

# **International Economics and Commercial Diplomacy**

## **bachelor program (University of Latvia)**

Formulation of learning outcomes

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- Top-down approach
- National qualification descriptors from NQF (Latvia)
- Self evaluation report of the program (developed for local Enic-Naric agency)
- Curriculum
  
- Observable
- Measurable
- Conducted by student
- 5-8

# International Economics and Commercial Diplomacy - bachelor program

<i>Knowledge and Comprehension</i>	demonstrate general and specialized knowledge and understanding of the corresponding to the field of profession facts, theories, causal relationships and technologies
<i>Application of Knowledge</i>	<ul style="list-style-type: none"> <li>- based on analytical approach, conduct practical tasks in the corresponding profession</li> <li>- demonstrate skills, that allow to find creative solutions to professional problems</li> </ul>
<i>Analysis, Synthesis, Assessment</i>	<ul style="list-style-type: none"> <li>- independently acquire, select and analyze information, know how to apply it</li> <li>- take decisions and solve problems in the corresponding academic discipline or profession</li> <li>- comprehends professional ethics</li> <li>- assesses the impact of own professional activities upon environment and society</li> </ul>
<i>Communication</i>	<ul style="list-style-type: none"> <li>- formulate and analytically describe the information, problems and solutions in own academic discipline or profession, explain them and discuss them by being able to justify own viewpoint both to specialists and non-specialists</li> </ul>
<i>Continuing Education</i>	<ul style="list-style-type: none"> <li>- independently structure own studies, direct the own continuing education and the continuing education of subordinates, as well as the professional perfection</li> </ul>
<i>Other Generic Skills</i>	<ul style="list-style-type: none"> <li>- demonstrate scientific approach in solving the problems</li> <li>- undertake responsibility and initiative, by conducting the work individually, in teams or by leading the work of others</li> <li>- take decisions and find solutions in changing or unclear conditions</li> </ul>

The program has two basic modules:

- University studies (Political Science, Theory and History of Culture)

- Economy (Microeconomy),

as well as two main submodules:

- International economics and

- Commercial diplomacy

## ***Knowledge and Comprehension***

· demonstrate general and specialized knowledge and understanding of the corresponding to the field of profession facts, theories, causal relationships and technologies

- Take the same? → too general
- Demonstrate knowledge that is connected to economics, communicational theory and practice, new technologies, management, business legislation etc. → too detailed

# ***Knowledge and Comprehension***

- demonstrate general and specialized knowledge and understanding of the corresponding to the field of profession facts, theories, causal relationships and technologies

The program has two basic modules:

- University studies (Political Science, Theory and History of Culture)

- Economy (Microeconomics),

as well as two main sub-modules:

- International economics and

- Commercial diplomacy

- ➔ Demonstrate theoretical and practical knowledge in international economics, commercial diplomacy, as well as in fields of political science, culture and legislation

## ***Analysis, Synthesis, Assessment***

- independently acquire, select and analyze information, know how to apply it
- take decisions and solve problems in the corresponding academic discipline or profession
- comprehends professional ethics
- assesses the impact of own professional activities upon environment and society

- Analyze and assess these processes, by applying statistical, econometrical, as well as qualitative and quantitative methods of analysis... comprehending the professional ethics in international business environment;

## ***Application of Knowledge***

- based on analytical approach, conduct practical tasks in the corresponding profession
- demonstrate skills, that allow to find creative solutions to professional problems

- ...and apply the acquired results of analysis for improving the performance of company or institution,....;

# Which Courses will Teach this LO?

- Analyze and assess these processes, by applying statistical, econometrical, as well as qualitative and quantitative methods of analysis and apply the acquired results of analysis for improving the performance of company or institution, comprehending the professional ethics in international business environment;

## ***Analysis, Synthesis, Assessment***

- Analyze and assess these processes, by applying statistical, econometrical, as well as qualitative and quantitative methods of analysis...

*Economic Informatics I, Statistics of Economics and Business, Econometrics*

## ***Application of Knowledge***

- ...and apply the acquired results of analysis for improving the performance of company or institution,...

*Management Theory, International Economics, Research Workshop*

## ***Analysis, Synthesis, Assessment***

- ... comprehending the professional ethics in international business environment;

*Economics and World Security, Comparative Analysis of World's Regions, World's Religions, Intercultural Environment of Economics, History of Business and Economics in the World*

## Communication

· formulate and analytically describe the information, problems and solutions in own academic discipline or profession, explain them and discuss them by being able to justify own viewpoint both to specialists and non-specialists

- Defend the national or corporative interests in international trade, finance or other economical activities, by being part of different national or international institutions, as well as local, private, national and multinational companies and corporations, and do so by applying knowledge of several languages;

## Communication

- Defend the national or corporative interests..., by being part of different national or international institutions, as well as local, private, national and multinational companies and corporations...

*International Public Law, International Private Law, Negotiations, Communication Psychology, Business Ethics and Protocol , History of Diplomacy*

- Defend the national or corporative interests in international trade... activities...

*Policy of External Trade, Models of International Trade, Commercial Diplomacy, Integrated Marketing Communication*

## **Communication**

- Defend the national or corporative interests in international ... finance... activities...

*International Capital Movement, International Monetary Economics, Commercial Diplomacy*

- Defend the national or corporative interests in international ... economic activities...

