

# Master of Business Administration, Sales Management

You are warmly welcomed to begin your path studies in Sales Management!

In this document, you will find information and schedules on how to start your studies.

## TUAS Master School Opening Days

### 10<sup>th</sup> January 2022

**8.15-09.45** You will meet your tutoring team in

Zoom: <https://turkuamk.zoom.us/j/63357372850>. The connection opens 15 minutes before the meeting. Make sure before the meeting that the connection works.

**10.00-11.30** You will join the Master School Opening Session in Zoom:

<https://turkuamk.zoom.us/j/64281701215> The password 317922

**12.30-15.30** You will start your first course Future Operating Environments in Zoom:

<https://turkuamk.zoom.us/j/64281701215> The password 317922. Please notice the pre-assignment in the next page and prepare for it before the opening day.

### 11<sup>th</sup> January 2022

**9.00–16.00** You will meet your tutoring team (Lemppari, Lemminkäisenkatu 30, LEM\_A309). During the day you will go through practical issues concerning your studies and get to know your fellow students and tutoring teacher.

More information about the campus and premises:

[Lemminkäisenkatu -Lemppari – Turku University of Applied Sciences \(tuas.fi\)](https://tuas.fi)

Please note that there is a limited amount of parking space in the area. Please, come well in advance if you arrive with your own car.

## Study information

The study programme of your group is available at [Study guide](#). The detailed study schedule is available at <https://lukkari.turkuamk.fi>. The code of your study group: YSMANK22

Studies in the degree programme are based on blended learning. As a rule, you will have once a month two contact teaching days. Contact teaching is a very important part of your studies. Between the contact days, you will carry out learning tasks independently.

Please, get familiar with our studying IT-systems independently beforehand with Digistart – material. You can find it in [itslearning](#) – learning platform where you will be able to log yourself after you have activated your user ID.

## Important!

Please, check the latest safety instructions and recommendations concerning COVID19 and act accordingly.

[Preparing for the coronavirus at Turku University of Applied Sciences – Turku University of Applied Sciences \(tuas.fi\)](#)

## More information

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Programme tutor teacher Sirpa Hänti [sirpa.hanti@turkuamk.fi](mailto:sirpa.hanti@turkuamk.fi)

Study Guidance Counsellor Johanna Gadd [johanna.gadd@turkuamk.fi](mailto:johanna.gadd@turkuamk.fi)

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## Pre-assignment for the Future Operating Environments 10<sup>th</sup> January 2022

All TUAS Master School's programmes include a compulsory course *The Future Operating Environments*. Course will start already on TUAS Master School Opening Day 10.1.2022 with an orientation to the course and multiprofessional team discussions in which team members share experiences and thoughts on the impacts of megatrends on their professional field and their own work.

Familiarize yourself with the following materials and be prepared to discuss megatrends on the opening day:

- Dufva, Mikko 2020. What are megatrends? <https://www.sitra.fi/en/articles/what-are-megatrends/>
- Dufva, Mikko 2020. The big picture of the megatrends. Sitra articles. <https://www.sitra.fi/en/articles/the-big-picture-of-the-megatrends/>
- Sitra 2020. Megatrends 2020 slide-set. <https://www.sitra.fi/en/articles/megatrends-2020-slide-set/>
- Sitra 2020. Megatrend cards. <https://media.sitra.fi/2020/03/04130112/2021544megatrendikortit2020enverkko.pdf>