



NEW PRACTICES TO IMPROVE YOUR STUDENT-CENTRED APPROACH

1 Improving the organisational culture at universities (Author: Jurij Marinko, MA Education)

Objectives

To acquaint teachers and students with negative phenomena like discrimination and hate speech and/or contribute to improvement of organizational culture at universities.

Description of the activity

Universities in EU countries enrol more and more foreign students coming from different countries and thus face much larger cultural differences than up to now. This increases the danger of serious problems like verbal and even physical battles, obstructs constructive dialogue, tolerance, inclusivity, and does not enable safe and welcoming study environments. Therefore universities should combat racism and discrimination, prejudices, stereotypes, hate against foreigners, antisemitism, sexism, etc. Universities can contribute to awareness and understanding of racism, hate speech, and stereotypes by empowering students and larger public with knowledge and critical thinking about accuracy of information that contains hate speech and/or discrimination.

Contributions are possible by interviews with people who combat discrimination and/or hate speech, by suggestions that students join the networks of people who combat hate speech, by publishing online texts that can help students understand hate speech, develop critical thinking about it, and show how to counter it and by constructive online discussions. It is possible that universities publish competition for prizes for balanced narratives written by university students, teachers and other people. Such contributions do not require a lot of money but they really change the atmosphere at universities: increase knowledge about hate speech and discrimination, and help to perform the dissemination among the academic and other public. The dissemination activities can convey the following key messages to meet the communication objectives: hate speech online does not contribute to peace or dialogue but has opposite influence; it is important to counter racism and discrimination; spread democratic principles and basic values like peace, freedom, equality, justice, solidarity; we should overcome prejudices, stereotypes, hate against foreigners, antisemitism, sexism, homophobia etc.

Comment

The editor of the blog or online publications must be a responsible person who knows how to avoid quarrels and be able to express his/her thoughts in an open and constructive way.

2 Individual study plans for students (Author: Dr. Irena Marinko)

Objectives

To show students how they can plan their study activities if they already passed some examinations at other universities.

Description of the activity

The person who leads activities for acknowledgement of examinations can prepare the table of the courses/examinations that are foreseen for the study programme (with ECTS numbers), of the courses/examinations that the student already passed at some other university (with ECTS numbers) and suggest students' duties with each of the courses within the programme:

<i>Examinations to be passed at IBS Ljubljana</i>	<i>ECTS</i>	<i>Examinations passed at IBS Groningen and recognized by the Committee for Students' Issues at IBS Ljubljana</i>	<i>ECTS</i>	<i>Suggested plan of activities</i>
Business economics	10	Economics	8	No further action necessary
Business organization	10	Management/Organization, Integ. assignment 1, 2	9	No further action necessary
Business law	5			Lectures + examination
Strategic management	5			Lectures + examination
English B2	10	English 1	8	No further action necessary
German A 1	10			Lectures + examination
Business documentation	5			Lectures + examination
IT	5	Integ. assignment 4	4	No further action necessary
International marketing	10	Marketing 1 and 2, Marketing research, Integ. assignment	10	No further action necessary
Business statistics	5			Lectures + examination
Slovenian public administration	5			Lectures + examination
Accounting and finances	5	Finance & Accounting	4	No further action necessary
English C 1.1	5	English 2	8	No further action necessary
German A2	10			Lectures + examination
Elective 1	5			Lectures + examination

Elective 2	5	Italian B1		No further action necessary
Elective 3	5	Italian B1		No further action necessary
Elective 4	5	Italian B1		No further action necessary
Fieldwork placement	20			Written report
International business	10	International sales	6	Seminary work
Human resources management	10			Lectures + examination
Business English	5	Business English	4	No further action necessary
Business German	5			Lectures + examination
Diploma	10			Written diploma work and oral presentation

Suggestions for study organization:

Business economic, Business organization, English B2, IT, International marketing, English C 1.1, Business English, Accounting and finances and 3 electives are recognized by the Committee for students' issues so it is not necessary to pass examinations. You must make a seminary work to get additional credit points for International business (please contact the teacher).

