



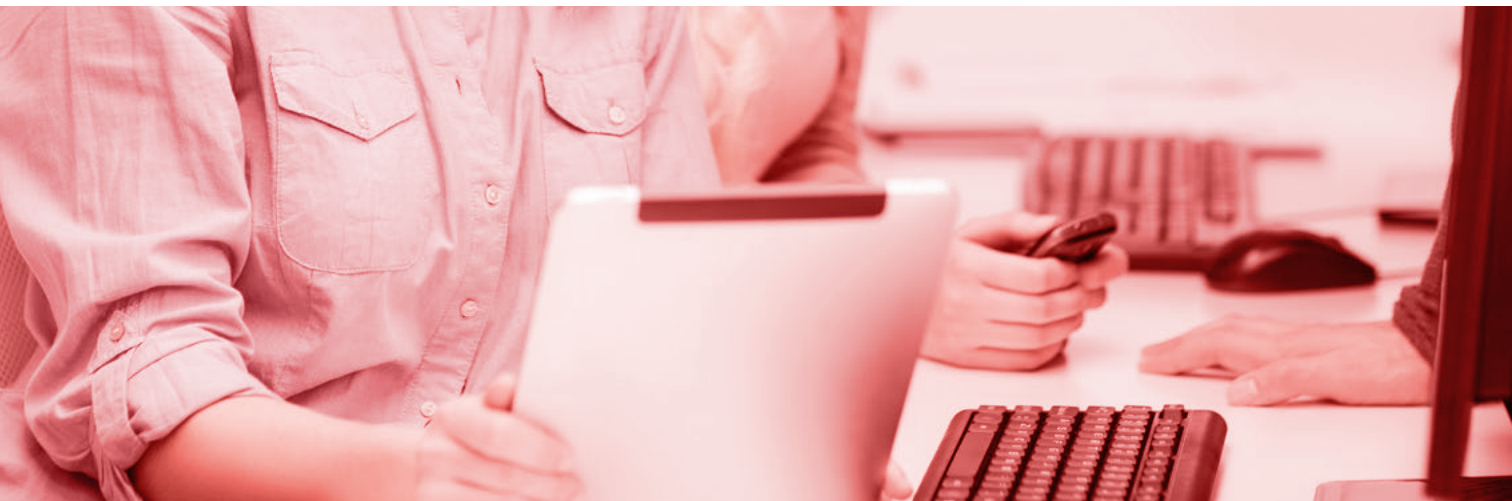
**POLYTECH**

Peter the Great  
St. Petersburg Polytechnic  
University

**ECONOMICS & MANAGEMENT**

**DOUBLE DEGREE**

## INTERNATIONAL BUSINESS DEVELOPMENT



**PROGRAM NAME:** International Business Development

**AWARD:** SPbPU diploma – MSc in Management (International Business Development),  
Double Degree option: UUA diploma – Master of Arts (MA) in Global Sales and Marketing **OR** LUH diploma – MSc in Economics and Management.

**MODE OF STUDY:** full-time, program taught in English

**COURSE DURATION:** 2 years: 2 semesters at SPbPU + 2 semesters at a partner university (optional).  
Double Degree option is performed in cooperation with University of Applied Sciences Upper Austria, Steyr and with Leibniz Universität Hannover (Germany).

**PROGRAM OUTLINE:** The program is designed to provide comprehensive knowledge and practical skills to become true managers with high-level of leadership, analytical, cross-cultural and management skills in the field of international business. It is a practice-oriented course with the focus on B2B segment and research activities. The course is aimed at providing business professionals and managers with the ability to apply their knowledge, skills and creativity to meet global demands.

**ACCREDITATION:** The program is accredited and certified by the international agency «Accreditation, Certification and Quality Assurance Institute – ACQUIN» and fully complies with the international standards.

#### CURRICULUM (GENERAL MODULES):

MODULES	ECTS
Advanced Management	18
International Management and Business Communication	12
International Business	17
International Finance and Economics	13
International Industrial Business	14
International Operations Management	15
Master's Thesis and Interdisciplinary Work	31
Total	120

**ENTRY REQUIREMENTS:** Bachelor's, Specialist's or Master's degree in a relevant area is required / English language proficiency - B+ (CEFR B2) / Exam Test in a relevant field of studies / Interview in English with a program coordinator (Skype option is available)

#### PARTNERS:

- Austria – University of Applied Sciences Upper Austria, Steyr
- Germany – Leibniz Universität Hannover
- Germany – ESB Business School, Reutlingen
- Germany – Strascheg Center for Entrepreneurship, Munich University of Applied Sciences

**CAREER OPPORTUNITIES:** With the knowledge and practical skills acquired by completion of the course many graduates can work for large international companies as managers in B2B segment, set up their own business with international focus, and continue to study for a PhD and become research experts.



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