26.11.2019

Master of Business Administration, Sales Management

Congratulations on your study place at Turku University of Applied Sciences! 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. Please, remember to confirm your study place, and then read these instructions carefully. After activating the user ID (ref. separate instructions) take a look at TUAS messi-intranet.

Beginning of the Studies

- Time: On Monday 13nd of January 2020 at 8.30 (coffee), opening at 9.00
- Place: ICT-City-building (Joukahaisenkatu 3, 20520 Turku), auditorium Alpha
- Arrival by car: Because of a limited number of parking places, please reserve enough time. More info at: http://www.tuas.fi/en/about-us/faculties-and-campuses/ict-building-joukahaisenkatu/
- The code of your study group: YSMANK20
- Please take with you: Personal identity card, laptop computer, and original degree certificates (foreign students). Please, be prepared to certify your personal identity. You will then get a lunch benefit coupon.

The study programme of your group is available at Study guide. The detailed study plan is available during December at https://lukkari.turkuamk.fi.

13.1. at 8.30-16.00: Your studies will begin in a joint opening event for all TUAS master students. Keynote speakers in the morning, and the group working sessions in the afternoon will lead the students to work on the first study course of “Future operating environments”. Please, note the pre-assignment on the next page.

14.1. at 9.00–16.00: In the morning, we have a separate program for each degree programme. You will get more information about the degree programme and other practicalities. In the afternoon, we continue with the course “Future operating environments”: The applicable TUAS RDI- groups present their works and possibilities e.g. to do thesis work in the groups.

Spring 2020 contact days are ***13.-14.1., 10.2., 9.-10.3., 6.-7.4., 27.4., and 4.5.***

Studies in the degree programme are based on blended learning. As a rule, you will have two contact days (weekdays) per month. Studies are planned this way in order to make it possible for you to work full-time alongside your studies. Between the contact days, you will carry out learning tasks independently.

More information

Degree Programme Leader Osmo Eerola osmo.eerola@turkuamk.fi
Programme tutor teacher Sirpa Hänti sirpa.hänti@turkuamk.fi
Study Guidance Counsellor Johanna Gadd johanna.gadd@turkuamk.fi
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Pre-assignment for 13.1.

All TUAS Master School's programmes include a compulsory course The Future Operating Environments. Course will start already on TUAS Master School Opening Day 13.1.2020 with keynote lectures on the future of work and multiprofessional team discussions in which team members share experiences and thoughts on the impacts of megatrends on their professional field and their own work.

Familiarize yourself with the following materials and be prepared to discuss megatrend on the opening day:

• Kiiski Kataja, Elina 2016. Megatrends. The future happens now. Helsinki: Sitra. https://media.sitra.fi/2017/02/28142600/Megatrends_2016.pdf

• Sitra 2018: Megatrend cards https://media.sitra.fi/2016/11/03142417/megatrendcardswebeng31-08-2018.pdf

• Sitra 2017: Megatrends 2017 https://www.sitra.fi/en/topics/megatrends/#megatrends-2017