



SYLLABUS							
Level of studies		Master	Program	Business Administration		Academic year	2017/18
SUBJECT		International Business					
Year	II	The status of Subject	Obligatory	Code		ECTS credits	6
Semester	III						
Teaching weeks		15		Teaching classes		Lectures	Exercises
						2	1
Teaching Methodology		Interactive lectures, seminar papers, discussions					
Consultation							
The teacher		Prof. Asoc. Dr. Halil Kukaj		e-mail	halilkukaj@yahoo.com		
				Tel.	044 185 570		
Assistant		/		e-mail	/		
				Tel.	/		
The purpose of the case study				Expected learning outcomes			
The course "International Business" aims to provide students with theoretical and practical knowledge regarding the conditions under which international business activities develop as well as methods and procedures of international business development activities.				After completing the course, students: <ul style="list-style-type: none"> <li>- Will understand right contents of different notions in the field of international business,</li> <li>- Will have knowledge of the conditions under which develop international business activities,</li> <li>- Will have knowledge of the different types of international business operations,</li> <li>- Will be able and skilled to perform different operations to international business,</li> <li>- Will be able to foresee the risks which they are exposed in the implementation of business operations and implement adequate protective measures,</li> <li>- Will be competent in running operations International business to business entities.</li> </ul>			
Methodology for the implementation of educational topics:							
Interactive lectures, seminar papers, discussions etc.							
Conditions for realization of educational topics:							
Hall with the possibility of obscuring, computer and projector.							
<ul style="list-style-type: none"> <li>• Methods of evaluation and passability criterions (in %)</li> </ul>							

Students are evaluated through testing, whereas the final grade consists of four components: - Attendance and activity classes: 1-10 points - First colloquium: 1- 30 % ( 1 – 30 points) - Working seminar: 1 – 10 % (1 – 10 points) - Final Exam: 1- 60 % (1 - 60 points)	<b>Evaluation in%</b>	<b>Final grade</b>	
	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	5*	( ETCS – FX)
<b>Obligations of the student:</b>			
<b>Lectures</b>	<b>Exercises</b>		
<ul style="list-style-type: none"><li>- Attending lectures,</li><li>- Participation in debates,</li><li>- Adhering to the code of courtesy, etc.</li></ul>	<ul style="list-style-type: none"><li>- Attending of hours of exercise</li><li>- Adhering to the code of courtesy, etc.</li></ul>		
<b>Student’s workload for the subject</b>			
<b>Activity</b>	<b>classes</b>	<b>Days / Week</b>	<b>Total:</b>
Lectures	3	15	45
Practical work (Internship)	6	3	18
Consultation with teachers	1	10	10
Field work visits	6	1	6
Seminars	3	3	9
Own study time	2	5	10
Preparation for final exam	6	8	48
Time spent on assessment (tests, exams, etc.)	1	3	3
Projects, presentations, etc.	1	1	1
<b>Note: 1 ECTS credit = 25 hours of commitment, example -if the subject has 6 ECTS credits a student must have 150 hours during the semester commitment</b>		<b>In total:</b>	<b>150</b>

<b>Week</b>	<b>Lecture</b>		<b>Exercises</b>	
	<b>Topic</b>	<b>classes</b>	<b>Topic</b>	<b>classes</b>
1.	Introduction to International Business		Questions and discussions related to the introduction	
2.	Foreign trade politics and politics of foreign direct investment		Questions and discussions about Foreign trade politics and politics of foreign direct investment	
3.	International economic institutions in order to International Business - World Trade Organization		Questions and discussion	
4.	-World Customs Organization - Chamber International Trade		Questions and discussion	
5.	Regional economic integrations		Examples of Regional economic integrations and discussions about	

			the advantages and costs of integration in Regional economic integrations	
6.	International business environment		Comparative Overview of environmental factors in different countries	
7.	Specialized international markets		Questions and discussion	
8.	Colloquium		/	
9.	International business operations		Examples and discussion	
10.	International business operations – ongoing		Examples and discussion	
11.	Documents required in international trade		Questions and discussion	
12.	Customs Procedures		Examples and discussion	
13.	Customs Procedures -ongoing		Examples and discussion	
14.	- International trade finance - Financing of international trade - Payment conditions, payment instruments and guarantees		Questions and discussion	
15.	The final test		Preparation for final test	

#### LITERATURE

##### Literature:

- Halil Kukaj, Biznesi ndërkombëtar, Universiteti “Ukshin Hoti” Prizren, 2017.
- Ilia Kristo, Biznesi Ndërkombëtar, PEGI, Tiranë, 2007
- Hill, Charlls W.: “International Business”, McGraw-Hill, New York, 2007.
- Daniels, John D., Lee Radebaugh and Daniel P. Sullivan: “International Business”, Pearson Education, New Jersey, 2004.

##### Note:

- 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.