



COURSE SYLLABUS "INTERNATIONAL BUSINESS"

Basic data of the subject	
Academic unit:	Faculty of Economics
Subject title:	INTERNATIONAL BUSINESS
Program:	International Management
Level:	Bachelor
Subject status:	Obligatory
Year of studies:	3
Number of hours per week:	2 lectures, 2 Exercises
Credit value – ECTS:	5
Time / location:	Prizren
Teacher:	Prof. Asoc. Dr. Halil Kukaj
Contact details:	halil.kukaj@uni-prizren.com
Course description:	<p>The whole material addressed in this module is divided into four parts. The first part handles issues relating to the meaning of some terms that relate to this field and the theories and politics of international business. The second part handles issues that are related to the rules and conditions under which business can be developed internationally, which determine national institutions and international economic institutions.</p> <p>In the third section, various types of international business operations and other actions needed to realize them (customs procedures) are treated. In the fourth section, financial materials regarding international trade, such as international trade financing, payment terms, warranties and payment instruments are handled.</p>

Purpose of the course:	The course "International Business" aims to provide students with theoretical and practical knowledge on the conditions under which international business activities take place, as well as to train them for their practical application. Also, this course provides students with knowledge on international payment instruments, as well as the identification of risks in international business operations and the implementation of risk hedging measures.		
Learning outcomes:	<p>After completing the course, the student will be able to:</p> <ul style="list-style-type: none"> ▪ understand the content of different notions in the field of international business, ▪ identify the conditions under which international business activities is developed, ▪ identify the risks to which businesses are exposed during the implementation of international business operations, ▪ use various types of international business operations, ▪ implement adequate risk hedging measures. <p>use various international payment instruments.</p>		
Student workload (should correspond to the student's learning outcomes)			
Activity	Hours	Day/week	Total
Lectures	3	15	45
Theoretical/laboratory exercises	2	15	30
Practical work			
Contacts with the teacher/consultations	1	5	5
Field exercises	4	1	4
Colloquiums, seminars	1	2	2
Homework	-	-	-
Student's independent study time (in the library or at home)	3	4	12
Final exam preparation	4	6	24
Time spent on assessment (tests, quizzes, final exam)	2	1	2
Projects, presentations, etc.	1	1	1
TOTAL			125 orë (5 ECTS)
Teaching methodology:	Interactive lectures, seminar papers, discussions etc.		

Evaluation methodology:	Students are evaluated through testing, whereas the final grade consists of four components: - Attendance and activity classes: 0-10 points - First colloquium: 0 – 45 points - Working seminar: 0 – 10 points - Second colloquium: 0- 45 points Exam: 100 points													
	<table border="1"> <thead> <tr> <th>Evaluation in%</th> <th>Final grade</th> </tr> </thead> <tbody> <tr> <td>91 - 100</td> <td>10 (ECTS – A)</td> </tr> <tr> <td>81 – 90</td> <td>9 (ECTS - B)</td> </tr> <tr> <td>71 – 80</td> <td>8 (ECTS - C)</td> </tr> <tr> <td>61 – 70</td> <td>7 (ETCS - D)</td> </tr> <tr> <td>51 – 60</td> <td>6 (ETCS - E)</td> </tr> <tr> <td>40 - 50</td> <td>5* (ETCS – FX)</td> </tr> </tbody> </table>	Evaluation in%	Final grade	91 - 100	10 (ECTS – A)	81 – 90	9 (ECTS - B)	71 – 80	8 (ECTS - C)	61 – 70	7 (ETCS - D)	51 – 60	6 (ETCS - E)	40 - 50
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LITERATURE														
Primary/basic literature:	<ul style="list-style-type: none"> • Halil Kukaj, Biznesi Ndërkombëtar, Universiteti “Ukshin Hoti” Prizren, Prizren, 2017. • Ilia Kristo, Biznesi Ndërkombëtar, PEGI, Tiranë, 2007. 													
Additional literature:	<ul style="list-style-type: none"> • Hill, Charlls W.: “ International Business”, McGraw-Hill, New York, 2007. • Daniels D. John, Radebaugh H. Lee and Daniel P. Sullivan: International Business – Environments and Operations, Pearson, Prentice Hall, New Jersey, 2004. 													

Designed lesson plan:		
WEEK	Lectures	Exercise
<i>First week:</i>	Introduction to International Business	Questions and discussions related to the introduction
<i>Second week:</i>	Foreign trade politics and politics of foreign direct investment	Questions and discussions about Foreign trade politics and politics of foreign direct investment
<i>Third week:</i>	International economic institutions in order to International Business - World Trade Organization	Questions and discussion
<i>Fourth week:</i>	-World Customs Organization - Chamber International Trade	Questions and discussion
<i>Fifth week:</i>	Regional economic integrations	Examples of Regional economic integrations and discussions about the advantages and costs of integration in Regional economic integrations

<i>Sixth week:</i>	International business environment	Comparative Overview of environmental factors in different countries
<i>Seventh week:</i>	Specialized international markets	Questions and discussion
<i>Eighth week:</i>	The first colloquium	Preparation for first colloquium
<i>Week nine:</i>	International business operations	Examples and discussion
<i>Tenth week:</i>	International business operations – ongoing	Examples and discussion
<i>Eleventh week:</i>	Documents required in international trade	Questions and discussion
<i>Week twelve:</i>	Customs Procedures	Examples and discussion
<i>Thirteenth week</i>	Customs Procedures –ongoing	Examples and discussion
<i>Fourteenth week</i>	Payment conditions, payment instruments and guarantees	Questions and discussion
<i>Fifteenth week</i>	The second colloquium	Preparation for second colloquium
Academic policies and code of conduct		
<ul style="list-style-type: none"> • The student should be aware of and respect the institution and school rules, • Should also respect the schedule of lectures, exercises and be attentive at teaching, • It is mandatory possession and presentation of the index in tests and exams, • During compilation of seminar papers, a student must adhere to the instructions given by the teacher to realize and technical research paper.. • Students are not allowed to use mobile phones during the testing hours. 		