



**University “Ukshin Hoti” Prizren**  
**Faculty of Economics**  
**Program: International Management**

<b>SYLLABUS</b>							
<b>Level of studies</b>	Bachelor	Program	<b>International Management</b>			Academic year	<b>2019/20</b>
<b>SUBJECT</b>		<b>International Business</b>					
<b>Year</b>	III	<b>The status of Subject</b>	Obligatory	<b>Code</b>		<b>ECTS credits</b>	<b>6</b>
<b>Semester</b>	V						
<b>Teaching weeks</b>	15		Teaching classes			Lectures	Exercises
						<b>2</b>	<b>1</b>
<b>Teaching Methodology</b>	Interactive lectures, seminar papers, discussions						
<b>Consultation</b>							
<b>The teacher</b>	<b>Prof. Asoc. Dr. Halil Kukaj</b>			e-mail		halil.kukaj@uni-prizren.com	
				Tel.		044 185 570	
<b>Assistant</b>	/			e-mail		/	
				Tel.		/	
<b>The purpose of the course</b>				<b>Expected learning outcomes</b>			
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>			
<b>Methodology for the implementation of educational topics:</b>							
Interactive lectures, seminar papers, discussions etc.							
<b>Conditions for realization of educational topics:</b>							
Hall with the possibility of obscuring, computer and projector.							

• <b>Methods of evaluation and passing criterions</b>			
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	<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>	
- Attending lectures, - Participation in debates, - Adhering to the code of courtesy, etc.		- Attending of hours of exercise - Adhering to the code of courtesy, etc.	
<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: Remarks: 1 ECTS credits = 25 hours of engagement, since the course has 6 ECTS credits, the student should have 150 hours of engagement.</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.	The first colloquium		Preparation for first 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 second colloquium		Preparation for second colloquium	

#### LITERATURE

- Halil Kukaj, Biznesi Ndërkombëtar, Universiteti “Ukshin Hoti” Prizren, Prizren, 2017.
- Ilija Kristo, Biznesi Ndërkombëtar, PEGI, Tiranë, 2007
- 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.

#### 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.