Course guide
280606 - 280606 - Business Management and Organisation

Unit in charge: Barcelona School of Nautical Studies
Teaching unit: 732 - OE - Department of Management.
742 - CEN - Department of Nautical Sciences and Engineering.

Degree: BACHELOR'S DEGREE IN MARINE TECHNOLOGIES (Syllabus 2010). (Compulsory subject).
BACHELOR’S DEGREE IN NAUTICAL SCIENCE AND MARITIME TRANSPORT (Syllabus 2010). (Compulsory subject).
BACHELOR’S DEGREE IN NAVAL SYSTEMS AND TECHNOLOGY ENGINEERING (Syllabus 2010). (Compulsory subject).

Academic year: 2022 ECTS Credits: 6.0 Languages: Catalan, Spanish, English

LECTURER

Coordinating lecturer: VASILEIOS MYRTHIANOS

Others: Primer quadrimestre:
VASILEIOS MYRTHIANOS - Grup: CFM, Grup: GESTN, Grup: GNTM, Grup: GTM

Segon quadrimestre:
MARTA GONZÁLEZ PELÁEZ - Grup: GESTN, Grup: GNTM, Grup: GTM
VASILEIOS MYRTHIANOS - Grup: GESTN, Grup: GNTM, Grup: GTM

DEGREE COMPETENCES TO WHICH THE SUBJECT CONTRIBUTES

Specific:

Transversal:
EIN N1. ENTREPRENEURSHIP AND INNOVATION - Level 1. Showing enterprise, acquiring basic knowledge about organizations and becoming familiar with the tools and techniques for generating ideas and managing organizations that make it possible to solve known problems and create opportunities.
STCW:
ME.1. A-III/1-4. Function: Controlling the operation of the ship and care for persons on board at the operational level
ME.2. A-III/1-4.7 Application of leadership and teamworking skills
ME.3. A-III/1-KUP 4.7.1 Working knowledge of shipboard personnel management and training
ME.4. A-III/1-KUP 4.7.2 A knowledge of related international maritime conventions and recommendations, and national legislation
ME.5. A-III/1-KUP 4.7.3 Ability to apply task and workload management, including: .1 planning and coordination, .2 personnel assignment, .3 time and resource constraints, .4 prioritization
ME.6. A-III/1-KUP 4.7.4 Knowledge and ability to apply effective resource management: .1 allocation, assignment, and prioritization of resources, .2 effective communication on board and ashore, .3 decisions reflect consideration of team experiences, .4 assertiveness and leadership, including motivation, .5 obtaining and maintaining situational awareness
ME.7. A-III/1-KUP 4.7.5 Knowledge and ability to apply decisionmaking techniques: .1 situation and risk assessment, .2 identify and consider generated options, .3 selecting course of action, .4 evaluation of outcome effectiveness
ETO.1. A-III/6-CCS 2.5.3 Practical knowledge: Detection of machinery malfunction, location of faults and action to prevent damage
ETO.2. A-III/6-CCS 3.4.1 Medical aid: Practical application of medical guides and advice by radio, including the ability to take effective action based on such knowledge in the case of accidents or illnesses that are likely to occur on board ship
ETO.3. A-III/6-3.5 Application of leadership and teamworking skills
ETO.4. A-III/6-CCS 3.5.1 Working knowledge of shipboard personnel management and training
ETO.5. A-III/6-CCS 3.5.2 Ability to apply task and workload management, including: .1 planning and co-ordination, .2 personnel assignment, .3 time and resource constraints, .4 prioritization
ETO.6. A-III/6-CCS 3.5.3 Knowledge and ability to apply effective resource management: .1 allocation, assignment, and prioritization of resources, .2 effective communication on board and ashore, .3 decisions reflect consideration of team experiences, .4 assertiveness and leadership, including motivation, .5 obtaining and maintaining situational awareness

TEACHING METHODOLOGY
- Receive, understand and synthesize knowledge
- Pose and solve problems.
- Develop critic reasoning and spirit. Defend it in and oral and written form
- Teamwork through a Business plan.

LEARNING OBJECTIVES OF THE SUBJECT
The main objective of the course is to get the student familiar with the vocabulary and with the basic models of economics and business organization. Therefore, after passing the course, the student should be able to place the company in its environment and to know the management and organization tools that will allow it to achieve its objectives and solve any problems that may arise. The program is structured in such a way that the student makes his conceptual map of his economic environment and the most common business techniques.
In parallel, as a pedagogical method, the student will carry out a simulation of a business plan. This exercise is especially relevant to develop the generic competence in Entrepreneurship and Innovation (Level 1).

In addition, in the case of the HR module (STCW A-III / 1 and A-III / 6) for the Degree in Marine Technologies, the objective is for the student to be able to:
Practice effective leadership behaviors. Communicate clearly and unambiguously. Plan operations and allocate resources as appropriate and with appropriate priority. Exchange information with the rest of the team members on the status of operations and the ship. Make the most effective decisions for each situation. Assign roles to crew members and communicate expected standards and behaviors.

