

ITBUS ICT and Business: 15 op

Perustiedot

Tunnus
ITBUS

Voimassaoloaika
21.2.2023 - 31.7.2032

Kesto (vuotta)
0

Pääasiallinen opetuskieli
englanti

Tarkennukset

Luokittelu
IT and Digitalisation (ENG) Minor Packages

Yksikkö
IT-Tradenomi ICT ja liiketoiminta

Kuvaus

Sisällön valinnaisuus, esitietovaatimukset ja tarjontatiedot

Sisällön valinnaisuus
Kaikki pakollisia

ICB001AS2AE Business Process Management: 5 op

Laajuus (op)
5 - 5

Koulutus
ITBBA Business Information Technology

Vastuuhenkilöt
Ralf Rehn

Opetuskieli
englanti

Osaamistavoitteet

Upon successful completion of the course or possessing equivalent know-how the student

- understands the role of business processes and BPM in the business environment
- is familiar with general business process development principles

- can identify, analyze and design business processes and can use modeling techniques in business analysis and IT-development projects.
- is acquainted with some business processes in integrated systems (ERP)

Sisältö

- BPM best practice principles and process orientation
- BPMN modeling
- analysis team project
- introduction to ERP and RPA
- O2C and P2P in ERP and as BPMN-modeling

Lähtötaso ja sidonnaisuudet muihin opintojaksoihin

This course is part of Business and ICT specialization area in Degree Programme in Business Information Technology.
No prerequisites..

Assessment criteria

Assessment criteria - grade 1

The student

- has a basic knowledge of Business Process Management (BPM) main principles and ideas.
- has some knowledge of business process development principles.
- has some skills in identifying, analyzing and designing business processes.
- has some understanding of modelling techniques in the requirements engineering process.
- is able to present business processes by using modelling techniques.
- has some knowledge of business processes in integrated systems environment

Assessment criteria - grade 3

The student

- has a good knowledge of Business Process Management (BPM) main principles and ideas.
- is familiar with business process development principles.
- has basic skills in identifying, analyzing and designing business processes.
- has a basic understanding of modelling techniques in the requirements engineering process.
- is fluent in presenting business processes by using modelling techniques.
- has a basic knowledge of the business processes in integrated systems environment
- has basic skills in RPA

Assessment criteria - grade 5

The student

- has a very good knowledge of Business Process Management (BPM) main principles and ideas.
- is very familiar with business process development principles.
- has good skills in identifying, analyzing and designing business processes.

- has a very good understanding of modelling techniques in the requirements engineering process.
- is very fluent in presenting business processes by using modelling techniques.
- has a good knowledge of the business processes in integrated systems environment
- has a good basic knowledge of RPA

ICB014AS2AE Business Requirements Management: 5 op

Laajuus (op)

5 - 5

Koulutus

ITBBA Business Information Technology

Vastuuhenkilöt

Pekka Kamaja

Opetuskieli

englanti

Osaamistavoitteet

The course in nutshell:

The overall object of learning of the course is to prepare the student towards the IT- (management) consultant role. Mastering the business requirements management methodology skills and knowledge practiced by organizations aiming at renew their obsolete ICT-solutions or streamline current business processes and related ICT-solution is a highly valued asset. Two archetypes of IT-projects are considered: off-the-shelf or bespoke development.

Upon completion of this course, the student

- is able to apply the terms, the concepts and the life cycle models as well as the process models in practice both within selection of an off-the-shelf solution and in developing an ICT solution for a business organization,
- is able to master the overall process of managing requirements management in aforementioned two circumstances (see previous one) and consider the impact of business-, sourcing- and IT-strategy in elaboration of business requirements.
- understands the interrelations between developing the business and developing information systems, related stakeholders and their involvement in business strategy driven ICT environment,
- is able to analyze the defined business requirements, prioritize them and evaluate how to focus the development resources available in the business organization.

Sisältö

The content of the course is learning the key concepts, frameworks in theory and applying them through the selected case examples. Studying is divided into the following topics:

Domain analysis of a business environment and business needs of an organization.

Learning to define and elaborate with the various types of requirements that are the steps from

the business needs and process modeling towards the business requirements and furthermore to the system requirements, which are, in turn, the descriptions of the ICT-solution and the foundation for the detailed design and implementation, too.

Familiarizing with the cost & benefits analyses and vendor management briefly.

Assessment of challenges of changes as part of business and systems development activities and projects.

