

Addendum to the curriculum for the Bachelor's Degree in International Sales and Marketing dated August 25th 2014

Corrections to the list of competencies on page 4:

The current list:

The graduate will be able to:

- stay informed of and identify the need for relevant economic and legal information surrounding international sales assignments
- form part of multidisciplinary teams related to the company's work and be
- able to independently plan and implement assignments related to international sales
- develop, manage and implement sales strategies starting from different complex situations and with the involvement of relevant parties
- enter into work towards the sales performance in a business with independent responsibility at management level
- attain competencies for further education
- develop independence, the ability to co-operate and the ability to create something new
- develop an interest in and ability to actively co-operate in a democratic society.

This is however not the correct translation.

The correct list of competencies:

The graduate will be able to:

- handle and identify the need for relevant financial and legal information regarding international sales tasks
- independently become part of interdisciplinary teams and create a motivating environment in the sales department
- conduct sales meetings focusing on the financial results and human focus areas
- independently handle complex tasks and development-oriented situations in connection with international sales and marketing
- identify his/her own learning needs and structure his/her own learning in various learning environments within international trade and marketing

/Cphbusiness Quality Department, 4th of May 2017