

## Master of Business Administration, Sales management

You are warmly welcomed to study at the MBA Degree Programme of Sales Management!

In this document, you will find information and schedules on how to start your studies

### TUAS Master School Opening Day

- Time: On Monday 11st of January 2021 at 8.30-16.30. Due to the COVID-19 we are using Zoom –meeting <https://turkuamk.zoom.us/j/69749701319>
- Password 919578
- The connection opens 30 minutes before the meeting. Make sure before the meeting that the connection works.
- Opening day program will mostly be in English.

At 15.00-16.30 there is a tutoring group meeting <https://turkuamk.zoom.us/j/61040158958>

- The code of your study group: YSMANK21

The study programme of your group is available at [Study guide](#). The detailed study plan is available at <https://lukkari.turkuamk.fi>.

**11th January. 8.30-16.30:** Your studies will start with a joint Opening Day session in Zoom. In the afternoon you will begin the course Future operating environments. Please notice the pre-assignment in the next page and prepare for it before the opening day.

**12th January. 9.00–16.00:** You will have a meeting with your tutoring group in Zoom.

<https://turkuamk.zoom.us/j/66313725525>

During the day you will go through information systems and practical issues concerning your studies.

**Other contact days in spring 2021 are: 11.2., 12.2., 19.3., 26.4., 27.4., 27.5., 28.5.**

Studies in the degree programme are based on blended learning. As a rule, you will have once a month two contact teaching days. Contact teaching is a very important part of your studies. Due to the COVID-19 some of your contact teaching may take place online. You will be informed about this by your tutor/teachers. Between the contact days, you will carry out learning tasks independently.

## More information

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## Pre-assignment for the Opening Day 11<sup>th</sup> January

All TUAS Master School's programmes include a compulsory course The Future Operating Environments. Course will start already on TUAS Master School Opening Day 11<sup>th</sup> January 2021 with an orientation to the course and multiprofessional team discussions in which team members share experiences and thoughts on the impacts of megatrends on their work and profession.

- Dufva, Mikko 2020. What are megatrends? <https://www.sitra.fi/en/articles/what-are-megatrends/>
- Dufva, Mikko 2020. The big picture of the megatrends. Sitra articles. <https://www.sitra.fi/en/articles/the-big-picture-of-the-megatrends/>
- Sitra 2020. Megatrends 2020 slide-set. <https://www.sitra.fi/en/articles/megatrends-2020-slide-set/>
- Sitra 2020. Megatrend cards. <https://media.sitra.fi/2020/03/04130112/2021544megatrendikortit2020enverkko.pdf>

You can access Zoom –meetings by clicking the links. If you need help with Zoom, please read instructions at :

<https://support.zoom.us/hc/en-us/articles/206618765-Zoom-Video-Tutorials>