



JÖNKÖPING UNIVERSITY  
*Jönköping International Business School*

PROGRAMME SYLLABUS  
**Digital Business (Two Years), 120 credits**

Programmestart: Autumn 2018



## PROGRAMME SYLLABUS

### **Digital Business (Two Years), 120 credits**

*Digital Business (Two Years), 120 högskolepoäng*

---

**Programme code:** JADB6

**Programmestart:** Autumn 2018

**Confirmed by:** Dean 2018-01-25

**Education Cycle:** Second-cycle level

**Revised by:** Council for Undergraduate and Masters  
Education 2018-03-28

**Version:** 3,3

---

#### **Title of qualification**

Degree of Master of Science (120 credits) with a major in Business Administration

#### **Programme overview**

Programme aims

This programme has been developed as a response to the transformational pressures that digitalization exerts on existing and new businesses. The programme aims to provide students with knowledge, skills, and approaches, relevant for analyzing, identifying and managing digital opportunities for strategic business creation and development and organizational change. To that end, the programme stimulates creative thinking around digitalization, business innovation and renewal. To foster understanding and ability for integration of theory with practice, the curriculum is built to enable student interaction with a selection of relevant business partners, for example through guest lectures, course projects, case-based learning, and internships. To secure the range of competencies necessary to understand and manage digital business, the programme presents students with new and future-oriented perspectives utilizing a cross-disciplinary approach, combining Business administration (major), with Informatics and Business law.

#### **Objectives**

General aims

Second cycle education shall essentially build on the knowledge students acquire in first cycle education or corresponding knowledge. Second cycle education shall involve a deepening of knowledge, skills and abilities relative to first cycle education and, in addition to what applies to first cycle education, shall;

- further develop the students' ability to independently integrate and use knowledge,
- develop the students' ability to deal with complex phenomena, issues and situations, and
- develop the students' potential for professional activities that demand considerable independence for research and development work.

Program specific aims

Knowledge and understanding

Graduates of the programme will have a general knowledge and understanding of business administration and a specialised and considerably deep knowledge in the field of digital business certain areas of the field.

### Corresponding Objectives:

Graduates of the programme will be able to

- demonstrate knowledge and understanding in Business Administration, including both broad knowledge in the field of business administration and a considerable degree of specialised knowledge in digital business;
- demonstrate deepened insight into current research and development work in digital business;
- demonstrate specialised methodological knowledge in business administration and specifically related to digital business; and
- demonstrate understanding of issues of digital business and how it can be interpreted with different theoretical approaches.

### Skills and abilities

Graduates of the programme will have acquired the skills to integrate knowledge critically and to analyse complex issues encountered for a career that includes management in digital settings, and be effective communicators of activities associated with those skills.

### Corresponding Objectives:

Graduates of the programme will be able to

- demonstrate the ability to integrate knowledge critically and systematically and analyse, assess and deal with complex phenomena, issues and situations associated with digital business, even with limited information;
- demonstrate the ability to identify and formulate issues critically, independently and creatively as well as to plan and, using appropriate research methods, undertake advanced tasks within predetermined time frames so as to contribute to the development of knowledge and evaluate this work;
- demonstrate the ability in speech and writing to report clearly on digital business issues and discuss their conclusions and the knowledge and arguments on which they are based, in dialogue with different national and international audiences; and
- demonstrate the skills required for participation in research and development work or to work independently in other advanced contexts, including in academic research related to digital business.

### Judgement and approach

Graduates of the programme will understand the scientific, social, ethical, and personal responsibility aspects of practical work and research in business administration, including the role, use, and development of knowledge and the ethical aspects and possibilities of scientific endeavor.

### Corresponding Objectives:

Graduates of the programme will be able to

- demonstrate the ability to make assessments in business administration, taking into account relevant scientific, societal and ethical issues and also demonstrate awareness of ethical aspects in research and development work;
- demonstrate insight into the possibilities and limitations of science/research, its role in society and people's responsibility for how it is used; and
- demonstrate the ability to identify their personal need for further knowledge and to take responsibility for developing their knowledge.

