

Professional Sales Management, Master of Business Administration

Congratulations on your study place! It is our delight to welcome you to Professional Sales Management Path studies!

In this document, you will find information and schedules on how to start your studies. Please read the instructions carefully as soon as you have confirmed your study place.

Beginning of the Studies

There is a voluntary orientation for path study students on **Wednesday 21 August 2019 at 17.00 – 18.30 o'clock in ICT-City campus (Joukahaisenkatu 3) auditorium Alpha**. ICT-City campus is located near the train station of Kupittaa. Föli busses 32, 32A, 42, 60 and 221 drive past the nearest bus stops. The orientation is held only in Finnish. Orientation will focus on beginning and progress of the studies. Please become familiar also with the Path study guide. Path study guide provides mostly the same information that is given in the orientation.

Information about the beginning of your actual studies:

- Time: On Monday 2nd of September 2019 at 8.30 (coffee), opening at 9.00
- Place: ICT-City-building (Joukahaisenkatu 3, 20520 Turku), auditorium Alpha
- Arrival by car: Because of a limited number of parking places, please reserve enough time. More info at: <https://www.turkuamk.fi/fi/turun-amk/yksikot-ja-kampukset/ict-talo-joukahaisenkatu/>
- The code of your study group: YPSMAS19
- Please take with you: Personal identity card and laptop computer

The study programme of your group is available at [Study guide](#). The detailed study plan is available on 17.6.2019 at the earliest at <https://lukkari.turkuamk.fi>.

2.9. at 8.30-16.00: Your studies will begin in a joint opening event for all TUAS master students. Please, be prepared to certify your personal identity. You will then get a lunch benefit coupon. In the afternoon, we have a separate program for each degree programme. You will get more information about the degree programme and other practicalities.

3.9. at 9.00–16.00: The first course, Recent trends in B2B buying behavior (5 ECTS), will start.

Autumn 2019 contact days are 2.–3.9., 26.–27.9., 24.–25.10., 22.11., and 12.12.

Studies in the degree programme are based on blended learning. As a rule, you will have two contact days (weekdays) per month. Studies are planned this way in order to make it possible

for you work full-time alongside your studies. Between the contact days, you will carry out learning tasks independently.

More information

Degree Programme Leader Osmo Eerola osmo.eerola@turkuamk.fi

Study Guidance Counsellor Johanna Gadd johanna.gadd@turkuamk.fi

Student Secretary opintoasiat@turkuamk.fi

Path Studies' Tuition fee

The tuition fee for TUAS Open University of Applied Sciences is 200€ per semester.

Therefore Path studies cost 400€ per academic year. The invoice is paid in two instalments.

It is not possible to cancel the Path studies free of charge after accepting the study place in Studyinfo! By accepting the study place you pledge to pay the tuition fee. After enrolling the studies the study place can be cancelled free of charge only with a medical certificate.

Negative decision on benefits from TE-office does not allow to cancel Path studies free of charge. Please remember to contact TE-office prior to the enrolment, if you are registered as an unemployed job applicant.

A student at Open UAS is not entitled to Kela's student financial aid or other student benefits. Detailed information can be found from the Path study guide.

In case you choose to cancel your path studies or later receive a study place as a degree student, you will do so via cancellation form. The form is available on our website.

Cancellation of your studies by informing a teacher, student office or any other member of our staff will not be accepted.

The Open UAS office

Open UAS office the primary contact place for Open UAS students. Do not hesitate to contact us if you have any questions.

Contact information for Open Studies:

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