

Student	Lotta Karoliina Laamanen	25.08.2015—16.12.2019	
Personal identity code	011093-184M	Graduated 16.12.2019	
Student number	1501506	Credits	210 cr
Programme	Degree Programme in Business Administration	Completed	212 cr
Competence track	Marketing and Service Business		

Studies	Credits	Assessment	Date	Teacher
BASIC STUDIES	35 cr			
Basics of Business Administration	15 cr	4	18.12.2015	Katja Repo
Workplace Communication	5 cr	3	17.12.2015	Paula Aali
Business English	5 cr	5	21.01.2016	Heli Söderlund
Professional Growth	5 cr			
University of Applied Sciences as a study environment	1 cr	H	17.09.2015	Hilkka Bergman
Professional growth 1	1 cr	H	11.04.2016	Hilkka Bergman
Professional growth 2	1 cr	H	14.06.2017	Jami Riikihuhhta
Professional growth 3	1 cr	H	29.05.2018	Maija Nolvi
Professional growth 4	1 cr	H	04.12.2019	Maija Nolvi
Swedish Business Communication, B1	5 cr			
Svenska i arbetslivet, muntlig kommunikation	2 cr	4	27.04.2016	Hilkka Bergman
Svenska i arbetslivet, skriftlig kommunikation	3 cr	3	27.04.2016	Hilkka Bergman
PROFESSIONAL STUDIES	94,5 cr			
Applied Business Mathematics	5 cr	3	04.05.2016	Virpi Raivonen
Customer Service Competence	5 cr	3	27.04.2016	Telle Tuominen
Accounting Competence	5 cr	4	24.05.2016	Katja Repo
Jurisdictional Competence	5 cr	3	03.06.2016	Kaisa Sorsa
National Economics and International Economics	5 cr	3	31.05.2016	Markku Heikkilä
Research Methods	5 cr	1	01.03.2018	Ari Jolkkonen
Organizational Behaviour	5 cr	5	14.05.2018	Mikko Niskanen
Creating event concepts and event production	5 cr	3	02.09.2016	Milla Järviopetäjä
Emerging Economies	5 cr	H	26.04.2018	Ajaya Joshi
International Business	8,5 cr			
Culture Portfolio: China, Chinese Culture	3 cr	H	14.05.2019	Katriina Vesanen
Strategic Management	5,5 cr	s1 H	15.05.2018	Päivi Nygrén
MARKETING AND SERVICE BUSINESS	41 cr			
From Customer Understanding to Product Offering	10 cr			
Customer Understanding	5 cr	2	20.12.2016	Maija Nolvi
Customer-oriented Product Development	5 cr	4	11.01.2017	Telle Tuominen
Marketing Toolbox	15 cr			
Marketing-mix	5 cr	3	09.05.2017	Maija Nolvi
New Wave Marketing	5 cr	4	28.04.2017	Arto Manninen
Integrated Marketing Communication	5 cr	4	04.05.2018	Ajaya Joshi
Marketing Research and Marketing Planning	16 cr			

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Marketing Management	5,5 cr	s2	H	15.05.2018	Päivi Nygrén
Marketing Strategy	5,5 cr	s3	H	15.05.2018	Päivi Nygrén
The Marketing Plan	5 cr		4	10.05.2017	Maija Nolvi

OPTIONAL STUDIES**32,5 cr**

Certification Studies in Web Analytics	3 cr		4	26.04.2018	Timo Luukka
Russia 1	5 cr		5	04.12.2016	Jaana Kaartovuori
Russia 2	5 cr		5	28.04.2017	Jaana Kaartovuori
Sponsorship	5 cr		4	31.07.2016	Markus Hatakka
Russian Trade I	3 cr		H	06.06.2017	Jaana Kaartovuori
Russian Culture	3 cr		H	07.05.2017	Katriina Vesanen
Basic Korean Program	5,5 cr	s4	H	15.05.2018	Päivi Nygrén
Export and Import Routines	3 cr	s5	3	22.08.2016	Jaana Kallio-Gerlander

PRACTICAL TRAINING**30 cr****Practical training****30 cr**

Basic training	10 cr		H	22.11.2016	Jami Riihihulta
Professional training 1	10 cr		H	24.05.2018	Maija Nolvi
Professional training 2	10 cr		H	24.05.2018	Maija Nolvi

Bachelor's Thesis**20 cr**

Bachelor's Thesis

20 cr	4	16.12.2019	Ajaya Joshi
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Bachelor's Thesis

Title:

THE COMMON CHALLENGES FOR NON-INTERNATIONAL COMPANIES TO WIN A BID

Assessment: 4

Assessment date: 16.12.2019

Inclusions

- s1 = Strategic Management, 18.1.2018, Sungkyunkwan University
s2 = Marketing Management, 18.1.2018, Sungkyunkwan University
s3 = Marketing Strategy, 18.1.2018, Sungkyunkwan University
s4 = Basic Korean Program, 18.1.2018, Sungkyunkwan University
s5 = Export and Import Routines, 22.8.2016, Kajaani University of Applied Sciences

The degree has been completed in Finnish. The graduate's previous education was completed in Finnish. The graduate has completed a maturity test in Finnish as part of the thesis. In accordance with the Government Decree on Polytechnics (1129/2014, 7§) and the Act on the Knowledge of Languages Required of Personnel in Public Bodies (424/2003, 6 §), the graduate has acquired the skills in the second national language Swedish required of state employees functioning in a position requiring a higher education in a bilingual office with a grade of good in oral language skills and satisfactory in written language skills. The graduate has gained the necessary oral and written skills in Finnish required for practising the profession and for further professional development (Decree 1129/2014, 7 §, 2)

Studies have been completed in Finnish.

For a correct and true copy.

Turku, 21st February 2020

Ex officio:

VEERA AIRIKKI

Henkikirjoittaja, häradskrivare

Julkinen notaari, notarius publicus


5 = Excellent, 4 = Good, 3 = Good, 2 = Satisfactory, 1 = Satisfactory, 0 = Fail, H = Approved



Student
Student number

Lotta Karoliina Laamanen
1501506

Turku 16.12.2019

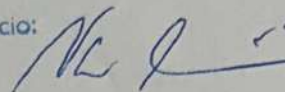

Alja Aaretvuo
Study Adviser



For a correct and true copy.

46 Turku, 27th of February 2020

Ex officio:



VEERA AIRIKKI
Henkikirjoittaja, häradskrivare
Julkisen notaari, notarius publicus

