



COURSE: INTRODUCTION TO BUSINESS ENGINEERING		
DEGREE: INDUSTRIAL ENGINEERING	YEAR: 2	TERM: 2

WEEKLY PLANNING									
WEEK	SESSION	DESCRIPTION	GROUPS (mark X)		SPECIAL ROOM FOR SESSION (Computer class room, audio-visual class room)	Indicate YES/NO If the session needs 2 teachers	WEEKLY PROGRAMMING FOR STUDENT		
			LECTURES	SEMINARS			DESCRIPTION	CLASS HOURS	HOMEWORK HOURS (Max. 7h week)
1	1	Course presentation. Concept of the firm. Typology. Institutional and legal framework. Main functional areas.	X			NO	Active class participation. Study of assigned material. Resolution of assigned exercises.	1,6	4
1	2	Analysis of a company. Institutional and legal framework. Implications. Corporate governance.		X		NO	Study, exercise resolution, case preparation, individual and group assignments.	1,6	
2	3	Financial management. Investment projects analysis.	X			NO	Active class participation. Study of assigned material. Resolution of assigned exercises.	1,6	5

2	4	Investment analysis exercises, group discussions, group work on the topics presented in the combined group.		X		NO	Study, exercise resolution, case preparation, individual and group assignments.	1,6	
3	5	Investment projects analysis. Project prioritization and selection	X			NO	Active class participation. Study of assigned material. Resolution of assigned exercises.	1,6	6
3	6	Investment analysis exercises, group discussions, group work on the topics presented in the combined group.		X		NO	Study, exercise resolution, case preparation, individual and group assignments.	1,6	
4	7	Financial accounting introduction. Basic concepts: earnings, cost, payment and expenses	X			NO	Active class participation. Study of assigned material. Resolution of assigned exercises.	1,6	6
4	8	Exercises, group discussions, group work on the topics presented in the combined group.		X		NO	Study, exercise resolution, case preparation, individual and group assignments.	1,6	
5	9	Financial management. Balance Sheet, Profit and Loss. Financing.	X			NO	Active class participation. Study of assigned material. Resolution of assigned exercises.	1,6	6
5	10	Accounting exercises, group discussions, group work on the topics presented in the combined group.		X		NO	Study, exercise resolution, case preparation, individual and group assignments.	1,6	
6	11	Balance Sheet, Profit and Loss (cont.) Financing. Financial Statement Analysis.	X			NO	Active class participation. Study of assigned material. Resolution of assigned exercises.	1,6	6
6	12	Financial Acc. exercises, case discussions, group work on the topics presented in the combined group.		X		NO	Study, exercise resolution, case preparation, individual and group assignments.	1,6	
7	13	Financing. Financial Statement Analysis. Quiz 1 (tentative date).	X			NO	Quiz. Active class participation. Study of assigned material. Resolution of assigned exercises.	1,6	6
7	14	Exercises, group discussions, group work on the topics presented in the combined group.		X		NO	Study, exercise resolution, case preparation, individual and group assignments.	1,6	

8	15	Economic environment. Supply and demand. Perfect competition.	X			NO	Active class participation. Study of assigned material. Resolution of assigned exercises.	1,6	6
8	16	Exercises, group discussions, group work on the topics presented in the combined group.		X			Study, exercise resolution, case preparation, individual and group assignments.	1,6	
9	17	Economic environment. Imperfect competition. Social and environmental framework.	X			NO	Active class participation. Study of assigned material. Resolution of assigned exercises.	1,6	6
9	18	Exercises, group discussions, group work on the topics presented in the combined group.		X		NO	Study, exercise resolution, case preparation, individual and group assignments.	1,6	
10	19	Strategic management. Analysis tools. Business processes and inter-functional integration. Business creation.	X			NO	Active class participation. Study of assigned material. Resolution of assigned exercises.	1,6	6
10	20	Exercises, case discussions, group work on the topics presented in the combined group.		X		NO	Study, exercise resolution, case preparation, individual and group assignments.	1,6	
11	21	Strategic management. Entrepreneurship. innovation.	X			NO	Active class participation. Study of assigned material. Resolution of assigned exercises.	1,6	6
11	22	Laboratory. Exercises, case discussions, group work on the topics presented in the combined group.		X		NO	Study, exercise resolution, case preparation, individual and group assignments.	1,6	
12	23	Marketing and sales management. Quiz 2 (tentative date).	X			NO	Quizz. Active class participation. Study of assigned material. Resolution of assigned exercises.	1,6	6
12	24	Laboratory. Exercises, case discussions, group work on the topics presented in the combined group.		X		NO	Study, exercise resolution, case preparation, individual and group assignments.	1,6	
13	25	Marketing and sales management.	X			NO	Active class participation. Study of assigned material. Resolution of assigned exercises.	1,6	5
13	26	Laboratory. Exercises, case discussions, group work on the topics presented in the combined group.		X		NO	Study, exercise resolution, case preparation, individual and group assignments.	1,6	

14	27	Organizational design and Human Resources management. Role of engineering and engineers in business administration.	X			NO	Active class participation. Study of assigned material. Resolution of assigned exercises.	1,6	5
14	28	Laboratory. Exercises, case discussions, group work on the topics presented in the combined group.		X		NO	Study, exercise resolution, case preparation, individual and group assignments.	1,6	
	29	Exercises, case discussions, group work on the topics covered in the course		X		NO	Study, exercise resolution, case preparation, individual and group assignments.	1,6	2
Subtotal 1								48,33	81
Total 1 (Hours of class plus student homework hours between weeks 1-14)								129,33	

15		Tutorials, handing in, etc							5
16		Assessment							
17								3	27
18									
Subtotal 2								3	32
Total 2 (Hours of class plus student homework hours between weeks 15-18)								35	

TOTAL (Total 1 + Total 2. Maximum 180 hours)								164,33	
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