



APPLIES TO ACADEMIC YEAR 2012/2013

## MAN 2832/2833/2834/2835 Applied Economics and Management

### Programme

Final Master of Management Program, Master of Management Program

### Responsible for the course

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### Department

Department of Economics

### Term

According to study plan

### ECTS Credits

30

### Language of instruction

Norwegian

### Introduction

How do managers in private and public sector make their decisions? What are the principles they follow when they make decisions, and why is it that the results of the decisions do not always turn out as expected? As citizens we daily observe decision outcomes in the form of changes in prices, interest rates and exchange rates. This program aims at giving you a more thorough understanding of why managers decide as they do. This kind of knowledge is very useful for all citizens in a society and is of particular importance to managers. Former students have characterized the program as "instructive", "entertaining", "very good", "absorbing" and as giving "new insights". This is due to the fact that we have combined useful and applicable pieces of knowledge from various subjects such as management, economics, finance and economic history. These pieces of knowledge are presented in a pedagogical context which enables you to exploit your experience, profit by a motivating learning environment and perceive mastering and learning.

### Learning outcome

#### Knowledge objectives

After having completed the program you should know more about the way economists think. This implies to understand how changes in economic constraint affect companies' decision making.

#### Skills objectives

This implies you must be able to use main concepts, relations and economic principles in practical cases, current and historical.

#### Attitude objectives

After having completed the program you will know how to reflect on theories and acquired knowledge and make independent comprehensions in relation to these and exercised practice. It is also an objective to develop the ability to reflect on corporate social responsibility.

### Prerequisites

General admission requirements: 180 ECTS Credits and four years of professional experience. See admission requirements.

### Compulsory reading

#### Books:

Bass, B & Riggio. 2006. Transformational Leadership

Bowhill, Bruce. 2008. Business planning and control : integrating accounting, strategy and people. John Wiley & Sons

Fellman, Susanna ... [et al.], eds. 2008. Creating Nordic capitalism : the business history of a competitive periphery. Palgrave Macmillan

Schiller, Bradley R., Cynthia Hill, Sherri Wall. 2011. The economy today. 13th ed. McGraw-Hill

#### Other:

Dessuten eventuelle artikler og case som oppgis ved program start.

### Recommended reading

#### Books:

Avolio, Bruce J., Bernard M. Bass, eds. 2002. Developing potential across a full range of leadership : cases on transactional and transformational leadership. Lawrence Erlbaum Associates  
Steigum, Erling. 2004. Moderne Makroøkonomi. Gyldendal akademisk. Kap 2

### **Course outline**

1. meeting: Macroeconomics
2. meeting: Management
3. meeting: Economic history
4. meeting: Microeconomics
5. meeting: Budgeting
6. meeting: Applied Economics and Management

### **Computer-based tools**

PC and Excel are used in the decision-making process. The software is TOPSIM MacroEconomics.

### **Learning process and workload**

The duration of the program is two terms. There are six meetings each lasting three days, a total of 150 lecturing hours. We start with practical exercises before theory. Starting with exercises makes it possible to take immediate advantage of your experience and background. A positive learning climate and the experience of mastering are important prerequisites for attaining a good professional result. The exercises of the computer-based decision-game Macropoly give us a common frame of reference and make visible the need for theory. The decision-game consists in entering manager-roles in both private and public sector of a country. During the program you will as a participant enter various manager-roles. The decision-game comprising both the private and public sector in the society enables us to go step-wise further into the various subjects outlined above. Within each subject you will meet professional experts who will apply the theory on practical examples. They will give you tools which will improve your understanding of how the economic system functions.

The management part of the program will consist in various specific tests of leadership. With these tests as a background you will set targets for you development as a manager. The personal targets are further elaborated by role-play and presentations. These targets constitute a red thread because they are directly connected to the other subjects of the program. In this way the various parts of the program are woven together.

Electronic portfolio assessment will be used throughout the program as a part of the work- and evaluation scheme. A portfolio contains a student's work exhibiting production, process, progression and reflection. Every student must make an electronic portfolio. The portfolio will be published on it'slearning (the learning management system) and will consist of individual publications. After feedback students can work on their publications as long as the program is in progress.

Deadlines must be kept to participate in the course.

The exact dates for publishing will be announced at the start of the program.

The program is process-oriented and presence at all meetings is required.

Project tutorials differ in each Master of Management program. It will consist of personal tutorials and tutorials given in class. Generally the students may expect consulting tutorials, not evaluating tutorials. The total hours of tutorials offered is estimated to two hours pr. students following an ordinary Master of Management program. For students taking the program as their final Master of Management program the tutorials offered are estimated to a total of six hours.

### **Examination**

There are two grades in the program.

One grade is based upon an individual term paper (18 credits) which summarizes the content of the electronic portfolio. The other grade is based upon a 5 hours written individual examination (12 credits). Both kinds of examination must be passed to obtain a certificate for completed program.

For students attending the program in order to finalize their Master of Management Program the following guidelines prevail: Students are evaluated by a term paper (24 credits) and a 5 hours written individual examination (6 credits). The term paper may be written individually or in groups of up to two people. Both kinds of examination must be passed to obtain a certificate for completed program.

### **Examination code(s)**

MAN 28321 - Individual term paper; counts 100% to obtain a grade in the course MAN 2832, 18 credits.

MAN 28331 - Individual five hours written examination; counts 100% to obtain a grade in the course MAN 2833, 12 credits.

Both exams have to be passed to obtain a certificate for completed program.

For students attending the program in order to finalize their Master of Management Program the following guidelines prevail:

MAN 28341 - Term paper; counts 100% to obtain a grade in the course MAN 2834, 24 credits.

MAN 28351 - Individual five hours written examination; counts 100% to obtain a grade in the course MAN 2835, 6 credits.

Both exams have to be passed to obtain a certificate for completed program.

**Examination support materials**

None support materials allowed at written exam

**Re-sit examination**

A re-sit exam is hold at the next ordinary exam.

**Additional information**