### Mission driven

Graduates of the programme will be equipped to contribute to the advancement of business practice in a global environment, with particular emphasis on aspects of Ownership, and/or Entrepreneurship and/or Renewal.

Corresponding Objectives:

Graduates of the programme will be able to:

- Exemplify how digitalization can form a basis for renewal in existing business with regards to, and based on analyses, of current business operations
- Demonstrate awareness of the opportunities for entrepreneurship that various forms of digitalization offers
- Demonstrate the ability to work in internationally diverse teams to solve a given assignment.

The above is in accord with the intended learning outcomes set for a two-years Master's degree by the Swedish National Agency for Higher Education.

## Contents

First semester

The programme starts with the course *Understanding Digital Business*, which is designed to provide students with a foundation regarding the influence of digitalization on business opportunities, doing business, and organizing for business. The course clarifies the wide array of digital businesses available while introducing theory to explain the development and management of technological change in business. In parallel, the course *Digital Innovation* is run, which introduces students to innovation research, more specifically set in a digital context. The course rests on the notion and use of open innovation and thereby clarifies how information technology and innovation management are inherently entwined in contemporary business development. These introduction courses are followed by a course on *Digital Entrepreneurship and Advanced Research Methods in Global Management*. The former secures a progression of knowledge within business administration, specifically focused on entrepreneurship processes, while crafting the students' "entrepreneurial selves" through practical assignments; including working on a digital business idea. The method course ensures that all students understand research philosophy and gains the knowledge and skills to perform and/or order both advanced qualitative and quantitative research. The course prepares students for writing a master thesis in Business Administration with a particular attention to the managerial aspects, but is also a key to developing critical thinking capabilities and managing skilled report writing based on research in general.

Second semester

The second semester focuses on competences and skills in specific areas of business administration. The first course is on *Leading Organizing Innovation Work*; a course designed to prepare students for leading organizations in a digital setting. In parallel a course on *New Business Modeling* follows logically from the innovation and entrepreneurship courses in the autumn semester, and develops the innovative thinking about new and emerging business models in a digital world, and how this creates opportunities for new business development.

In the second half of the spring semester the students take the course *Digital Marketing*, which follows logically from the Business models course. In parallel the students take a course on *Entrepreneurial Finance*. For the latter course the students are introduced to concepts like venture capital and crowdfunding.

Third semester

During the third semester students take a 15 credit *Internship* course, which provides them with the opportunity to get hands-on experience in a specific area of digital business by working within their own or an existing organization. The course requires students to make continuous

reflection on their competence and learning, and to write a report that promotes the ability to review theory in the light of practice. The internship secures an international outlook for students, as the internship should relate to digital business and be done in an international context. As a general rule, students find their internship places themselves. Parallel to the internship course, students take two courses that are primarily conducted online. *Business Law in a Digital Context* is a course designed to accommodate students' need of competence in legal matters when developing digital business that reaches across borders. The course *Data Analysis for Decision-making* is a course that develops the students' ability to order and/or take part in data (analytics) driven decision-making. This includes how to source, keep, and deal with big data, as well as how to analyse relevant metrics for business development.

#### Fourth semester

The fourth and final semester focuses on further developing the students' analytical skills and ability to perform independent and critical research in the area of digital business. Students spend the semester writing a 30 credit Master Thesis in Business Administration on a topic related to digital business.

All courses are taught in English. Thanks to the internationally diverse student and faculty population at Jönköping International Business School (JIBS), each course provides an opportunity for interaction across cultural and national boundaries. The international atmosphere is reinforced with international subject matter in this programme and particularly its consideration of the truly global character of developing companies in a digital context.

The education aims to prepare students for working with digital business in an international environment, specifically with focus on entrepreneurship, business renewal, and/or marketing. The education also prepares students for research in these areas, possibly within doctoral studies.

