effective, flexible and high-quality service production.

Learning process:

The competences described in the module can be developed either by participating in study units or working in projects. Please note that in some education forms projects are the primary way of gathering credits.

In the projects you participate in the development work of domestic or international businesses and communities and in project work. The language used in the project can be either Finnish or English. Projects can also focus on developing the student's own business. The topic of the project and the competences developed by participating in it will be clarified when the project is added to the study offer. The scope of the project will be agreed on in each case. The competences generated in the projects can partly be included in the learning outcomes of some other module(s) and thus the credits can be divided between several modules.

Responsible persons:

Leppävaara: Kaisa Airo

A9241 Property Management, 5 cr**The student is able to:**

The student is able to:

- act in various administrative and other service positions in housing and real-estate organizations
- manage short-term and long-term planning and produce required services in a high-quality, flexible and cost-effective manner
- define services needed in buildings and identify different actors and stakeholders of the process

A9242 Planning Facility Services, 10 cr**The student is able to:**

The student is able to

- map the service needs of the users in a chosen facility
- design the necessary services of a facility
- measure the resources needed for the delivery of a chosen service with the use of IT applications
- calculate service costs
- understand the aspects of hygiene and the environment in the production of facility services

A905 THE USER EXPERIENCE OF WORKPLACE, 15 cr**Description:**

The student will get a general picture of planning processes and managing working environment projects.

After completing the module, the student will be able to understand the perspective of the end user in development projects and the responsibilities and roles of other actors. The student will be able to act in change processes.

The student will understand physical, social and virtual factors, which impact to the user experience of different spatial solutions and spatial networks.

Responsible persons:

Leppävaara: Kaisa Airo

A9345 New Ways of Working, 10 cr

The student is able to:

- Identify the user needs when planning and designing work stations and facilities
- To consider the diversified needs of individuals working in a variety of locations
- understand the relations between time and resources
- plan and coordinate acquisitions of work stations and facilities together with the customer and end-user

A9449 Environmental Psychology, 5 cr

The student is able to:

- Evaluate the perceptive attributes of space (audio, temperature, luminitation etc.)
- Design spaces that support wellbeing of a user.
- Understand the social, physical and virtual characteristics of space and their influence on user.
- Understand the significance of heritage in spatial meaning

A897 SMART CITY, 15 cr

Description:

Module focuses on the real estate business from the perspective of the organization and urban environment. In addition, real estates and facilities are studied from the perspective of the spatial networks and technology between them.

The module introduces the traffic arrangements, the relationships between sites and the significance of the location. In addition, the aim is to study the impact of the location and people flows to the business and organizational activities. Alongside in this module student gets introduced to various smart city applications as well as their ability to develop new areas and facilities.

Responsible persons:

Leppävaara: Kaisa Airo

A9465 Cities and Innovations, 10 cr

The student is able to:

- Identify the interesting location of real estate on map
- Use and apply Smart City -applications
- Understand the differences between regions economically
- Identify the usability of traffic arrangements

A9451 Real Estate Management, 5 cr

The student is able to:

- Identify the key factors in property value to the organization
- Identify certification systems and understand their impact on CREM
- Understand the ecological attributes of real-estate/land in use

A900 EUROFM SCHOOLS, 15 cr

Description:

Coming up

Responsible persons:

Leppävaara: Pekka Matvejeff

A9452 EuroFM Winter School, 5 cr**The student is able to:**

Coming up

A9453 EuroFM Summer School, 10 cr**The student is able to:**

Coming up

A891 CORPORATE SECURITY AND SAFETY OPERATIONS, 30 cr**Description:**

This module deals the elements of security and safety, risk management methods, development, and relationship between business operations and elements of security and safety on corporations and organisations.

After completing the studies the student is able to define the contents of the elements of security and safety according to the needs of organisation. He/she can apply requirements set by legislation, directives and guidelines. He/she is also able to apply risk management methods to identify, evaluate and manage risks. The student is able to develop security and safety in each element in cooperation with own and associate organisations.

