| COURSE: Introduction to business management |  |  |
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| DEGREE: | YEAR: 4 | TERM: 2 |


| WEEKLY PLANNING |  |  |  |  |  |  |  |  |
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|  |  |  | TEACHING <br> (mark X) |  | SPECIAL ROOM <br> FOR SESSION <br> (Computer class room, audio-visual class room) | WEEKLY PROGRAMMING FOR STUDENT |  |  |
| W E E K | E S S I O N | DESCRIPTION | L E C T U R E S | $\begin{gathered} \mathrm{S} \\ \mathrm{E} \\ \mathrm{M} \\ \mathrm{I} \\ \mathrm{~N} \\ \mathrm{~A} \\ \mathrm{R} \\ \mathrm{~S} \\ \hline \end{gathered}$ |  | DESCRIPTION | CLASS HOURS $(1,66=50+50$ <br> min) | HOMEWORK <br> HOURS <br> (Max. Estim. $3,25 h)$ |
| 1 | 1 | Introduction to the subject. Topic 1. The firm: management and organization | X |  |  | Introduction. Contents and evaluation. Active class. Participatio. Study of assigned materials. | 1,66 | 3,25 |
| 2 | 2 | Practical application 1. Topic 1 |  | X |  | Active class. Participation. Study of assigned materials. | 1,66 | 3,25 |
| 3 | 3 | Topic 2. Financial management 2.1. | X |  |  | Active class. Participation. Study of assigned materials. | 1,66 | 3,25 |
| 4 | 4 | Practical application 2. Topic 2 |  | X |  | Exercise resolution, case preparation, individual and group assignemnents | 1,66 | 3,25 |
| 5 | 5 | Topic 2. Financial management 2.2, 2.3 | X |  |  | Active class. Participation. Study of assigned materials. | 1,66 | 3,25 |
| 6 | 6 | Practical application 3. Topic 2 |  | X |  | Exercise resolution, case preparation, individual and group assignemnents | 1,66 | 3,25 |
| 7 | 7 | Topic 3. Operations management | X |  |  | Active class. Participation. Study of assigned materials. | 1,66 | 3,25 |


| WEEKLY PLANNING |  |  |  |  |  |  |  |  |
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| WEEK | $\begin{aligned} & \mathrm{S} \\ & \mathrm{E} \\ & \mathrm{~S} \\ & \mathrm{~S} \\ & \mathrm{I} \\ & \mathrm{O} \\ & \mathrm{~N} \end{aligned}$ | DESCRIPTION | TEACHING <br> (mark X) |  | SPECIAL ROOM <br> FOR SESSION <br> (Computer class room, audio-visual class room) | WEEKLY PROGRAMMING FOR STUDENT |  |  |
|  |  |  | L E $C$ T U R E S | S E $M$ I N A R S |  | DESCRIPTION | CLASS HOURS $\begin{gathered} (1,66=50+50 \\ \mathrm{min}) \end{gathered}$ | HOMEWORK HOURS (Max. Estim. $3,25 \mathrm{~h}$ ) |
| 8 | 8 | Practical application 4. Topic 3 |  | X |  | Exercise resolution, case preparation, individual and group assignemnents | 1,66 | 3,25 |
| 9 | 9 | Topic 4. Marketing and sales management | X |  |  | Active class. Participation. Study of assigned materials. | 1,66 | 3,25 |
| 10 | 10 | Contol 1. Topics 1-3 / Follow up business plan |  | X |  | Study of assigned materials. | 1,66 | 3,25 |
| 11 | 11 | Topic 5. Innovation and business growth. Tech companies. 5.1., 5.2. | X |  |  | Active class. Participation. Study of assigned materials. | 1,66 | 3,25 |
| 12 | 12 | Practical application 4. Topic 3 |  | X |  | Exercise resolution, case preparation, individual and group assignemnents | 1,66 | 3,25 |
| 13 | 13 | Topic 5. Innovation and business growth. Tech companies. 5.3. | X |  |  | Active class. Participation. Study of assigned materials. | 1,66 | 3,25 |
| 14 | 14 | Group projects' presentation |  | X |  | Exercise resolution, case preparation, individual and group assignemnents | 1,66 | 3,25 |
|  | 15 | Review Topics 1-5 |  |  |  | Active class. Participation. Study of assigned materials. | 1,66 | 3,25 |
|  |  |  |  |  |  | Subtotal 1 | 25 | 49 |
|  |  |  |  |  |  | Total 1 (Hours of class plus student homework) |  |  |



| WEEKLY PLANNING |  |  |  |  |  |  |  |  |
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| $\begin{gathered} \mathrm{w} \\ \mathrm{E} \\ \mathrm{E} \\ \mathrm{~K} \end{gathered}$ | $\begin{aligned} & \mathrm{S} \\ & \mathrm{E} \\ & \mathrm{~S} \\ & \mathrm{~S} \\ & \mathrm{I} \\ & \mathrm{o} \\ & \mathrm{~N} \end{aligned}$ | DESCRIPTION |  |  |  | WEEKLY | Jdent |  |
|  |  |  | T <br>  <br>  <br> R <br> E <br> S | E M I N A R S | FOR SESSION <br> (Computer class room, audio-visual class room) | DESCRIPTION | $\begin{aligned} & \text { CLASS HOURS } \\ & \begin{array}{c} (1,66=50+50 \\ \mathrm{min}) \end{array} \end{aligned}$ | HOMEWORK HOURS (Max. Estim. $3,25 h$ ) |
| TOTAL (Maximun 83 horas) |  |  |  |  |  |  | 83 |  |

