

1. BASIC DATA

Subject	Management Skills for International Environments
Program	Master's Degree in Trade and International Economic Relations
School	School of Business, Economy and Communication
Course	Module I
ECTS	6 ECTS
Type	Mandatory
Language/s	English
Modality	On-campus/ Campus-based
Semester	First Semester
Academic Year	2024/2025
Coordinator	Dr. Hongsong Wang
Lecturer	Olecia Shevchenko Crespo

2. PRESENTATION

The aim of the Master in Trade and International Economic Relations is to provide students with specific training in the field of international business management and administration. The Master's programme also enables students to develop their professional skills in international economic organisations and institutions.

Management Skills for International Environments is the first of ten modules that make up the Master's degree with a value of 6 ECTS like the rest of the modules. Taking into account the educational profile that students are expected to achieve by the end of the Master's degree, the aim of this module is to learn, analyse and put into practice the tools and keys to the success of international policies. It also provides knowledge of the organisations that promote international cooperation and the strategies they follow in the fields of incentives for social progress in all types of economies throughout the world.

Finally, the student will acquire the key skills and knowledge for international negotiation, as well as other skills necessary for international negotiation and other skills necessary to excel in the professional world:

Leadership, planning, results orientation, innovation, communication skills, conflict resolution and others.

3. COMPETENCIAS Y RESULTADOS DE APRENDIZAJE

General Competences:

- GC.1. Capacity for Interrelation, perfecting the ability to perceive, analyse and interpret the environment in order to be able to integrate information and make decisions in new environments.
- GC.2. Integration of Knowledge, i.e. having an integrated vision of all the dimensions of the company or international organisation, in order to be able to analyse problems and look for

solutions as a group.

- GC.3. Ability to understand and take advantage of cultural diversity, developing respect for diversity.
- GC.4. Ability to work as part of a team, innovative mentality and decision-making.
- GC.5. Communication skills (in both Spanish and English) to debate and present their ideas and business projects in each area of the programme to a specialised or non-specialised forum.
- GC.7. Critical and self-critical sense.

Specific Competences:

- SC.1. Lead projects and teams from an integral ethical and socially responsible approach, assessing the impact of their decisions on profits, the market, people and society.
- SC.2. Master the keys to the major world economic areas in order to convert them into competitive advantages for the company.
- SC.3. Identify the international legal, fiscal, business and technological environment of the company and its importance in business activity when undertaking international projects.
- SC.5. Develop the competences of a manager: leadership, emotional intelligence, communication skills, team management, group work, planning, conflict resolution, negotiation and results orientation, always from a multicultural perspective and respecting diversity.
- SC.9. Detect the risks of a business internationalisation operation and recommend the tools and instruments to cover the company against them.
- SC.10. Proactively promote the use of technology in the processes that affect the different decision-making areas to facilitate efficiency, innovation and the generation of knowledge for companies immersed in internationalisation processes.

Learning Outcomes:

- LO1. Evaluate the consequences of a global international policy (economic, labour and social).
- LO2. Put into practice the competences of a manager: leadership, emotional intelligence, communication skills, team management, group work, planning, conflict resolution, negotiation and results orientation, always from a multicultural perspective and respecting diversity
- LO3. Master the strategies for the future to be able to manage the necessary resources for a company's internationalisation plan, the relaunch of a new activity or to open the company to new markets.
- LO4. Lead projects and teams from an integral ethical and socially responsible approach, assessing the impact of international economic policy decisions on profits, the market, people and society.
- LO5. Understand the importance of international cooperation in progress and social development. Knowing the best practices and policies of different countries that lead cooperation processes in order to integrate them as part of the experience acquired.

The table below shows the relationship between the competences developed in the module and the learning outcomes pursued.