The student will be able to:

Opiskelija osaa:

- Määrittää turvallisuuden osa-alueiden sisällön organisaation tarpeiden mukaisesti
- Soveltaa lainsäädännön, määräysten ja ohjeiden vaatimuksia
- Soveltaa riskienhallinnan menetelmiä riskien tunnistamiseksi, arvioimiseksi ja hallitsemiseksi
- Kehittää kunkin osa-alueen turvallisuutta yhteistyössä oman organisaation ja sidosryhmien kanssa

Learning process:

The competences described in the module can be developed either by participating in study units or working in projects. Please note that in some education forms projects are the primary way of gathering credits.

In the projects you participate in the development work of domestic or international businesses and communities and in project work. The language used in the project can be either Finnish or English. Projects can also focus on developing the student's own business. The topic of the project and the competences developed by participating in it will be clarified when the project is added to the study offer. The scope of the project will be agreed on in each case. The competences generated in the projects can partly be included in the learning outcomes of some other module(s) and thus the credits can be divided between several modules.

Responsible persons:

Leppävaara: Kaci Bourdache

The module is no more in study offering in 2018.

A9422 Occupational Safety and Security Operations, 10 cr**The student is able to:**

The student is able to:

- apply the requirements set by legislation, directives and guidelines concerning occupational safety and personnel security

- apply risk management methods to identify, evaluate and manage occupational safety and personnel security risks
- create and develop operational models, plans and guidelines according to the needs of the organisation
- carry out constant surveillance and evaluation of working conditions and level of safety and security

Previous studies:

Opintojaksolle ilmoittautuvilla tulee olla turvallisuusalan perusteiden riittävä osaaminen, jonka voi hankkia esimerkiksi suorittamalla opintojakson R0185 Yritysturvallisuuden ja riskienhallinnan perusteet 10 op.

A9423 Emergency Preparedness, 5 cr

The student is able to:

The student is able to:

- apply the legislation and the most common instructions and requirements on emergency preparedness according to the operations of organisations
- use various risk assessment methods in identifying and assessing accident risks
- create and introduce emergency plans and related documents and plans that support the core aims and the different organisational levels of a company
- monitor and assess the level of emergency preparedness in the organisation and develop it

A9424 Physical Security, 5 cr

The student is able to:

The student is able to

- apply the requirements set by legislation, directives and guidelines concerning physical security
- apply risk management methods to identify, evaluate and manage crime risks and vulnerabilities in facilities and operations
- key operating principles of physical security solutions
- create and develop physical security operational models, plans and guidelines as a part of facility management

Previous studies:

Opintojaksolle ilmoittautuvilla tulee olla turvallisuusalan perusteiden riittävä osaaminen, jonka voi hankkia esimerkiksi suorittamalla opintojakson R0185 Yritysturvallisuuden ja riskienhallinnan perusteet 10 op.

A9442 Safety of Products and Services, 5 cr

The student is able to:

Student is able to:

- apply the requirements set by legislation, directives and guidelines concerning safety of products and services
- apply risk management methods to identify, evaluate and manage risks related to products and services
- create and develop operational models, plans and guidelines for safe use of products and safe service production

Previous studies:

Opintojaksolle ilmoittautuvilla tulee olla turvallisuusalan perusteiden riittävä osaaminen, jonka voi hankkia esimerkiksi suorittamalla opintojakson R0185 Yritysturvallisuuden ja riskienhallinnan perusteet 10 op.

A889 SECURITY AND SAFETY MANAGEMENT, 25 cr

Description:

Turvallisuusjohtaminen.

Moduuli sisältää myös opintojaksot: Yritysturvallisuuden perusteet 5op

ja Business Continuity Planning 5, jotka tarjotaan osana Moduulia A828 Palveluinnovaatioiden kehittäjä.