*Microeconomics, Macroeconomics, Anthropology of Economics, History of Economical Theory, Economic Systems and their Transformation*

- ... and do so by applying knowledge of several languages;

*Business English, English for Business and Law, Business Correspondence in English, French*

## **Continuing Education**

· independently structure own studies, direct the own continuing education and the continuing education of subordinates, as well as the professional perfection

- Demonstrate competency in knowledge acquisition sources (related to the comprehension of processes of international economics and commercial diplomacy), paying attention to the development tendencies of leading national economies, foreign investment attraction and promotion of export growth;

*Course Projects, Bachelor Thesis, Practice, courses of specialization*

## **Knowledge and Comprehension**

· demonstrate general and specialized knowledge and understanding of the corresponding to the field of profession facts, theories, causal relationships and technologies

## Other Generic Skills

- demonstrate scientific approach in solving the problems
- undertake responsibility and initiative, by conducting the work individually, in teams or by leading the work of others
- take decisions and find solutions in changing or unclear conditions

- Apply competency of presentation and scientific polemics, communication skills, team work abilities with the aim to analyse the application of theory in hypothetical and real situations.

*Internship, all courses, defense of course projects, defense of Bachelor thesis, defense of internship*

<i>Knowledge and Comprehension</i>	demonstrate general and specialized knowledge and understanding of the corresponding to the field of profession facts, theories, causal relationships and technologies	- Demonstrate theoretical and practical knowledge in international economics, commercial diplomacy, as well as in fields of political science, culture and legislation
<i>Application of Knowledge</i>	· based on analytical approach, conduct practical tasks in the corresponding profession · demonstrate skills, that allow to find creative solutions to professional problems	
<i>Analysis, Synthesis, Assessment</i>	· independently acquire, select and analyze information, know how to apply it · take decisions and solve problems in the corresponding academic discipline or profession · comprehends professional ethics · assesses the impact of own professional activities upon environment and society	- Analyze and assess these processes, by applying statistical, econometrical, as well as qualitative and quantitative methods of analysis and apply the acquired results of analysis for improving the performance of company or institution, comprehending the professional ethics in international business environment;
<i>Communication</i>	· formulate and analytically describe the information, problems and solutions in own academic discipline or profession, explain them and discuss them by being able to justify own viewpoint both to specialists and non-specialists	- Defend the national or corporative interests in international trade, finance or other economical activities, by being part of different national or international institutions, as well as local, private, national and multinational companies and corporations, and do so by applying knowledge of several languages;
<i>Continuing Education</i>	· independently structure own studies, direct the own continuing education and the continuing education of subordinates, as well as the professional perfection	- Demonstrate competency in knowledge acquisition sources (related to the comprehension of processes of international economics and commercial diplomacy), paying attention to the development tendencies of leading national economies, foreign investment attraction and promotion of export growth;
<i>Other Generic Skills</i>	· demonstrate scientific approach in solving the problems · undertake responsibility and initiative, by conducting the work individually, in teams or by leading the work of others · take decisions and find solutions in changing or unclear conditions	- Apply competency of presentation and scientific polemics, communication skills, team work abilities with the aim to analyze the application of theory in hypothetical and real situations.

# Learning outcomes = quality tool

transparency, responsibility, target orientation, time economy, student centered  
teaching  
-> quality

## Further Steps

transparency, responsibility, target orientation, time economy, student centered  
teaching  
-> quality

- Apply competency of presentation and scientific polemics, communication skills, team work abilities with the aim to analyse the application of theory in hypothetical and real situations.

*Internship, all courses, defense of course projects, defense of Bachelor thesis, defense of internship*

- **Apply competency of presentation** (structure, style, visual image of presentation, rethorics etc.)
- **scientific polemics** (argumentation, dispute, structure of speech etc.)
- **team work abilities** (take on initiative, work with people from different backgrounds etc.)...

➔ one has to create a..

## MAP of

Detailed learning outcomes (**aim**) ->

-> teaching methods (**how to reach it?**) ->

-> assessment tools (**is it reachable?**) ->

-> courses (**responsible lecturer**)

transparency, responsibility, target orientation, time economy, student centered  
teaching  
-> quality

What do we want our graduate to be like?

LO: the graduate is able..	How to reach this LO, how to assess it?	Who will be responsible?
.. find solution to the problem by providing a list of possible actions		
..organize the time planning of middle sized group		
..select and concentrate the most important information		
..explain and justify own viewpoint in a written form		
..choose one of the alternatives of the action, knowing the strengths and weaknesses of the decision made		
..evaluate the trustworthiness of the information source		

<b>LO: the graduate is able..</b>	<b>How to reach this LO, how to assess it?</b>	<b>Who will be responsible?</b>
.. find solution to the problem by providing a list of possible actions	case studies	Commercial Diplomacy
..organize the time planning of middle sized group	group tasks, projects	?
..select and concentrate the most important information	create a title and annotation to an article	?
..explain and justify own viewpoint in a written form	report, A4 dispatch, write critical review	Economics and World's Security
..choose one of the alternatives of the action, knowing the strengths and weaknesses of the decision made	article +task, SWOT analysis	?
..evaluate the trustworthiness of the information source	article analysis, argumentation by applying references	?

# Thank You!