Competencias	Resultados de aprendizaje
GC1, GC2, GC3, GC7 SC2, SC3, SC9, SC10	LO1. Evaluate the consequences of a global international policy (economic, labour and social).
GC2, GC3, GC4, GC5, GC7 SC1, SC5, SC10	LO2. Put into practice the competences of a manager: leadership, emotional intelligence, communication skills, team management, group work, planning, conflict resolution, negotiation and results orientation, always from a multicultural perspective and respecting diversity
GC1, GC2, GC7 SC1, SC2, SC3, SC9, SC10	LO3. Master the strategies for the future to be able to manage the necessary resources for a company's internationalisation plan, the relaunch of a new activity or to open the company to new markets.
GC1, GC2, GC3, GC7 SC1, SC2, SC3, SC5, SC9, SC10	LO4. Lead projects and teams from an integral ethical and socially responsible approach, assessing the impact of international economic policy decisions on profits, the market, people and society.
GC1, GC2, GC3, GC7 SC2, SC3, SC9, SC10	LO5. Understand the importance of international cooperation in progress and social development. Knowing the best practices and policies of different countries that lead cooperation processes in order to integrate them as part of the experience acquired.

4. CONTENTS

Module I of the Master's Degree is divided into three subjects:

1. International Politics.
2. International Negotiation and Leadership.
3. International cooperation.

5. TEACHING-LEARNING METHODOLOGIES

The methodology of the learning process that will be followed during this Master in the classroom edition is based on:

- Presentations
- Seminars
- Case studies
- Discussion of practical examples and real cases
- Cooperative learning

6. TRAINING ACTIVITIES

The following table shows the types of training activities to be carried out and the number of hours the student will spend on each:

Training activities	Hours
Presentation of knowledge in the classroom using the seminar method.	37,5
Seminar method.	25
Case classroom: teamwork for CASE analysis.	12,5
Group coaching on the developed competences.	7,5
Collaborative learning.	25
Integrative work on the module.	7,5
Presentation in the virtual classroom of knowledge. Students will carry out readings and analyses, as well as participate in virtual forums to demonstrate their ability to discuss and debate.	5
Virtual forums where they will demonstrate their ability to discuss.	5
Individual activities in the virtual classroom related to the content.	25
TOTAL	150 h

7. EVALUATION

The following is a list of the assessment systems and their weighting in the total grade for the module:

Sistema de evaluación		Pesos
Activity 1	<ul style="list-style-type: none"> Carrying out and participating in classroom activities and cases. 	25%
Activity 2	<ul style="list-style-type: none"> Completion of virtual classroom activities. 	15%
Activity 3	<ul style="list-style-type: none"> Teacher's report on participation in the seminar. 	25%
Activity 4	<ul style="list-style-type: none"> Presentation of a comprehensive team work of the module. 	35%

On the Virtual Campus, when you access the module, you will be able to consult in detail the assessment activities to be carried out, as well as the delivery dates and assessment procedures for each of them.

7.1. Ordinary Call

In order to pass the module in the ordinary exam, you must obtain a mark of 5 out of 10 in the final grade (weighted average) of the module.

7.2. Extraordinary Call

In order to pass the module in the extraordinary call, it is necessary to obtain a grade higher than or equal to 5 out of 10 in the final grade (weighted average) of the module.

The activities that have not been passed in the ordinary call must be submitted, after having received the appropriate corrections from the teacher, or those that have not been submitted..

8. TIMETABLE

This section provides an approximate timetable with delivery dates (weeks) for the evaluable activities of the module:

Assesments	Weeks
Activity 1	1-4
Activity 2	3-4
Activity 3	4
Activity 4	4-5

This timetable may be subject to modifications for logistical reasons. Any modification will be notified to the student in due time and form.