Learning process:

The competences described in the module can be developed either by participating in study units or working in projects. Please note that in some education forms projects are the primary way of gathering credits.

In the projects you participate in the development work of domestic or international businesses and communities and in project work. The language used in the project can be either Finnish or English. Projects can also focus on developing the student's own business. The topic of the project and the competences developed by participating in it will be clarified when the project is added to the study offer. The scope of the project will be agreed on in each case. The competences generated in the projects can partly be included in the learning outcomes of some other module(s) and thus the credits can be divided between several modules.

Responsible persons:

Leppävaara: Tuomas Wuorikoski

The module is no longer in study offering starting in 2018.

A9415 Basics of Corporate Security, 5 cr

The student is able to:

Sama kuin ennenkin.

A9416 Business Continuity Planning, 5 cr

The student is able to:

The student is able to:

- identify critical business operations
- carry out a vulnerability and a business impact analysis
- prepare a business continuity plan

A9425 Security of Supply Chain, 5 cr

The student is able to:

Toimitusketjun turvallisuus,

Tuotteiden ja palvelujen turvallisuus

A9426 Environmental Safety Management, 5 cr

A9418 Security and Safety Management, 10 cr

The student is able to:

Sama kuin ennen.

A9488 Security and Safety Management as Part of a Risk Management Process, 10 cr

The student is able to:

The student is able to:

- apply requirements set by legislation, directives and guidelines regarding security and safety management and risk management

- apply enterprise risk management methods to identify, evaluate and manage risks
- create a security and safety management system and evaluate and develop security and safety management as part of risk management process
- create operational security and safety models for crises, disturbances and exceptional circumstances
- analyse and develop security and safety culture as part of organizational culture

Previous studies:

Opintojaksolle ilmoittautuvilla tulee olla turvallisuusalan perusteiden riittävä osaaminen, jonka voi hankkia esimerkiksi suorittamalla opintojakson R0185 Yritysturvallisuuden ja riskienhallinnan perusteet 10 op.

A887 SECURITY OF SOCIETY, 15 cr

Description:

Yhteiskunnan turvallisuuden toimijat ja ilmiöt Suomessa ja kansainvälisesti.

Learning process:

The competences described in the module can be developed either by participating in study units or working in projects. Please note that in some education forms projects are the primary way of gathering credits.

In the projects you participate in the development work of domestic or international businesses and communities and in project work. The language used in the project can be either Finnish or English. Projects can also focus on developing the student's own business. The topic of the project and the competences developed by participating in it will be clarified when the project is added to the study offer. The scope of the project will be agreed on in each case. The competences generated in the projects can partly be included in the learning outcomes of some other module(s) and thus the credits can be divided between several modules.

Responsible persons:

Leppävaara: Lasse Kivinen

The module is no more in study offering in 2018.

A9499 International Security, 5 cr

The student is able to:

The student is able to

- analyze the international security environment
- describe the major International actors and their roles in international Conflict Prevention
- describe the major Conflict prevention documents and mechanisms, e.g. in the European Union
- is aware of the concept of Comprehensive Crisis Management
- understands the context of Border Security as part of international and national security environment
- identify international mobility and its origins
- analyze current and past International Crisis's using the Conflict Cycle
- analyze the future trends in International Security

Previous studies:

Before enrolling to this study unit, you should have adequate competence level of security management, which you can acquire for example by completing study unit: A9484 Basics of Corporate Security and Risk Management 10 credits.

