



JÖNKÖPING UNIVERSITY

*Jönköping International  
Business School*

**Dear student,**

**Welcome to the program “Sustainable Enterprise Development”; we are very glad to have you as a student at Jönköping International Business School (JIBS)!**

I would like to take this opportunity to provide you with some initial information regarding your first two courses, and make sure that your time at JIBS is both enjoyable and productive. I am very happy that you have chosen this program and I can assure you that I, together with my colleagues, will do our utmost to give you a great program and experience here at JIBS.

The main subject of the program is business administration and economics. The program includes courses in business administration (90 credits) addressing various aspects including international management, international marketing, finance and ethics. These courses give you the skills and tools to develop as a responsible leader. The program also gives you a good knowledge of economics, as you will study 30 credits in subjects within economics. These courses help you develop the skills and tools needed to process, analyze, and understand international and diverse markets. These skills are increasingly in demand when you start your work career. With the combination of business administration and economics, you will obtain a good and broad foundation for future career development.

**The program starts on Monday the 19<sup>th</sup> of August with a formal roll call.**

The entire first week, 19-23 August, is devoted to information sessions, program unique lectures and social events to introduce you to your program and our school. It is vital that you **attend all information sessions and lectures** and we also recommend you to take part in social events to speed up the process of feeling right at home here.

I – Edward Gillmore – as program director am responsible for the overall coordination of all program courses and development of the program. You are more than welcome to get in touch with me with questions regarding the program at any time. Questions regarding the courses should be sent directly to course examiners.



**Edward Gillmore**

Assistant Professor in Business Administration  
Program Director JIBS, [edward.gillmore@ju.se](mailto:edward.gillmore@ju.se)

In the meantime, let's give you a short description of some of your first courses, the staff involved and required course literature.

### **(1) Entrepreneurship and Business Planning:**

Entrepreneurship and Business Planning (EBP) is an introductory course in Business Administration. EBP centers on four different and equally important areas: (1) Basics of Business, (2) Entrepreneurship in Theory, and (3) Entrepreneurship in Different Contexts.

#### **Course book:**

**Barringer, Bruce & Ireland, Duane. *Entrepreneurship: Successfully Launching New Ventures, Global Edition*. Pearson Education. ISBN13: 978-1292095370, ISBN10: 1292095377.**

The examiner and core teacher is **Associate Professor Magdalena Markowska**:  
magdalena.markowska@ju.se



### **(1) Foundations of Marketing and Communication**

The course explores the impact of marketing and communication in an organizational and societal context. It helps you develop abilities to actively anticipate and manage within international and diverse environments. The course places special emphasis on developing an understanding of the cross-cultural environment and its implications for marketing and communication.

#### **Course books**

**P. Kotler, G. Armstrong, & A. Parment (2011) *Principles of marketing (Swedish edition)*; Pearson Education, London (selected chapters).**

The examiner and core teacher is **Assistant Professor Darko Pantelic**:  
The core teacher is Ulf Linnman: Ulf.S.Linnman@ju.se



**We look forward to seeing you in August!**

**Edward and the teaching team of the International Management Programme**