STUDY LOAD

<table>
<thead>
<tr>
<th>Type</th>
<th>Hours</th>
<th>Percentage</th>
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<tbody>
<tr>
<td>Self study</td>
<td>90,0</td>
<td>60.00</td>
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<tr>
<td>Guided activities</td>
<td>14,0</td>
<td>9.33</td>
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<tr>
<td>Hours medium group</td>
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<tr>
<td>Hours small group</td>
<td>9,0</td>
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</tr>
<tr>
<td>Hours large group</td>
<td>24,0</td>
<td>16.00</td>
</tr>
</tbody>
</table>
Total learning time: 150 h

CONTENTS

3. Theory of the firm

Description:
Company or market: Transaction costs and specialization.
Innovation and Business creation.
The Naval Industry.
Legal issues and business typologies.

Full-or-part-time: 34h
Theory classes: 7h
Practical classes: 7h
Self study : 20h

2. Economic environment

Description:
Macroeconomic environment: Economic indicators, Economic policy, European community, competitiveness and productivity.
Competitive environment: Innovation systems, venture capital markets and globalization.

Full-or-part-time: 55h
Theory classes: 10h
Practical classes: 10h
Self study : 35h

3. Management and finance

Description:
Business and financial management
Accounting analysis (Balance sheet, profit and loss account)
Project evaluation (Deadlock, IRR and NPV)

Full-or-part-time: 55h
Theory classes: 10h
Practical classes: 10h
Self study : 35h

4. Conference of entrepreneurs

Description:
Entrepreneur talks

Specific objectives:
Know real and instructive experiences of entrepreneurs.

Full-or-part-time: 6h
Seminars: 6h
## 5. Human resources on board and in shipping companies (only GTM)

### Description:
Hierarchical structure. Command. Leadership. motivation
Teamwork: Organization of work on board the ship. Organization of work on board the ship. Resource management. Work tools (Eisenhower matrix, Drexler-Sibbett teamwork model, results optimization model)
Leadership: Typology of Leadership. Decision making. Staff training. Communication. Work tools (Hersey-Blanchard model, Maslow's pyramid, SWOT staff)

### Related competencies:
- A31-4.7.4. A-III/1-KUP 4.7.4 Knowledge and ability to apply effective resource management: .1 allocation, assignment, and prioritization of resources, .2 effective communication on board and ashore, .3 decisions reflect consideration of team experiences, .4 assertiveness and leadership, including motivation, .5 obtaining and maintaining situational awareness
- A36-3.5.1. A-III/6-3.5 Application of leadership and teamworking skills
- A31-4.7.3. A-III/1-KUP 4.7.3 Ability to apply task and workload management, including: .1 planning and coordination, .2 personnel assignment, .3 time and resource constraints, .4 prioritization
- A31-4.7.1. A-III/1-KUP 4.7.1 Working knowledge of shipboard personnel management and training
- A31-4.7.5. A-III/1-KUP 4.7.5 Knowledge and ability to apply decisionmaking techniques: .1 situation and risk assessment, .2 identify and consider generated options, .3 selecting course of action, .4 evaluation of outcome effectiveness
- A36-3.5.2. A-III/6-CCS 3.5.1 Working knowledge of shipboard personnel management and training
- A36-3.5.3. A-III/6-CCS 3.5.2 Ability to apply task and workload management, including: .1 planning and co-ordination, .2 personnel assignment, .3 time and resource constraints, .4 prioritization
- A31-4.7.2. A-III/1-KUP 4.7.2 A knowledge of related international maritime conventions and recommendations, and national legislation
- A36-3.5.4. A-III/6-CCS 3.5.3 Knowledge and ability to apply effective resource management: .1 allocation, assignment, and prioritization of resources, .2 effective communication on board and ashore, .3 decisions reflect consideration of team experiences, .4 assertiveness and leadership, including motivation, .5 obtaining and maintaining situational awareness

### Full-or-part-time: 11h 30m
- Theory classes: 3h
- Practical classes: 2h
- Self study : 6h 30m

### GRADING SYSTEM
- Final Exam: 50%
- Partial Exam: 20%
- Business Plan: 20%
- Practices: 10%

In the case of the HR module for GTM, a theoretical-practical evaluation of the contents presented is carried out with the idea of assessing their understanding and sufficiency.
EXAMINATION RULES.

- The grade of the specific capacity is based on the business plan.
- The student will be considered Not Presented in the case of no submission of the business plan or not taking the final exam.
- In any case the student cannot have any form of notes during the exam controls.
- The midterm exam does not release any material. The note of the exams will follow the following formula: Max {0.5 * Final exam grade+ 0.2 * Midterm exam grade; 0.7 * Final exam grade}.

Reevaluation:

- The students that can take the exam of re-evaluation should meet all the requirements to be evaluated and should have a final course grade between 3.0 and 4.9.
- Students who meet all the requirements for the exam of re-evaluation will undertake an exam of the same style as the first session final exam including all course content seen in class.
- The final grade is obtained by following the same procedure as the first call by replacing the first session final exam grade for the re-evaluation exam grade.
- The final grade to be obtained through the re-evaluation cannot be less than the previous grade and cannot exceed 5.0.

BIBLIOGRAPHY

Basic:

Complementary: