

BACHELOR OF COMMERCE INTERNATIONAL

B.Comm. International (French)

B.Comm. International (German)

B.Comm. International (Spanish)

B.Comm. International (Italian)

Regulations

1. A minimum entry requirement is the achievement of a Higher Level B3 in Leaving Certificate French for the French programme, a Higher Level C1 in German for the German programme, and a Higher Level C1 in any continental Language for the Spanish and Italian programmes.
2. Spanish and Italian are available at beginners level. A clear pass (40%) at the Spanish/Italian end of year examination is necessary in order to continue the programme. Students do not have an automatic right of transfer from the B.Comm. International to the B.Comm. Regular. As a norm, the student will be required to have the points of entry for the B.Comm. Regular programme. A decision on transfer arrangements will be made by the J.E. Cairnes School of Business and Economics.
3. Italian and Spanish are available in the first year of the regular B.Comm. programme. A limited number of students may transfer to the second year of the B.Comm. International in either subject on the recommendation of the Department concerned and conditional on passing first commerce and achieving a satisfactory performance in the language.
4. The Marks and Standards for the B.Comm. shall apply except that the year abroad will operate on a "pass"/"fail" basis and honours will be determined on the combination of Second Year (50%) and Fourth Year results (50%).
5. Students will be granted a concessionary pass in modules to a total of 10 ECTS credits in Second Year and 10 ECTS credits in Fourth Year; the concessionary pass shall be effective of a mark of 35%. Students with up to 10 ECTS of compensation will not be permitted to repeat these modules. If students have achieved marks of 35 - 39% in more than 10 ECTS, they must repeat the excess compensatables and will only be permitted to repeat any compensatables above 10 ECTS. The student must choose which module(s) to repeat.
6. Repeat examinations are scheduled in August for those students who failed examinations in modules of Semester 1 or Semester 2 or who otherwise had the School's permission to be absent. It is not allowable for students to be absent from the initial examination in a subject without the School's permission.
7. The number and level of subjects to be taken at the host University must be determined in consultation with the Head of the J.E. Cairnes School of Business and Economics, NUI, Galway.
8. Students must take and pass a 5 ECTS semester course in economics. This course would be second year/intermediate level economics, but in exceptional circumstances a first year course at a higher level may suffice. If students fail the economics requirement abroad, the onus is on the Economics Discipline to set alternative work for those concerned.
9. To graduate with the B.Comm. International students must accumulate a minimum total of 60 ECTS credits including 15 obligatory credits, 20 credits for the language and 25 other optional ECTS credits.

Schedule of Courses

First Year

AY102 Accounting

EC105 Economics

MA114 Mathematics & Statistics for Business

MS102 Management Information Systems

MG110 Introduction to Management

MK101 Introduction to Marketing

Language

Second Year

| <i>Semester I</i> | <i>ECTS</i> | <i>Semester II</i> | <i>ECTS</i> |
|--|-------------|-----------------------------|-------------|
| AY207 Management Accounting I | 5 | AY 208 Business Finance I | 5 |
| EC209 Managerial Economics | 5 | or | |
| MA217 Statistical Methods for Business | 5 | MG325 Employment Relations | 5 |
| MG308 Organisational Behaviour | 5 | EC213 Macroeconomics | 5* |
| MK207 Action Marketing Language | 5 | or | |
| | | LW160 Business law Language | 5** 15 |

* Students wishing to take Economic Theory in Final Year must take Macroeconomics in Second Year or a macroeconomics module in the year abroad.

** Business law is a year-long module, therefore students must attend lectures throughout the year

In addition students must select **one** course from the following list of options each of which is valued at 5 ECTS:

| | |
|-------|---|
| AY206 | Financial Accounting I (Semester II) |
| EC219 | Comparative Economic Thought (Semester II) |
| EC226 | Cost Benefit Analysis (Semester II) |
| EC247 | Introduction to Financial Economics (Semester II) |
| IE226 | Quality Management (Semester II) |
| MA218 | Advanced Statistical Methods for Business (Semester II) |
| MG206 | Management of Organisational Change (Semester II) |
| MK206 | Consumer Behaviour (Semester II) |
| MS203 | Information Systems Management (Semester II) |

Total credit units required: 60 (55 obligatory and 5 optional)

Third Year (Year Abroad)

The number and level of subjects to be taken at the host university must be determined in consultation with the Head of the J.E. Cairnes School of Business and Economics, NUI, Galway.