You will have to pass examinations from the courses Business law, Strategic management, German A1 and A2, Business documentation, Business statistics, Slovenian public administration, Elective 1, Fieldwork placement, Human resources management, Business German and diploma.

You can come to a number of lectures but not to all because some take place at the same time. You will be free 2 months in February. In this time you can come to individual consultations and then write the report on the fieldwork placement that you performed during holidays. In this way you will accelerate your studies.

Comment

Such plans really help students understand which courses are recognized and which they must still pass as well as show them that they can accelerate their studies.

3 Self-study project "Business import plan of x Lithuanian product" (Author : Indrė Knyvienė, MA)

Objectives

To develop students' creativity and analytical abilities.

To carry out business environment analysis of the selected import market.

Description of the activity

Part 1

1. Students select Lithuanian goods that they want to import from Lithuania to their own country.
2. Students describe the goods, quality and quantity, terms used, insurances, if any, special packaging etc. (They can find information about companies on websites).
3. Students choose mode(s) of transportation and explain why they chose it. The teacher reminds them to remember the liabilities of different parties and coverage of different insurances.
4. Students have to find out relevant information about the target market and based on this information they have to make positive decision to export the goods.
5. Students make a short market analysis:

Checklist one can use for his/her research

Country

Background information, such as

Location

Population

Level of infrastructure

Political situation

International relations

Membership in regional trade blocks

Economy

Gross domestic product

GDP/capita

GDP growth

Inflation

Foreign direct investments

Major industries

Employment

Foreign debts

Part 2

Students make a short report on the foreign trade in their own country during the last two years: Which are the most important trade partners (import & export), give figures of the trade and how they have changed in the last two years. They try to analyse the importance of export and import to their country and try to find the areas, where their country has comparative advantage in foreign trade. They analyse the facts that influence on competitiveness of their country. Then they try to find a niche for a Lithuanian product.

Comment

Students thus carry out business import plan of the selected goods.

4 Self-study project “Business export plan of goods” (Author: Indrė Knyvienė, MA)

Objectives

To develop students’ creativity and analytical abilities.

To carry out business environment analysis of the selected export market.

Description of the activity: Export of art goods from Latvia

Mrs. Ruta and her husband, while on vacation, found some beautifully hand-crafted, fired-clay figurines for sale in Riga. Displayed by the artist in a stall in a small open market near the Riga centre, the pieces were exquisitely fashioned in unique designs. In a long conversation with Ruta, the artist commented that no one should buy one of the figures 'unless it spoke to him.'

During two visits to the market, and a trip to the artist's small studio in his home across the river, Ruta bought three pieces. Two were different poses of a boy in a type of clown’s costume and one a figure of a young woman in old style dress. The studio contained a large number of finished individual pieces, no two alike. The artist indicated that he spent over half of his time at the stall selling his goods - time that he would rather spend creating. The relatively small number of tourists and the occasional local well-to-do individuals who visited his small open market stall simply did not provide enough customers.

Upon their return home, Ruta and her husband displayed their new art pieces in their living room. They were surprised at how many of their friends admired the figures, and asked where they might obtain similar works.

Since Ruta was teaching a course of international marketing, it occurred to her that she could use the development of a marketing plan for the figures as a classroom project. Such a plan could be either from the standpoint of the artist who wanted to sell his figures abroad, or from the standpoint of a dealer abroad who wanted to import and distribute the art goods. Such a plan would have to include at least a determination of potential demand, marketing channels to use, methods of promotion, export, import procedures, physical distribution, and economic feasibility.

Questions

1. How might a text such as this one be of use to: (a) the class in the assigned project, (b) the artist if he decided to try to export his works, and (c) a potential new importer in another country?
2. List some of the items that should be included under each of the major dimensions of a marketing plan for the art goods.

