



IDENTIFYING DATA

Final Year Dissertation

Subject	Final Year Dissertation			
Code	V06M101V03208			
Study programme	Máster Universitario en Comercio Internacional - No Presencial			
Descriptors	ECTS Credits	Choose	Year	Quadmester
	6	Mandatory	1st	2nd
Teaching language	Spanish Galician			
Department				
Coordinator	González Crespan, María Araceli García Rosello, Emilio			
Lecturers	García Rosello, Emilio González Crespan, María Araceli			
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General description	The master's final dissertation should demonstrate the students' intellectual maturity and their ability to integrate knowledge, aptitudes and skills. It must meet high standards of quality and accuracy, and it will apply a specific methodology suggested by the tutor that will guarantee the adequate identification of information needs, the choice of information sources, data processing and the presentation of results in the preparation for future professional challenges.			

Training and Learning Results

Code	
A1	Knowledge and understanding that provide a basis or opportunity for originality in developing and / or applying ideas, often in a research context.
A2	That the students can apply their knowledge and their ability to solve problems in new or unfamiliar environments within broader (or multidisciplinary) contexts related to their field of study.
A3	That students are able to integrate knowledge and handle complexity and formulate judgments based on information that was incomplete or limited, include reflecting on social and ethical responsibilities linked to the application of their knowledge and judgments.
A4	Students can communicate their conclusions, and the knowledge and rationale underpinning these, to specialist and non-specialist audiences clearly and unambiguously.
A5	Students must possess the learning skills that enable them to continue studying in a way that will be largely self-directed or autonomous.
B2	Ability to communicate orally and in writing in one's own language about technical concepts.
C23	Planning and implementation of an integrated internationalisation project.
C24	Planning and carrying out an international marketing project.
D1	Ability to understand the meaning and application of the gender perspective in the different fields of knowledge and in professional practice with the aim of achieving a fairer and more egalitarian society.
D2	Ability to communicate orally and in writing in Galician language.
D3	Sustainability and environmental commitment. Equitable, responsible and efficient use of resources.

Expected results from this subject

Expected results from this subject	Training and Learning Results
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Develop a suitable methodology for the diagnosis, the generation of alternatives and the election of options for the internationalization of companies, organisations or projects.	A1 A2 A3 A4 A5 B2 C23 C24 D1 D2 D3
Encourage active decision-taking in a business context. Stimulate entrepreneurship through internationalization projects.	A1 A2 A3 A4 A5 B2 C23 C24 D1 D2 D3
Favour the implication in the generation of internationalization projects or the development of already existing projects.	A1 A2 A3 A4 A5 B2 C23 C24 D1 D2 D3

Contents

Topic

The project will deal with any activity involving internationalization, in particular those implying alliances or the development of cooperation. There are different possible areas, such as the following ones:

- Export/import or commercialization of products or services.
- Acquisition or international sale of technologies or development of international projects that involve actions of R&D consolidation.
- Agreements of distribution and cooperation with international agents.
- Production, distribution, manufacture of products or services abroad.
- Agreements of cooperation between organisations that involve actions at the global or international level.
- Other proposals that involve direct or reverse internationalization.

Not applicable.

Planning

	Class hours	Hours outside the classroom	Total hours
Mentored work	2	20	22
Project based learning	1	96	97
Essay	1	30	31

*The information in the planning table is for guidance only and does not take into account the heterogeneity of the students.

Methodologies

Description

Mentored work	Autonomous work will be supervised by a supervisor assigned from the coordination of the subject. This selection may derive from an agreement between the student and the supervisor or by thematic affinity.
Project based learning	INTRODUCTION: Justification of the Objective [identify] Description of the methodology 1.ANALYSIS And DIAGNOSTIC 1.1 ANALYSES OF The GLOBAL ENVIRONMENT. 1.2 ANALYSES OF The SPECIFIC ENVIRONMENT. 1.3 INTERNAL ANALYSES. 1.4 DIAGNOSTIC. 2. STRATEGIES. 2.1 DEFINITION OF OBJECTIVES. 2.2 STRATEGIES OF INTERNATIONALIZATION. 2.3 SYNTHESIS: PLAN DIRECTOR OF INTERNATIONALIZATION (simple analysis of viability). 3.CONCLUSIONS. Bibliography. Appendices.

Personalized assistance

Methodologies	Description
Project based learning	Common sessions of orientation and individual supervision.
Mentored work	Attention of the supervisor to the work in progress. The coordination of the subject will inform about dates and procedures.

Assessment

	Description	Qualification	Training and Learning Results			
			A1	B2	C23	D1
Mentored work	SUPERVISOR'S REPORT.	30	A1	B2	C23	D1
			A2		C24	D2
			A3			D3
			A4			
			A5			
Project based learning	DEVELOPMENT AND WRITING OF THE DISSERTATION.	40	A1	B2	C23	D1
			A2		C24	D2
			A3			D3
			A4			
			A5			
Essay	FINAL PRESENTATION	30	A1	B2	C23	D1
			A2		C24	D2
			A3			D3
			A4			
			A5			

Other comments on the Evaluation

N.B. Any evidence of plagiarisms will imply a grade of FAIL.

Sources of information

Basic Bibliography

Complementary Bibliography

Recommendations

Other comments

The use of inclusive language is highly recommended for both the dissertation and the presentation.

The TFM may be written in Galician, Spanish or English, in agreement with the supervisor.

For the bibliography, the APA system will be used; incorporating the complete name of the authorship to make visible the number of women and men among authors.