#### Courses

##### Mandatory courses

Course Name	Credits	Main field of study	Specialised in	Course Code
Advanced Research Methods in Global Management	7.5	Business Administration	A1N	JRGR26
Business Law in a Digital Context	7.5	Commercial Law	A1F	JBLR27
Data Analysis for Decision-Making	7.5	Informatics	A1F	JDAS27
Digital Business Modeling	7.5	Business Administration	A1N	JDBR27
Digital Entrepreneurship	7.5	Business Administration	A1N	JDER26
Digital Innovation	7.5	Informatics	A1N	JDIR28
Digital Marketing	7.5	Business Administration	A1F	JDMS27
Entrepreneurial Finance	7.5	Business Administration	A1N	ENNR23
International Internship on Digital Business	15	Business Administration	A1N	JHIR28
Leading and Organizing Innovation Work	7.5	Business Administration	A1N	JLOR27
Master Thesis in Business Administration (Two Years)	30	Business Administration	A2E	JMBV27

Understanding Digital Business	7.5	Business Administration	A1N	JUDR26
--------------------------------	-----	-------------------------	-----	--------

### Programme overview

#### Year 1

Semester 1		Semester 2	
Period 1	Period 2	Period 3	Period 4
Digital Innovation, 7.5 credits	Advanced Research Methods in Global Management, 7.5 credits	Digital Business Modeling, 7.5 credits	Digital Marketing, 7.5 credits
Understanding Digital Business, 7.5 credits	Digital Entrepreneurship, 7.5 credits	Leading and Organizing Innovation Work, 7.5 credits	Entrepreneurial Finance, 7.5 credits

#### Year 2

Semester 3		Semester 4	
Period 1	Period 2	Period 3	Period 4
Business Law in a Digital Context, 7.5 credits		Master Thesis in Business Administration (Two Years), 30 credits	
Data Analysis for Decision-Making, 7.5 credits			
International Internship on Digital Business, 15 credits			

### Teaching and examination

To pass a course, the student needs to fulfil all the course requirements. Examination will be executed by written exam, oral exam or term papers. Different methods of examination can be used within a single course. The student will be offered examination opportunities in accordance with the university rights and regulations. Jönköping International Business School does not offer re-examination for examinations that a student has already passed. Mandatory workshops and assignments can figure within the frame of the course. All courses offered by JIBS will be graded according to the following six levels: A-E constitutes a pass and FX or F is equal to a fail. For most workshops and mandatory assignments, only Pass or Fail is given.

### Prerequisites

The applicant must hold the minimum of a Bachelor's degree (i.e the equivalent of 180 ECTS credits at an accredited university) with at least 90 ECTS credits in business administration, economics, industrial engineering and management, or equivalent. At least 60 ECTS credits must be in business administration. Proof of English proficiency is required.

### Continuation Requirements

The following requirements need to be met for students to proceed to the second academic year within the program: Within the program the student must not fall behind more than 30 credits.

### Qualification Requirements

To obtain the Master of Science (120 credits) with a major in Business Administration, the student must complete the course requirements of at least 120 credits at the higher education level that were not used for the bachelor degree, with at least 90 credits overall in second-cycle courses and at least 60 of those second-cycle credits in business administration, and furthermore the 30 credit Master Thesis in Business Administration (Two Years) must be completed.

To obtain the Master of Science (120 credits) with a major in Business Administration, with a focus on Digital Business, the student must complete: (1) the requirements for the Master of Science (120 credits) with a major in Business Administration, (2) all mandatory programme courses as listed in the above Contents section, or their equivalent, and (3) a Master thesis in business administration (30 credits) that covers a topic within digital business.

### Quality Development

Our cooperation with JSA, the student organization, is crucial. This work is conducted on two levels, programmes and courses.

#### Programme level

On the programme level students elect student representatives. The student representatives and the programme managers meet regularly to discuss courses and the progress of the programme. The representatives stay in contact with course coordinators to share the overall impression and student experiences from courses; in addition, the programme manager meets regularly with faculty to discuss the quality and development of the programme.

#### Course level

On the course level, programme developers and course coordinators meet shortly after the course has started. The purpose is to ensure that the course is working well and if necessary make minor changes. After each course is finished all students perform course evaluations in PingPong, and programme developers evaluate the course on the aggregate level and communicate with programme manager and course responsible.

#### **Other Information**

Credits from internship courses cannot be used to fulfill the credit requirement in the main field of study.

Additional information, regarding the programme, will be presented on JIBS homepage before each application period.