



COURSE UNIT (MODULE) DESCRIPTION

Course unit (module) title	Code
Management	

Lecturer(s)	Department(s) where the course unit (module) is delivered
Coordinator: Jr. Assist. Ramojus Motuzas Other(s):	Faculty of Economics and Business Administration Sauletekio ave. 9, II building, LT 10222 Vilnius

Study cycle	Type of the course unit (module)
First	Compulsory

Mode of delivery	Period when the course unit (module) is delivered	Language(s) of instruction
Face-to-face	Autumn semester	English

Requirements for students
Prerequisites: none

Course (module) volume in credits	Total student's workload	Contact hours	Self-study hours
5	130	48	82

Purpose of the course unit (module): programme competences to be developed		
<p>This course unit aims to develop students' abilities to understand the intercultural differences and apply them in communication with partners in the product value chain; to know the principles of teamwork and abilities to work in a multicultural team; to know management principles and be able to apply them in the global business environment; to apply managerial skills in practice; to identify managerial issues and provide solutions.</p>		
Learning outcomes of the course unit (module)	Teaching and learning methods	Assessment methods
Student will understand the intercultural differences and apply them in communication with partners in the product value chain.	Interactive lecture, discussion, problem-based learning, collaborative learning, team project, written paper	Test, in-class simulation project, case study report
Student will know the principles of teamwork and will be able to work in a multicultural team.		
Student will know management principles and be able to apply them in the global business environment.		
Student will be able to apply managerial skills in practice; to identify managerial issues and provide solutions.		

Content: breakdown of the topics	Contact hours							Self-study work: time and assignments		
	Lectures	Tutorials	Seminars	Exercises	Laboratory work	Internship/work placement	E-learning	Contact hours	Self-study hours	Assignments
Introduction to management. Concept, management process, management theories, managers and their roles	2							2	6	Robbins et al. Chapter 1 In-class quiz and discussion
Organization and its environment. Elements and characteristics of the organizational environment, organizational culture.	2							2	6	Robbins et al. p. 28-45, In-class discussion Preparation and presentation of the simulation project stage 1
Planning and strategic management. Planning process, hierarchy of goals, types of organizational plans and their relationship with organizational goals. Strategic management: strategic planning process, strategic management process (analysis, tools, monitoring, and assessment)	6		2					8	10	Robbins et al. p. 104-129, Supplementary readings in Moodle In-class quiz and discussion Preparation and presentation of the simulation project stage 2 and stage 3
Organizing and organizational structures. Organizing process: work distribution, centralization and decentralization, types and choices of organizational structures.	4		2					6	10	Robbins et al. p. 130-159, In-class quiz and discussion
Change and innovation management. Principles of change management, K. Lewin change management model, concept and main tools for innovation management.	2		2					4	10	Robbins et al. p. 198-219, Supplementary readings in Moodle In-class quiz and discussion Preparation and presentation of the simulation project stage 4
Managing and leadership. Power and authority, sources of authority, managers vs. leaders, managerial and leadership theories.	4		2					6	10	Robbins et al. p. 298-325, In-class quiz and discussion Preparation of the case study paper
Motivation. Concepts of motivation and motivating, principal motivation theories.	4									Robbins et al. p. 220-247, p. 272-297, In-class quiz and discussion Preparation of the case study paper
Teamwork. Groups and teams, group dynamics, team formation process.	2		2					4	6	Robbins et al. p. 248-271, Supplementary readings in Moodle In-class quiz and discussion Preparation of the case study paper
Communication and conflicts. Communication process, communication barriers, types and levels of organizational conflicts, conflict resolution models.	4		2					6	6	Robbins et al. p. 327-345 In-class discussion
Controlling. Types of controlling, forms of control, characteristics of effective controlling.	2		2					4	8	Robbins et al. p. 198-219, In-class discussion Preparation of the case study paper

Total	32	16					48	82
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Assessment strategy	Weight, %	Deadline	Assessment criteria
Mid-term test	40%	Mid-semester	4 open-ended and 4 multiple-choice questions. Each correct answer is awarded with 0.5 points. If the open-ended question consists of two parts, student is given 0.25 points for correct answer to each of the parts of the question.
Seminar attendance and activities	10%	End of the semester	During each seminar, students conduct individual activities and group task (longitudinal management simulation project, performed in teams of 3-5 people throughout the semester). Assessment criteria for seminar attendance and activities: - <i>Attendance</i> : no more than 1 seminar missed (exceptions are made in the case of absence due to sickness) – 0.5 points. - <i>Activities</i> : 1 oral presentation of results of the individual activity or group task is made during the semester – 0.5 points.
Case study paper	10%	End of the semester	Students perform the case study of managerial practices of a world-famous manager/CEO. The case study is performed in a team of 5 people and submitted in a written form in the Emokymai system. Assessment criteria: - Relevance (0.25 points): <ul style="list-style-type: none"> • Relevant object of the case study is selected; • The background of the case is provided (the background includes: 1) short biography and career of the manager/CEO; 2) brief description of the current position and company of the manager/CEO) - Analysis of manager's managerial style and leadership style (0.25 points) - Analysis of distinct managerial practices and methods used by selected manager/CEO (0.25 points) - Evaluation of manager's success in the context of company's performance (0.25 points). Papers submitted after the deadline (set up and announced to students in the first lecture) are evaluated 0 points.
Final test	40%	End of the semester	4 open-ended and 4 multiple-choice questions. Each correct answer is awarded with 0.5 points. If the open-ended question consists of two parts, student is given 0.25 points for correct answer to each of the parts of the question.
The assessment strategy for an external exam	Weight, %	Deadline	Assessment criteria
Case study paper	20%	1 day before the examination date	Students perform the case study of managerial failure of a company/organization of choice. The case study is performed individually and submitted in a written form in the Emokymai system. Assessment criteria: - Relevance (0.5 points): <ul style="list-style-type: none"> • Relevant object of the case study is selected; • The background of the case is provided (the background includes: 1) brief description of analyzed company; 2) pre-conditions of the case) - Disclosure of the managerial failure (0.5 points) - Analysis of causes and consequences of the managerial failure (0.5 points) - Analysis of the impact of the failure on a company/organization in particular and the industry/society at large (0.5 points). Papers submitted after the deadline are evaluated 0 points.
Final test	80%	End of the semester	8 open-ended questions. Each correct answer is awarded with 1 point. If the open-ended question consists of two parts, student is

			given 0.5 points for correct answer to each of the parts of the question.
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Author	Year of publication	Title	Issue of a periodical or volume of a publication	Publishing place and house or web link
Compulsory reading				
Robbins, S.P., Coulter, M.	2013	Management	11 th edition	Prentice Hall
Supplementary reading				
Daft, R.L.	2018	Management	13 th edition	Cengage Learning