Fourth Year

Obligatory Courses

| <i>Semester I</i> | | <i>ECTS</i> |
|--------------------|--|-------------|
| EC** | Comparative European Economy Language | 5 5 |
| <i>Semester II</i> | | |
| MG*** | Strategic Management | 5 |
| FA*** | Innovation, Creativity & Enterprise Language | 5 15 |

In addition, students must select optional courses with a minimum credit weighting of 25 ECTS credits from the modules as listed in the subject streams and list of electives (below); courses chosen from outside the list of electives must come from a single subject stream.

Outline of Language provision

Studies in French, German, Spanish and Italian will focus on:-

- the study of the contemporary language in both the written and spoken forms and aural comprehension, with special emphasis being placed on the register and communication skills appropriate to business studies.
- the study of the contemporary society and institutions of the countries whose languages are being studied.

SUBJECT STREAMS (FINAL YEAR)

ACCOUNTING

The following are the obligatory modules for the stream (25 ECTS):

| <i>Code</i> | <i>Title</i> | <i>ECTS</i> | <i>Semester</i> | <i>Prerequisites</i> |
|-------------|---------------------------|-------------|-----------------|----------------------|
| AY305 | Financial Accounting II | 5 | Semester I | |
| AY308 | Taxation I | 5 | Semester I | |
| AY309 | Financial Accounting III | 5 | Semester II | Fin. Acc. II |
| AY321 | Management Accounting II | 5 | Semester I | Mgmt. Acc. I |
| AY322 | Management Accounting III | 5 | Semester II | Mgmt. Acc. II |

Additional Accounting modules (which are optional within the stream):

| | | | | |
|-------|---------------------|---|-------------|------------|
| AY314 | Business Finance II | 5 | Semester II | |
| AY319 | Taxation II | 5 | Semester II | Taxation I |

B.Comm. students who are not registered for the Accounting Stream, but who are registered for 20 ECTS of Law courses, can register for Taxation I to enable them to join the LL.B. programme at Second Year stage.

ECONOMICS

The obligatory modules for this stream are:

| <i>Code</i> | <i>Title</i> | <i>ECTS</i> | <i>Semester</i> |
|-------------|------------------|-------------|-----------------|
| EC349 | Economic Theory | 5 | Semester I |
| | And | | |
| EC350 | Research Project | 5 | Semester 2 |
| | Or | | |
| EC363 | Econometrics | 5 | Semester 2 |

Additional Economics modules in this stream may be taken from the following list of options on offer:

| | | | |
|-------|--|---|-------------|
| EC325 | History of Economic Thought | 5 | Semester I |
| EC345 | Health Economics | 5 | Semester I |
| EC369 | Money & Banking | 5 | Semester I |
| EC381 | Game Theory & Industrial Organization | 5 | Semester I |
| EC382 | International Economics | 5 | Semester I |
| EC393 | Methodology of Economics | 5 | Semester I |
| EC357 | Development Economics | 5 | Semester II |
| EC362 | Economics of Financial Markets | 5 | Semester II |
| EC378 | Economics of Technological Change | 5 | Semester II |
| EC385 | Advanced Economic Theory | 5 | Semester II |
| EC386 | Public Economics | 5 | Semester II |
| EC388 | Environmental and Natural Resource Economics | 5 | Semester II |

Prerequisites: Students wishing to pursue postgraduate studies in Economics are advised to take EC363 (Econometrics).

All of these options may not be available each year.

MANAGEMENT INFORMATION SYSTEMS

The following are the obligatory modules for the stream (25 ECTS):

| <i>Code</i> | <i>Title</i> | <i>ECTS</i> | <i>Semester</i> | <i>Prerequisites</i> |
|-------------|--------------------------------|-------------|-----------------|----------------------|
| MS302 | Systems Analysis I | 5 | Semester I | |
| MS402 | Management Decision Systems | 5 | Semester I | |
| MS2** | Database Technologies | 5 | Semester I | |
| MS2** | E-Business | 5 | Semester II | |
| MS412 | Information Systems Innovation | 5 | Semester II | |

