

COURSE OUTLINE

1. GENERAL

SCHOOL	School of Applied Economics and Social Sciences		
ACADEMIC UNIT	Department of Agricultural Economics and Rural Development- MBA Food & Agribusiness		
LEVEL OF STUDIES	Postgraduate Studies		
COURSE CODE	410104	SEMESTER	2 st
COURSE TITLE	Advanced Approaches to Management		
INDEPENDENT TEACHING ACTIVITIES <i>if credits are awarded for separate components of the course, e.g. lectures, laboratory exercises, etc. If the credits are awarded for the whole of the course, give the weekly teaching hours and the total credits</i>		WEEKLY TEACHING HOURS	CREDITS
		3	4
<i>Add rows if necessary. The organisation of teaching and the teaching methods used are described in detail at (d).</i>			
COURSE TYPE <i>general background, special background, specialised general knowledge, skills development</i>	GENERAL BACKGROUND		
PREREQUISITE COURSES:	NO		
LANGUAGE OF INSTRUCTION and EXAMINATIONS:	GREEK		
IS THE COURSE OFFERED TO ERASMUS STUDENTS	NO		
COURSE WEBSITE (URL)	http://mba.aua.gr/en/category/education/courses/		

2. LEARNING OUTCOMES

Learning outcomes

The course learning outcomes, specific knowledge, skills and competences of an appropriate level, which the students will acquire with the successful completion of the course are described.

Consult Appendix A

- *Description of the level of learning outcomes for each qualifications cycle, according to the Qualifications Framework of the European Higher Education Area*
- *Descriptors for Levels 6, 7 & 8 of the European Qualifications Framework for Lifelong Learning and Appendix B*
- *Guidelines for writing Learning Outcomes*

On completion of this module, students should be able to:

1. Understand the historical evolution of the firm; from an economic to a social entity that has at the same time environmental considerations. Analyze the key developments that caused the above transformation.
2. Describe the impact of management on the survival and development of businesses in a competitive environment.
3. Possess knowledge, skills and methodologies on how businesses are organized, operated, managed and strategize; and critically evaluate the effectiveness of their organization.
4. Evaluate and critically analyze the various alternatives offered in the functions of planning, managing, leading and controlling.
5. Identify the factors that influence the decision-making process, and consider ethical issues in business.

General Competences

Taking into consideration the general competences that the degree-holder must acquire (as these appear in the Diploma Supplement and appear below), at which of the following does the course aim?

*Search for, analysis and synthesis of data and information,
with the use of the necessary technology*

Adapting to new situations

Decision-making

Working independently

Team work

Working in an international environment

Working in an interdisciplinary environment

Production of new research ideas

Project planning and management

Respect for difference and multiculturalism

Respect for the natural environment

*Showing social, professional and ethical responsibility and sensitivity
to gender issues*

Criticism and self-criticism

Production of free, creative and inductive thinking

.....

Others...

.....

Search for, analysis and synthesis of data and information, with the use of the necessary technology

Adapting to new situations

Decision-making

Team work

Production of new research ideas

Respect for difference and multiculturalism

Respect for the natural environment

Showing social, professional and ethical responsibility and sensitivity to gender issues

Production of free, creative and inductive thinking

3. SYLLABUS

The content of this course consists of concepts, theories, methodologies and models, which contribute to the understanding of the evolution of the corporate framework, and create strategies and practices for responsible entrepreneurship. It also refers to the analysis of the basic functions of management and their connection with the purpose and objectives of the firm.

1. The nature of the firm and theories of competitiveness: Purpose and nature of the organization.
2. Management theories: Content, contribution, dimensions, and evolution thereof.
3. Management functions: Planning, Managing, Leading, Controlling.
4. Combination of firm theories with management functions
5. Decision making and evaluation of behaviors and practices according to prevailing ethical standards at both the individual and business level.

4. TEACHING and LEARNING METHODS - EVALUATION

DELIVERY <i>Face-to-face, Distance learning, etc.</i>	FACE TO FACE	
USE OF INFORMATION AND COMMUNICATIONS TECHNOLOGY <i>Use of ICT in teaching, laboratory education, communication with students</i>	YES	
TEACHING METHODS <i>The manner and methods of teaching are described in detail.</i> <i>Lectures, seminars, laboratory practice, fieldwork, study and analysis of bibliography, tutorials, placements, clinical practice, art workshop, interactive teaching, educational visits, project, essay writing, artistic creativity, etc.</i> <i>The student's study hours for each learning activity are given as well as the hours of non-directed study according to the principles of the ECTS</i>	Activity	Semester workload
	LECTURES	30
	STUDY AND ANALYSIS OF BIBLIOGRAPHY	64
	INTERACTIVE TEACHING	6
		100
STUDENT PERFORMANCE EVALUATION <i>Description of the evaluation procedure</i> <i>Language of evaluation, methods of evaluation, summative or conclusive, multiple choice questionnaires, short-answer questions, open-ended questions, problem solving, written work, essay/report, oral examination, public presentation, laboratory work, clinical examination of patient, art interpretation, other</i> <i>Specifically-defined evaluation criteria are given, and if and where they are accessible to students.</i>	The evaluation of students will be as follows: 10% Class participation (discussions, case study analysis, simulations of practical applications, etc.) 50% Final exam 40% Final group project The evaluation / assessment criteria are included in the course's e-class	

5. ATTACHED BIBLIOGRAPHY

The course does not require a specific textbook. All the necessary material regarding the understanding of the topics to be discussed will be handed by the instructor.

Recommended textbooks:

1. Robbins, SP and Coulter, M. Management, Pearson (latest edition)
2. Hitt, M., Black, S., and Porter, L. Management (latest edition)
3. Daft, R. Management, Thomson South-Western (latest edition)