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# Career Development

Professor: Joan Pere Plaza i Font

Office hours: by appointment

Course Type: Compulsory

Credits: 3 ECTS

Term: 3r term

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## 1. COURSE PRESENTATION

### Course Description

The Career Development course is a compulsory course for the MScIB. It is a 3 ECTS course with the following characteristics:

- Training in skills, abilities, attitudes and tools for the development of a career professional in the international business environment.
- Work with techniques of self-knowledge and definition of professional purpose.
- Design of a professional positioning strategy and resources for the development of a personal brand
- Definition and implementation of a search strategy of professional opportunities.

### Objectives

- Gain knowledge of the professional environment of international business.
- Learn skills linked to the job search and selection processes
- Learn about the functions related to international business within a company.
- Learn how to interrelate with professionals of international business.
- Put into practice communication skills in a professional environment.

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This course is included in the subject **Applied Topics in internationalization**, whose learning outcomes are:

- The student will be able to propose actions in accordance with an ethical and responsible professional practice in the field of international business, in the different activities of the Master, especially in the Professional Internship and in the Final Project.
- RA7. Mat.7A.1 Identify during the internship, the interrelationships and synergies between the different departments of a company, and how these impact on international operations characteristics in the country of destination of the academic trip.
- The student will be able to identify business opportunities in foreign markets in order to analyse the viability of business activities at an international level.
- RA1. Mat.7A.2 7B.1 Describe the basic characteristics of the different markets: economic situation and prospects, degree of development of the countries and sectors that offer the most advantages for trade and investment.
- RA1. Mat.7A.3 7B.2 Identify the relevant factors, in terms of advantages and risks, to be taken into account when trading and investing in different countries and sets of regions.

## Related SDGs

SDG 4: Quality education

SDG 5: Gender equality

SDG 8: Decent work and economic growth

SDG 12: Responsible consumption and production

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## 2. COURSE LEARNING PLAN

### Methodology

Students must fulfil the activities of the Career Development Course listed in the Calendar and Contents section. To do so, they must comply with the following commitments:

- 1) The student must attend the training sessions organised by Careers Service, and the information sessions to prepare the internship application process
- 2) The student must prepare the documentation that will be required for these sessions.
- 3) The student must answer all communications about internships, and take any required action. The absence of response or action will be understood as the student is not interested in fulfilling the internship requirements, and will affect the final evaluation of the subject

The competences, the learning outcomes, the assessment elements and the quality of the learning process included in this Teaching Plan will not be affected if during the academic trimester the teaching model has to switch either to an hybrid model (combination of face-to-face and on-line sessions) or to a complete on-line model.

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## Evaluation criteria

Assessment element	Type of assessment	Type of activity	Grouping	Weight
Self-knowledge of the professional profile	Mandatory	Continuous	Individual	15%
Rediscover your professional purpose (Self-knowledge)	Mandatory	Continuous	Individual	15%
Digital Personal Brand	Mandatory	Continuous	Individual	15%
Professional search strategy	Mandatory	Continuous	Individual	15%
Be inspired by Alumni: Work as...	Mandatory	Continuous	Individual	10%
Internship search process	Mandatory	Synthesis	Individual	30%

Students need to obtain a **minimum of 4 in the Internship search process (Internship Search Process Implementation Report)** to pass the course. The final course grade of students that do not obtain a minimum of 4 in the internship search process implementation report, will be the minimum between 4 and the final grade computed from the different continuous evaluation elements (with the weights set above).

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## Retake conditions

Students that fail the evaluation of the course will have a retake opportunity that consists of the presentation of a new internship search process implementation report in accordance with the academic calendar. If a student has to retake this report, his **maximal grade for the course will be a 5**.

## General Issues

Students are required to attend 80% of classes. Failing to do so without justified reason will imply a Zero grade in the participation/attendance evaluation item and may lead to suspension from the program

Students who fail the course during the regular evaluation are allowed ONE re-take of the evaluation, in the conditions specified above. If the course fails again after the retake, the student will have to register again for the course the following year.

Plagiarism is to use someone else's work and to present it as one's own without acknowledging the sources in the correct way. All essays, reports or projects handed in by a student must be original work completed by the student. By enrolling at any UPF BSM Master of Science and signing the "Honor Code," students acknowledge that they understand the schools' policy on plagiarism and certify that all course assignments will be their own work, except where indicated by correct referencing. Failing to do so may result in automatic expulsion from the program."

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## Content and learning activities

Session	Date& Time	Content	Description	Speaker
#1	TBC	Professional profile Self-Knowledge	After completing the extended DISC questionnaire, an activity with theoretical and practical-playful content is carried out on self-knowledge of behavioral style in the work environment.	TBC
#2	TBC	Rediscover your professional purpose	The student will use Sikkhona cards to create a scene that represents personal purpose.	TBC
#3	TBC	Digital Personal Brand	Definition of a digital personal brand consistent with the defined professional purpose.	TBC
#4	TBC	Professional search strategy	A short and long-term career strategy is designed, based on iteration, continuous improvement of the profile through feedback and experience	TBC
#5	TBC	Internship program / BE INSPIRED BY ALUMNI!	Final descriptive report of the search process. Evaluation of the tools used (including CV and profile updating), channels used and implementation of the plan.	TBC

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## PROFESSOR – JOAN PERE PLAZA

I have been a full-time lecturer at ESCI-UPF since 2017. Before this position, I served as a post-doctoral researcher at the Universidad Carlos III (Madrid), and conducted my doctoral research project, splitting my time between Barcelona and Brussels. I have also visited other universities and research centres, such as the École Normale Supérieure de Lyon (France) and the Centro de Estudios Avanzados de la Universidad Nacional de Córdoba (Argentina). Moreover, this academic year 2023-2024 I have been invited to teach on EU-related topics at Toulouse Business School and the MCI Innsbruck (Austria).

My academic interests focus on the institutional framework of the European Integration process (and compared regionalism), with special attention to the EU Trade Policy. I have also worked on the Methodology in Social Sciences, with close attention to applying Chaos Theory to this field. Life brought to other topics and fields of research, but I am always excited to read about these themes. Some of the results of my scientific works have been published in Springer Verlag and the Journal of European Public Policy. Sometimes alone, and many times co-authoring the papers with colleagues from different institutions,

I am deeply concerned with pedagogical innovation. I am a Scientific Advisor at Simlearn, a Belgium-based spin-off that creates innovative online story-telling tools to unpack the functioning of the EU's political system.

In my spare time, I bake all sorts of bread and grow tomatoes and spinach in my urban vegetable garden.

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### 3. BIBLIOGRAPHY/RESOURCES/ READING MATERIALS

Kahneman, D (2011). Thinking, Fast and Slow, Farrar, Straus and Giroux.

Annie McKee, Rochard E. Boyatzis, Fran Johnston (2008): Becoming a Resonant Leader: Develop Your Emotional Intelligence, Renew Your Relationships, Sustain Your Effectiveness, Harvard Business Review Press.