A9412 International Security, 10 cr

The student is able to:

The student is able to:

- identify the cycle of crises
- identify international and domestic actors in this field

- analyze the impacts of different crises on an organization
- organize a crisis management process in organizations

A9413 Internal Security, 5 cr

A9417 Crime Prevention, 5 cr

The student is able to:

Opiskelija

- tuntee kriminologian ja rikostorjunnanperusteet
- osaa käyttää erilaisia riskienarviointimenetelmiä rikosriskien tunnistamiseksi ja arvioimiseksi
- osaa toimia yhteistyössä organisaation ja sidosryhmien kanssa
- osaa laatia suunnitelman rikostorjunnan kehittämiseksi

G108 LAUREA STARTUP, 15 cr

Description:

The objective of the module is that the student is able to evaluate and develop his/her entrepreneurial skills, is able to assess his/her business idea and draw up a business plan on the basis of his/her business idea. The goal is also that he is familiar with entrepreneurial social obligations and opportunities.

If a student is interested in starting his/her own business, the objective is that the student is able to do so in practice and knows how to prepare for early-stage entrepreneurial challenges. Student is able to analyze and to utilise financial and operational performance information in his/her business.

Students can complete 15–30 credits in the module with the aim of developing their entrepreneurial skills or their own company.

Learning process:

The competences described in the module can be developed either by participating in study units or working in projects. Please note that in some education forms projects are the primary way of gathering credits.

In the projects you participate in the development work of domestic or international businesses and communities and in project work. The language used in the project can be either Finnish or English. Projects can also focus on developing the student's own business. The topic of the project and the competences developed by participating in it will be clarified when the project is added to the study offer. The scope of the project will be agreed on in each case. The competences generated in the projects can partly be included in the learning outcomes of some other module(s) and thus the credits can be divided between several modules.

Responsible persons:

Otaniemi and Leppävaara: Marjo Ruuti

Hyvinkää: Maija Huhta

Lohja: Riku Riski

A839 DEVELOPING INTERNATIONAL BUSINESS FOR SME'S, 15 cr

Description:

The objective of the module is to develop the international business competencies in the context of SME's, from the viewpoint of development needs and strategies as well as market entry.

After completing the module, the student will be able to identify in- and outward internationalization patterns and value networks in service business. The student will be able to evaluate the impact of changing business environment on business operations and to search for market information to gain customer and market understanding. The student will be able to identify and assess market opportunities in specific target markets, to develop international marketing strategies and to plan for market entry.

The module has been designed for business students. It is also suitable for other students with interest in international business and basic knowledge of business management.

Learning process:

The competences described in the module can be developed either by participating in study units or working in projects. Please note that in some education forms projects are the primary way of gathering credits.

In the projects you participate in the development work of domestic or international businesses and communities and in project work. The language used in the project can be either Finnish or English. Projects can also focus on developing the student's own business. The topic of the project and the competences developed by participating in it will be clarified when the project is added to the study offer. The scope of the project will be agreed on in each case. The competences generated in the projects can partly be included in the learning outcomes of some other module(s) and thus the credits can be divided between several modules.

Responsible persons:

The module is no longer offered.

A9202 International Service Business, 5 cr

The student is able to:

The student will be able to

- identify and assess the main external and internal factors influencing the internationalization of service business
- describe the impacts that the extension of service out of the domestic context has on the development and delivery of service
- identify internationalization patterns of service business either in B2B or B2C context

A9339 International Market Entry, 10 cr

The student is able to:

The student will be able to

- evaluate the impact of the changing business environment on business operations
- search for market information to gain customer and market understanding
- identify and assess market opportunities in target markets
- identify cultural and ethical issues related to cross-cultural business
- develop international marketing strategies (7 P's) for target market oriented operations
- establish a market entry plan for a target market

A9201 International Sales Negotiations, 5 cr

The student is able to:

The student is able to:

- identify cultural and ethical issues related to sales negotiation and develop plans to respond to them
- describe and demonstrate how a salesperson should a) prepare for cross-cultural sales negotiations and b) adjust his/her behavior in a sales negotiation to respect and respond to the cultural background of the negotiation partners

A817 TOURISM SERVICE DEVELOPER, 30 cr

Description:

The objective of the module is to develop competencies in tourism services.

