

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

Starting your studies

- **Time:** Monday 9th January and Tuesday 10th January 2023.
- **Group code:** YSMANK23
- **Study plan** can be found in [Study Guide](#).
- [Schedule](#) for the spring semester will be available from the beginning of December

Joint Opening Day for Master School 9th January 2023 (online)

Your studies will start with your own tutoring group and continue 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.

08:30–10:15 Tutoring group info <https://turkuamk.zoom.us/j/61564919144>

10:15–10.30 Coffee break

10:30–11.30 Joint opening session for new Master School students. (The link to the zoom-meeting will be provided in tutoring group info or you can find it in [schedule](#).)

11:30–12:30 Lunch break

12.30–15.30 Future Operating Environments: Instructions and kick-off for the course. You will find the pre-assignment for this course at the end of this letter.

Tutoring Day 10th January 2023 (at campus)

Your tutoring group will meet from 9.00 to 16.00 at [EduCity](#) in room Henrik EDU_3002. During the day you will go through information systems and practical issues concerning your studies.

Please, prepare yourself for your studies by getting familiar with [DigiStart](#). DigiStar will provide you with all you need to know about studying in TUAS such as IT tools. 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. Between the contact days, you will carry out learning tasks independently.

Pre-assignment for the course Future Operating Environment

All TUAS Master School's programmes include a compulsory course *The Future Operating Environments*. Course will start already on TUAS Master School Opening Day 9.1.2023 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 professional field and their own work.

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

- Dufva, Mikko 2020. [What are megatrends?](#)
- Dufva, Mikko 2020. The big picture of the megatrends. [Sitra articles](#).
- Sitra 2020. [Megatrends 2020 slide-set](#)
- Sitra 2020. [Megatrend cards](#)

More information

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