Modeling, describing and documenting a solution that meets business requirements for the development of a more precise design and system solution.

Lähtötaso ja sidonnaisuudet muihin opintojaksoihin

This course belongs to Degree Programme in Business Information Technology (ITBBA) and is under ICT and Business. Successful participation requires the basic knowledge of the business driven ICT, so the Introduction to Business Driven ICT (ICB001IT1AE) has to be completed.

There are connections to, for example, Business Process Management (ICB001AS2AE) from ICT and Business as well as Requirements Analysis (SOF002AS2AE) from Software Development, so they are beneficial, but not required. It is also possible to take them after Business Requirements Analysis in order to broaden the knowledge related to requirements analysis from different viewpoints.

Assessment criteria

Assessment criteria - grade 1

The student knows the main concepts and terminology related to the business requirements analysis, and understands and is to some extent able to apply methods for collecting information and analyzing business needs to derive business requirements to support the development of an ICT solution.

Assessment criteria - grade 3

The student knows and is able to use the main concepts and terminology related to the business requirements analysis well, and is able in practice to systematically apply methods for collecting information and analyzing business needs to derive business requirements to support the development of an ICT solution. The student is also able to search related and applicable additional information and use it to support the use of the methods.

Assessment criteria - grade 5

The student knows and is able to use the main concepts and terminology related to the business requirements analysis excellently, and is able in practice to diversely apply methods very well for collecting information and analyzing business needs to derive business requirements to support the development of an ICT solution. The student is also able evaluate the feasibility of different methods and choose the most appropriate for different situations systematically and explain the reasoning behind the choices, In addition, the student is independently able to search related and well applicable additional information and use it to support the use, evaluation and development of the methods.

ICB006AS3AE Selling ICT Solutions: 5 op

Laajuus (op)

5 - 5

Koulutus

ITBBA Business Information Technology

Vastuuhenkilöt

Seppo Karisto

Opetuskieli

englanti

Osaamistavoitteet

- learns the solution sales process through theory and practice
- learns techniques and negotiation skills required at different stages of sales process
- understands the challenges in diverse areas of IT solution sales
- becomes aware about his/her own skill profile and knowing where to learn more
- learn team working skills
- learn different roles through sales process

Sisältö

- Selling and sales organizations
- Customer understanding
- Customer Value creation
- Solution sales process
- Tendering
- Solution Negotiations

The course is run by doing the learning tasks, no exam.

The evaluation also based on the participation in teamwork.

1. Activity on lessons 10%
2. Individual and group assignments 40 % (period 1 or 4)
3. Sales negotiation material, 20 % (period 2 or 5)
4. Selling negotiation process 30 % (period 2 or 5)

Lisätiedot

Working life connections:

The sales cases on the course are based on actual biddings and sales projects and visitor lecture(s).

International dimension:

The course utilizes international sales and marketing material.

Lähtötaso ja sidonnaisuudet muihin opintojaksoihin

Tools in Sales and Service Business (environment), Orientation in ICT and Business, Business Operations

Assessment criteria

Assessment criteria - grade 1

Knowledge:

The student knows in some respects the steps of the solution sales process and the techniques used in the various phases.

Skills:

The student is able to partially exercise various techniques and tools at the various stages of the solution sales process and in group negotiations.

Competence:

The student participates less actively in group working. Low level of contribution on course.

Assessment criteria - grade 3

The student knows the steps of the solution sales process and the techniques used in the various phases.

Skills:

The student is able to exercise various techniques and tools at the various stages of the solution sales process and in group negotiations.

Competence:

The student is actively involved in group working. She/he can work quite independently. Active participation in team work.

Assessment criteria - grade 5

(min. 90 % of the target level met)

Knowledge:

The student knows very well the steps of solution sales processes and the techniques used in the various phases.

Skills:

The student is able to exercise well various techniques and tools at the various stages of the solution sales process and in group negotiations.

Competence:

Extremely active participation in the team's work. Good ability to act independently. Innovativeness, positive attitude and compliance with schedules.

Assessment criteria, approved/failed

Min. 80% assignments submitted and approved

| Tunnus | Nimi | Summa |
|---------------|----------------------------------|--------------|
| ITBUS | ICT and Business | 15 |
| ICB001AS2AE | Business Process Management | 5 |
| ICB014AS2AE | Business Requirements Management | 5 |
| ICB006AS3AE | Selling ICT Solutions | 5 |