Additional MIS modules (which are optional within the stream):

| | | | | |
|-------|---------------------|--|--|--|
| MS321 | Web and Interactive | | | |
|-------|---------------------|--|--|--|

| | | | |
|-------|--|---|-------------|
| | Media Design | 5 | Semester I |
| MS410 | Information Systems Project Management | 5 | Semester I |
| MS411 | Contemporary Issues in Information Systems | 5 | Semester I |
| MS319 | Enterprise Systems | 5 | Semester II |
| MS403 | Information Systems Strategy And Planning | 5 | Semester II |

MANAGEMENT OF HUMAN RESOURCES

The following are the obligatory modules for the stream (25 ECTS):

| <i>Code</i> | <i>Title</i> | <i>ECTS</i> | <i>Semester</i> | <i>Prerequisites</i> |
|-------------|--|-------------|-----------------|----------------------|
| MG328 | Human Resource Management | 5 | Semester I | |
| MG327 | Global Employment Relations | 5 | Semester I | |
| MG326 | Employee Relations: Rights & Obligations | 5 | Semester I | |
| MG*** | Cross Cultural Management | 5 | Semester II | |
| MG332 | Work and Organisations | 5 | Semester II | |

MARKETING

The following are the obligatory modules for the stream (25 ECTS):

| <i>Code</i> | <i>Title</i> | <i>ECTS</i> | <i>Semester</i> | <i>Prerequisites</i> |
|-------------|-----------------------------|-------------|-----------------|----------------------|
| MK 301 | Marketing Research | 10 | Semester I | |
| MK 303 | Global Marketing | 5 | Semester II | |
| MK 312 | Marketing Policy & Strategy | 10 | Semester II | Mktg. Research |

Additional Marketing modules (which are optional within the stream):

| <i>Code</i> | <i>Title</i> | <i>ECTS</i> | <i>Semester</i> |
|-------------|----------------------------------|-------------|-----------------|
| MK311 | The Marketing of Services | 5 | Semester I |
| MK314 | Media & Marketing Communications | 5 | Semester I |
| MK341 | Brand Management | 5 | Semester II |

ELECTIVES AVAILABLE IN SEMESTER I

| <i>Code</i> | <i>Course Title</i> | <i>ECTS</i> | <i>Prerequisites</i> |
|-------------|--|-------------|----------------------|
| AY305 | Financial Accounting II | 5 | |
| AY321 | Management Accounting II | 5 | Mgmt. Acc. I |
| EC349 | Economic Theory | 5 | |
| EC369 | Money & Banking | 5 | |
| EC345 | Health Economics | 5 | |
| EC382 | International Economics | 5 | |
| MS402 | Management Decision Systems | 5 | |
| MS321 | Web and Interactive Media Design | 5 | |
| MG328 | Human Resource Management | 5 | |
| MG307 | New Enterprise Development | 5 | |
| MK311 | The Marketing of Services | 5 | |
| MK314 | Media & Marketing Communications | 5 | |
| IE309 | Operations Research | 5 | |
| LW222 | European Community Law I | 5 | |
| LW333 | Comparative Competition Law | 5 | |
| LW356 | Industrial & Intellectual Property Law | 5 | |
| LW364 | International Trade Law | 5 | |
| LW372 | Insurance Law | 5 | |
| LW377 | Company Law I | 5 | |
| LW382 | International Business Law | 5 | |
| LW423 | Advanced Business Law | 5 | Business Law |

ELECTIVES AVAILABLE IN SEMESTER 2

| <i>Code</i> | <i>Course Title</i> | <i>ECTS</i> | <i>Prerequisites</i> |
|-------------|-----------------------------------|-------------|----------------------|
| AY 314 | Business Finance II | 5 | |
| EC362 | Economics of Financial Markets | 5 | |
| EC363 | Econometrics | 5 | |
| EC378 | Economics of Technological Change | 5 | |
| EC386 | Public Economics | 5 | |
| MS319 | Enterprise Systems | 5 | |
| MS2** | E-Business | 5 | |
| MG332 | Work and Organisations | 5 | |
| MG*** | Cross Cultural Management | 5 | |
| MG312 | Enterprise Planning Project | 5 | |
| MG323 | International Business | 5 | |
| MK303 | Global Marketing | 5 | |
| MK341 | Brand Management | 5 | |
| IE319 | Operations Strategy | 5 | |
| IE345 | Logistics and Transportation | 5 | |
| LW223 | European Community Law II | 5 | |
| LW374 | Banking Law | 5 | |
| LW378 | Company Law II | 5 | |
| LW401 | EC Competition Law | 5 | |