

Equivalence Table – Comparison of Bachelor Degree Programmes

Seinajoki University of Applied Sciences, Seinajoki, Finland, bachelor degree programme International Business

University of Leon, Spain, bachelor degree programme in International Trade

Overall Equivalence

Seinajoki programme is designed for 7 semesters, 210 ECTS which includes min 20 weeks compulsory internship in an internationally recognized company. Seinajoki internship is credited with 30 ECTS. Leon programme takes 8 semesters, 240 ECTS, which includes min 18 ECTS compulsory internship. Both programmes include a thesis/final projects: 15 ECTS in Seinäjoki and 12 ECTS in Leon.

Initial Business Core Equivalence

During semesters 1 and 2, both programmes include general overview of key business courses, knowledge and skills. Seinajoki programme does that through tasks within a virtual enterprise. Leon programme does that through general business and economics courses. Both programmes mutually acknowledge general equivalence of semesters 1 and 2 in terms of learning aims, goals and outcomes, which are to provide orientation in basic disciplines, business environment and key background knowledge and skills.

Course Equivalence

Number of ECTS in (...)

Component	Seinäjoki programme	Leon programme	Equivalence
Basic Studies/Core Courses	Planning an Enterprise (9) Setting up and Enterprise (9) Running an Enterprise (9) Assessing and Developing and Enterprise (9) Introduction to Economics (4) International Economics and Finance (3) Business Mathematics (5) IN TOTAL: 48 ECTS	Fundamentals of Business Administration (6) Macro-economics (6) Applied math. for business (6) Legal Basis for the Market (6) Micro-economics (6) Financial accounting (6) Computing Applications for Businesses (6) Economy and European Integration (6) IN TOTAL: 48 ECTS	Both programmes mutually acknowledge the equivalence of general introductory business and economics courses
Language courses	Foreign language 2 (6)	English I (6)	Leon Programme has

	<p>Business communication in Finnish (2) Business Swedish (3) Swedish Business Communication (3) Alternative language studies (4)</p> <p>IN TOTAL: 18 ECTS</p>	<p>English II (6) English III (6) English IV (6) French I (6) French II (6) French III (6)</p> <p>IN TOTAL: 42 ECTS</p>	<p>more than double the number of language credits.</p>
Research skills oriented courses	<p>Basics of Statistics (3) Introduction to Research and Writing Skills (3) Research Methods (3)</p> <p>IN TOTAL: 9 ECTS</p>	<p>Statistics I (6) Statistics II (6)</p> <p>IN TOTAL: 12 ECTS</p>	<p>Both programmes mutually acknowledge the equivalence of research skills oriented courses.</p>
Professional international business and marketing and oriented courses	<p>International Marketing Management and Research (6) International Business Operations and Strategies (6) Cross-cultural Business and Marketing (6) Customer Relationship Management (3) International Business Simulation (4) Export and Import Operations (3)</p> <p>One of the following streams: Stream Industrial management (11): Business-to-business marketing (3) Operations management (3) Logistics (3) Sales and Personal Selling (2) Stream E-Business (11): Introduction to E-Business (3) Web Communication (3)</p>	<p>International Business Law (6) International Marketing (6) Sales Management and Price Management (6) International Market Research (6) Theory and Policy of International Trade (6) International Business Management (6) International and Electronic Trade Management (6) Cross-cultural Marketing (6) Logistics and Supply Chain Management (6)</p>	<p>Both programmes differ in volume of professional oriented sales and marketing courses. The international study module (30 ECTS) in the Seinäjoki curriculum gives flexibility.</p>

	E-Commerce Web Design (5) IN TOTAL: 39 ECTS	IN TOTAL: 54 ECTS	
Finance courses	Financial Management (4) IN TOTAL: 4 ECTS	Financial management (6) International Accounting Standards (6) Financial Statement Analysis (6) International Finance I (6) National and International Business Taxation (6) IN TOTAL: 30 ECTS	
HR and management	Human Resource Management and Organisations (3) International Human Resource Management (3) IN TOTAL: 6 ECTS	Human Resource Management (6) National and International Legal Systems and Labour Law (6) IN TOTAL: 12 ECTS	
Study guidance	Study skills and professional development I. (1) Study skills and PD II. (1) Study skills and PD III. (1) IN TOTAL: 3 ECTS		
Special professional courses	Stream Industrial management (11): Business-to-business marketing (3) Operations management (3) Logistics (3) Sales and Personal Selling (2) Stream E-Business (11): Introduction to E-Business (3) Web Communication (3)		These Seinäjoki courses can be in the category of

	E-Commerce Web Design (5) IN TOTAL: 11 ECTS		
Elective courses or courses in a personal curriculum	Elective courses (8) International Business Studies in the Target Area (30) IN TOTAL: 38 ECTS	Optional subjects I and II IN TOTAL: 12 ECTS	Both programmes mutually acknowledge the equivalence of elective courses.
Practical training	Practical Training (30) IN TOTAL: 30 ECTS	External internship in companies (18) IN TOTAL: 18 ECTS	Leon internship should be lengthened by 12 ECTS.
Thesis	Bachelor's Thesis (15) IN TOTAL: 15 ECTS	Final Project (12) IN TOTAL: 12 ECTS	Both programmes mutually acknowledge the equivalence of their thesis.