COURSE SYLLABUS
Professional Practice and Personal Development Portfolio, 7.5 credits

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Course Code:	JPPG17	**Education Cycle:**	First-cycle level
Confirmed by:	Council for Undergraduate and Masters Education Oct 26, 2016	**Disciplinary domain:**	Social sciences
Valid From:	Aug 20, 2018	**Subject group:**	FE1
Version:	1	**Specialised in:**	G1N
Reg number:	IHH 2016/4166-313	**Main field of study:**	Business Administration

Intended Learning Outcomes (ILO)

On completion of the course, the students will be able to

Knowledge and understanding

1. explain persuasion mechanisms and tactics;
2. explain sustainable action for enterprises in practice;
3. explain concepts and models on foresight strategic thinking;

Skills and abilities

4. communicate ideas effectively in public, employing appropriate and cohesive language based on time and audience;
5. apply tactics for efficient communication in international and diverse settings;
6. identify and prioritize negotiation goals;
7. identify and present feasible compromises to achieving goals in negotiations, forging sustainable business deals;
8. plan, coordinate, and monitor an entrepreneurial and sustainability project in practice;

Judgement and approach

10. identify, and apply sustainability values to analyze future scenarios and target markets;
11. identify and create opportunities;
12. make decisions considering the role of the individual and the business' responsibility in society;

Contents

The course is designed to develop students' competencies for entrepreneurial and sustainable action. It encourages them to learn from practice and reflection, which help them understand the role of their own responsibility and their ability to act. The course runs parallel to other courses, during five semesters of the programme, and is finalized during the fifth semester.
The content reflects the various aspects relevant students for entrepreneurial and sustainable action through professional practice and personal development activities:

- **Speech competence.** Students will work on their ability to speak in public and communicate effectively their ideas on sustainability. Students will practise their ability to distinguish how to use and respond to language appropriately with regards to sustainability, time and audience. It includes public speaking in a cohesive and coherent oral manner.
- **Negotiation competence.** Students will learn how to set and prioritize negotiation goals, present routes and arguments for their proposals, as well as develop routine in actively searching for alternatives. Negotiation skills will be complemented with critical elements of persuasion tactics. Students should acquire ability to understand dual nature of negotiation: cooperation and competition, practise accessing the other party in negotiations, as well as develop understanding of the prerequisites of successful long term business relationships.
- **Consciousness development and sustainable leadership competence.** Students will explore maturational differences in the way individuals make sense, experience and act upon sustainability challenges and will also reflect on how these differences can influence leadership style and sustainability orientation.
- **Action competence.** Students will work on their ability to engage themselves in entrepreneurial and sustainable actions that promote the improvement of the social and/or environmental sustainability. Students will collectively design, organize and carry out a project in international and diverse teams. Students will reflect on their ability to create opportunities, be innovative and resilient throughout the activities.
- **Foresight thinking.** This competence includes the ability to identify, apply and reconcile sustainability values with future scenarios and targets with regards the impact of decision on social, environmental and economic sustainability. It includes the use of novel and adaptive thinking, sense-making, and cognitive load management.

Type of instruction

Workshops, videos, guest lectures, tutoring, group projects, and presentations.

The teaching is conducted in English.

Prerequisites

Entry to the course is limited to students who are registered to JIBS Bachelor programme, Sustainable Enterprise Development (or the equivalent).

Examination and grades

The course is graded A, B, C, D, E, FX or F.

Assessment:
The ILOs are assessed through the following types of examination:
Speech competence (20%) Value 1.5 credits. ILO 4, 5, & 6
Negotiation competence (20%) Value 1.5 credits. ILO 1, 7 & 8
Consciousness development, sustainable leadership competence (20%) Value 1.5 credits. ILO 9 & 12
Action competence (20%) Value 1.5 credits. ILO 2, 9 & 11
Foresight thinking competence (20%) Value 1.5 credits. ILO 3 & 10

Registration of examination:

Name of the Test	Value	Grading
Speech competence	1.5 credits	A/B/C/D/E/FX/F
Negotiation competence	1.5 credits	A/B/C/D/E/FX/F
Consciousness development, sustainable leadership competence	1.5 credits	A/B/C/D/E/FX/F
Action competence	1.5 credits	A/B/C/D/E/FX/F
Foresight thinking competence	1.5 credits	A/B/C/D/E/FX/F

Course evaluation

It is the responsibility of the examiner to ensure that each course is evaluated. At the outset of the course, evaluators must be identified (elected) among the students. The course evaluation is carried out continuously as well as at the end of the course. On the completion of the course the course evaluators and course examiner discuss the course evaluation and possible improvements. A summary report is created and archived. The reports are followed up by programme directors and discussed in programme groups and with relevant others (depending on issue e.g. Associate Dean of Education, Associate Dean of faculty, Director of PhD Candidates, Dean and Director of Studies). The next time the course runs, students should be informed of any measures taken to improve the course based on the previous course evaluation.

Other information

Academic integrity

JIBS students are expected to maintain a strong academic integrity. This implies to behave within the boundaries of academic rules and expectations relating to all types of teaching and examination.

Copying someone else's work is a particularly serious offence and can lead to disciplinary action. When you copy someone else's work, you are plagiarizing. You must not copy sections of work (such as paragraphs, diagrams, tables and words) from any other person, including another student or any other author. Cutting and pasting is a clear example of plagiarism. There is a workshop and online resources to assist you in not plagiarizing called the Interactive Anti-Plagiarism Guide. Other forms of breaking academic integrity include (but are not limited to) adding your name to a project you did not work on (or allowing someone to add their name), cheating on an examination, helping other students to cheat and submitting other students work as your own, and using non-allowed electronic equipment during an examination. All of these make you liable to disciplinary action.

Course literature

Selection of articles