9. BIBLIOGRAPHY:

The reference works of the module are as follows:

- Cohen, B. J. (2011). *International Political Economy*. London: Routledge.
- Evans J. & Hunt, L. H. (eds.) (2009). *International Handbook on the Economics of Energy*. Edward Elgar.
- Hülsemeyer, A. (2010). *International Political Economy: A Reader*. Oxford: Oxford University Press.
- Oatley, T. (2011). *Debates in International Political Economy*, 2ª ed. Nueva York: Pearson/Longman.
- Schwartz, H. M. (2010). *States Versus Markets: The Emergence of a Global Economy*, 3ª ed. Nueva York: Palgrave Macmillan.
- Spero, J. E. & Hart, J. A. (2010). *The Politics of International Economic Relations*, 7ª ed. Boston, MA: Wadsworth.
- Strange S. (ed.) (2010). *Paths to International Political Economy*, London: Routledge.
- Walter, A. & Sen, G. (2009). *Analyzing the Global Political Economy*. Princeton, NJ: Princeton University Press.
- Watson, M. (2005). *Foundations of International Political Economy*. Nueva York: Palgrave Macmillan.

Internet resources:

International organisations:

- CeNtral European Bank - <http://www.ecb.europa.eu>
- World Bank - <http://www.worldbank.org>
- United Nations Framework Convention on Climate Change - <http://unfccc.int>
- International Monetary Found - www.imf.org
- G20 - <http://www.g20.org>
- G8 - <http://www.g8.utoronto.ca>
- International Energy Agency - <http://www.iea.org>
- United Natiions - <http://www.un.org>
- Organization of the Petroleum Exporting Countries- <http://www.opec.org>
- World Intellectual Property Organisation - <http://www.wipo.org>
- World Trade Organisation - <http://www.wto.org>
- Organisation for Economic Co-operation and Development- <http://www.oecd.org>
- UN Global Compact - <http://www.unglobalcompact.org>
- United Nations Development Programme - <http://www.undp.org>
- United Nations Environment Programme - <http://www.unep.org>
- European Union - <http://europa.eu>

Cooperation:

- Agencia Española de Cooperación Internacional (Sapnish Government) - <http://www.aecid.es/>
- Canadian International Development Agency (Gobierno de Canadá) - <http://www.acdi-cida.gc.ca>
- Centro de Investigación y Cooperación para el Desarrollo (CIDEAL) - <http://www.cideal.org/>
- Department for International Development (Gobierno del Reino Unido) - <http://www.dfid.gov.uk/>
- Deutsche Gesellschaft für Technische Zusammenarbeit (Gobierno de Alemania) - <http://www.gtz.de>
- France Coopération Internationale (Gobierno de Francia) - <http://www.fci.gouv.fr/>
- Instituto Universitario de Desarrollo y Cooperación (Universidad Complutense de Madrid) - <http://www.ucm.es/info/IUDC/>
- Japan International Cooperation Agency (Gobierno de Japón) - <http://www.jica.go.jp/>
- Norad er direktoratet for utviklingssamarbeid (Gobierno de Noruega) - <http://www.norad.no/>
- Organización para la Cooperación y el Desarrollo Económico - Comité de Ayuda al Desarrollo - <http://www.oecd.org/dac/>
- Styrelsen För Internationellt Utvecklingssamarbete (Gobierno de Suecia) - <http://www.sida.se/>
- Unión Europea - Oficina de Cooperación EuropeAid - http://ec.europa.eu/europeaid/index_es.htm
- USAID (Gobierno de Estados Unidos) - <http://www.usaid.gov/>

10. DIVERSITY CARE UNIT

Students with specific educational support needs:

Curricular adaptations/adjustments for students with specific educational support needs, in order to guarantee equal opportunities, will be guideline by the Diversity Attention Unit (UAD).

It is an essential requirement that a report on curricular adaptations/adjustments be issued by this Unit, so students with specific educational support needs should contact: unidad.diversidad@universidadeuropea.es at the beginning of each semester.

11. SATISFACTION SURVEYS

Your opinion matters!

Universidad Europea encourages you to participate in satisfaction surveys to identify strengths and areas for improvement regarding the teaching staff, the degree and the teaching-learning process.

The surveys will be available in the survey area of your Virtual Campus or through your email.

Your evaluation is necessary to improve the quality of the programme. Thank you for your participation.