MANAGERIAL SKILLS FOR INTERNATIONAL BUSINESS

Number of sessions: 30  
Length of each session: 1.5 h  
Total length of the module: 45 hours

INTRODUCTION TO THE COURSE

The module intends to enable students to know about the basics of management and leadership.

It also intends to develop the participant’s managerial skills that are necessary for a successful career.

Students will develop their managerial skills throughout different ways, including business cases, debates, teamwork, role playing, etc. The lecturer will ask for an interactive dialogue within the participants and aim to gain a final high level of participation.

REQUIREMENTS

- Fluent in English

CONTENTS

1. International Human Resources Management
2. Creativity as a competitive advantage
3. Gurus
4. International Organization Structure
5. Career orientation
6. Compensation and benefits
7. Managing people mobility assignments
8. Managing cultural differences
9. Employees separations
10. Leadership
11. Teamwork and motivation at work
12. Problem solving, decision making and conflict management
13. Time management
14. Emotional intelligence
15. Professional selling skills
GRADING

**Mid-term exam (25%)**: A true or false questionnaire (10 questions)

**Work in class (50%)**: includes papers, in class activities, attendance, punctuality, attitude and participation. This methodology makes the emphasis in the continuous appraisal and the day-to-day work as well as the attitude shown towards the subject.

**Final Exam (25%)**: A true or false questionnaire (10 questions)

BIBLIOGRAPHY