After completing the module, the student will be able to apply business thinking in tourism services. He/she will be able to develop customer-oriented services and processes in a hotel in accordance with quality guidelines. He/she will have an overall understanding of the travel and tourism sector. He/she will deepen his/her understanding with respect to marketing strategies in tourism services. He/she will be able to forecast future trends in planning and development.

Learning process:

The competences described in the module can be developed either by participating in study units or working in projects. Please note that in some education forms projects are the primary way of gathering credits.

In the projects you participate in the development work of domestic or international businesses and communities and in project work. The language used in the project can be either Finnish or English. Projects can also focus on developing the student's own business. The topic of the project and the competences developed by participating in it will be clarified when the project is added to the study offer. The scope of the project will be agreed on in each case. The competences generated in the projects can partly be included in the learning outcomes of some other module(s) and thus the credits can be divided between several modules.

Responsible persons:

Leppävaara: Marjaana Salomaa

R0172 As a Bachelor of Hospitality Management Now and in the Future, 5 cr

The student is able to:

The student is able to

- describe the business industry in the hospitality field
- discuss and evaluate knowledge of the bachelor of hospitality management in the future
- after studying the study unit student is able to focus his/her specialization area

A9182 Tourism Marketing, 5 cr

The student is able to:

The student is able to:

- analyze the marketing environment of the tourism sector
- plan and design experiential marketing strategies
- apply co-marketing in a digital environment with partners

A9183 Planning and Development in Tourism, 10 cr

The student is able to:

The student is able to:

- analyse tourism research
- apply future research methods in planning and developing tourism services
- implement co-creation methods with network partners in development

A9337 Discovering Tourism , 5 cr

The student is able to:

The student is able to:

- define tourism as a part of the global economy
- analyse the tourism sector

A9346 Hotel Management, 10 cr

The student is able to:

The student is able to:

- describe the business idea and model of a hotel
- identify and analyze hotel operations, functions and services
- practice front-line and back-office operations
- plan operations from the management perspective

01473 Business Online Visibility, 5 cr

The student is able to:

Managing online visibility and presence with interesting and engaging contents is one of the major issues in digital marketing. During this course we study different aspects of this and students learn to produce, publish and manage online content from the business perspective and understand the importance of stories, product information, multimedia content, and other online content in creating an online presence for a tourism business. After successful completion of the course the student

- knows different methods to do pre-research of social media visibility, target groups etc.
- can use keywords in effective marketing and social media contents
- is able create a paid campaign in internet and social media
- analyzes the success of social media efforts and gives grounded solutions based on them
- manages social media channels and contents in co-operation with customers

A9448 Resettjänster i turistbranschen i Norden (Travel Services in Tourism Field in Nordic Countries), 5 cr

The student is able to:

The student is able to

- discern tourism trends in Nordic countries
- develop tourism service ideas suitable for Nordic countries

R027 GUIDANCE AND EXPERTISE TRAINING, 15 cr

Description:

Expertise is born via guidance activities in the Guidance and expertise module.

Completing this module provides the student with varied expertise in guiding different people in different situations. The student will know how to support the development of both competence and identity, and to advise on the use of different tools. They know which actions promote a sense of community.

Learning process:

Competence as defined in this module can be developed by, for example, taking part in student union activities during study units. The working language can be either Finnish or English.

Responsible persons:

Teija Laamanen

01540 Tutoring, 5 cr

The student is able to:

The Student is able to

- evaluate tutoring from the perspective of their own campus and the campus's educational responsibilities
- provide guidance and advice to new students with regard to Laurea's practices and operational culture

- aware of and have a command of the systems currently in use
- create an expertise profile for themselves and can support new students in building an expertise profile in the kyvyt.fi portal
- know the learning environments on their campus and can, when necessary, represent the campus at different events
- have a command of the work methods related to career planning and are able, together with the teacher tutor, to support new students in themes related to career planning
- act as active promoters of well-being within the workplace and among students