Comment

Students thus carry out business export plan of the selected art goods.

5 Self-study project “Export financing” (Author: Indrė Knyvienė, MA)

Objectives

Students learn how to choose the pricing strategy, prepare its development phase, identify the product / service pricing method and submit proposals for price setting.

Description of the activity

EXE Equipment Company, located in Klaipėda, in Lithuania, is a distributor of technical equipment. The company receives an order from the Suzi Company in Atlantic City, USA for 10 light earth-moving machines. Since the company does not normally has this number in stock, the export manager, Mr Saulius, places an option on 10 machines with the Techninės mašinos Manufacturing Company in Kaunas, Lithuania, and requests a firm price quotation to be held in force for 90 days. The Techninės mašinos Company agrees to this and quotes a price of €4500 ex warehouse, Kaunas, for each machine.

Mr Saulius checks with his traffic manager and is told that railroad freight from Kaunas to Klaipėda for these machines will average approximately €750 per machine. Other costs are as follows:

Euros €	
Trucking and handling	5.00 per short ton
Export packing	70.00 per machine
Shipping to pier	4.20 per short ton
Warehousing and handling	3.30 per 40 cubic feet (cf)
Heavy lift charges: (applicable to items weighing over 5000 lb)	17.00 per 2000 lb
Ocean freight: Klaipėda to Atlantic City	142.50 per 2000 lb or 40 cubic feet, weight/measure
Marine insurance:	
Shipped under deck	1.70 per €100
Shipped above deck	2.50 per €100
USA consular invoice fee	20.00 per invoice
Klaipėda Equipment Company markup	20% of machine cost
Weights and measurements	
10 crates containing chassis, each	6400 lb, 180 cf
10 boxes containing rails, chains, and parts, each	6000 lb, 50 cf
10 bundles containing wheels and tires, each	240 lb, 20 cf

Questions

Calculate the C&F Atlantic City price per machine and the CIF Atlantic City price per machine.

At what point in time, or place, will EXE's responsibilities for arrangements of the shipment end?

Where does EXE's legal liability end and when does it acquire the right to payment?

How would your answer to question 2 - change if the terms of sale were FOB vessel (FOB) or Ex Quay (DEQ)?

Comment

Students will select export pricing strategy and provide export price setting process.

6 Self-study project: “Environmental law” (Author: Dr. Dalia Perkumienė)

Objectives

Students learn how to analyse environmental problems.

Description of the activity

Students put down a problem concerning environmental law, its positive and negative aspects, their opinions and why they find it a problem.

GLOBAL WARMING

The main problem:

Greenhouse gas catches and retains the heat. Normally this gas is good. But for the moment, greenhouse gas increases and warms the planet (+0.85° between 1850 and 2010). The levels of the sea are rising, there are extreme climatic events (drought, storm...), acidity of oceans and the temperature increases.

Negative and positive aspects and solutions

A) Positive

Global warming increases the acceleration of trees and plants.

B) Negative

Greenhouse gas comes to natural production and human activities. Hydrocarbon (coal, gas and oil), deforestation, transport, power stations, the intensive farming and agriculture produce big quantities of greenhouse gas which escapes and concentrates in the atmosphere. An overconsumption is very dangerous for the society.

The levels of the sea are rising. If the sea is rising, the towns and the country next to the sea may be inundating. People will die. The level of ocean will increase for 6 cm for 20 years.

Extreme climatic events like drought or storms will be more and more violent and regular.

The temperature will increase more than 2° in 2100.

Glaciers and icebergs melt because of temperature.

The oceans absorb carbonic gas, but with too much carbonic gas in the oceans, these acidify and may cause the loss of oyster and corals.

Some families have to leave their towns or country.

The food will reduce, so the prices will increase.

Some animals will disappear (polar bear for example).

C) Solutions

Limit the greenhouse gas.

Reduce energy consummates.

Avoid the waste.

The industries have to do less polluted products.

Save the water.

Use the bike and not the car.

Opinion

If all people use their best efforts, the global warming will be reduced. No big changes are necessary, people should just avoid the waste, save the water etc. This is something small but the consequences are very important.

Comment

Students select environmental problem; provide negative and positive aspects and solutions.

7. Homework about marriage (Author: Dr. Dalia Perkumienė)

Objectives

Students learn how to analyse marriage problems.

Description of the activity

Question 1: An Egyptian married a Lithuanian girl in the Mosque. Is this marriage legal?

- If the woman is Muslim and the man Christian, they can't get married but if the man is Muslim and the woman Christian they can get married.
- It's impossible for them to get married in Church because that isn't recognized. For marriage with State law there isn't a problem.
- They can get married but only under Muslim conditions (no pork, alcohol).

Question 2: Two Lithuanians get married in another country. Is that legal?

Lithuania only recognizes foreign marriages if they are formed in "valid" countries. For example, selecting only religious marriages in Austria, Belgium or Russia, and not registering them under civil law, means that the couple is not considered husband and wife in those countries. Therefore, this type of marriage will not be recognized in Lithuania.

If it respects correct forms, Lithuania will recognize the marriage.

Comment

Students will select marriage problem and provide solutions.

8 An information campaign to recruit candidates for work in the International Volunteer Centre (Author: Dr. Andrzej Gołębiowski).

Objectives

Inclusion of students in international academic volunteering activities; focusing of academic activities upon social issues as a volunteering area; realization of social, cultural and religious integration and tolerance; taking actions for the local community.

Description of the activity

Universities can conduct an information campaign concerning the international student volunteer activities and organize a conference and debate on initiatives that will be undertaken by the international voluntary centre. The leaders can be selected from among the students who can lead the teams of different nationalities. The University of Radom will in this way realize the projects:

Radom Day of Dignity, Children's Day, City game, Scientific Conference with the title: Voluntary work in the civil society.

Comment

Students should be actively involved in the volunteering activities. Volunteering at the university represents manifestation of the humanism of the academic community. It shows the sensitivity of the young people for the needs of others. Volunteering integrates the academia with one another, and connects universities with the environment. The motive of this integration is a common goal and common good.

9 Elder Brother Older Sister (Author: Dr. Andrzej Gołębiowski).

Objectives

Including students in the work of the social centres.

Description of the activity

Students of pedagogy and psychology are invited to select a project group. Workshops and exercises are organized in the area of psychological and pedagogical knowledge, students learn skills and competences that will help them to work with children. They introduce the programme "Elder Brother Older Sister" focused on children from family children's homes. There is a training workshop (20 hours). Students meet heads of family children's homes and directors of adoption centres. The transfer of the student internship programme includes: helping children to learn, going out with children (to the cinema, theatre, museums), trips with children to different cities in Poland, classes for children at the University, e.g. science laboratories.

Comment

The presented program is mainly performed by students under the tutor's supervision and with the cooperation of employees who work in the family's orphanages. The project teaches self-reliance, responsibility, planning, self-management, time management, and creativity. The main idea is to combine academic didactics with the practice of the state social policy.

10 Travel Club (Author: Dr. Gerard Pawel Maj)

Objectives

Including students in the activities of the Travel Club; promoting tourism, travel and cognitive interests.

Description of the activity

Organization of a group of students who are interested in the project.

Establishment of cooperation with the Travel Club.

Providing cooperation with the local cinema.

Calendar of meetings with well-known travellers either among students or teachers of a university.

Calendar for the screening of movies, combined with club parties, discussions and presentations.

Regular club meetings are once a month.

Organization of a trip to a nearby foreign country.

Comment

Tourism brings people together, teaches cooperation, opens countries and their people to the world, to other people, and encourages an active life style.