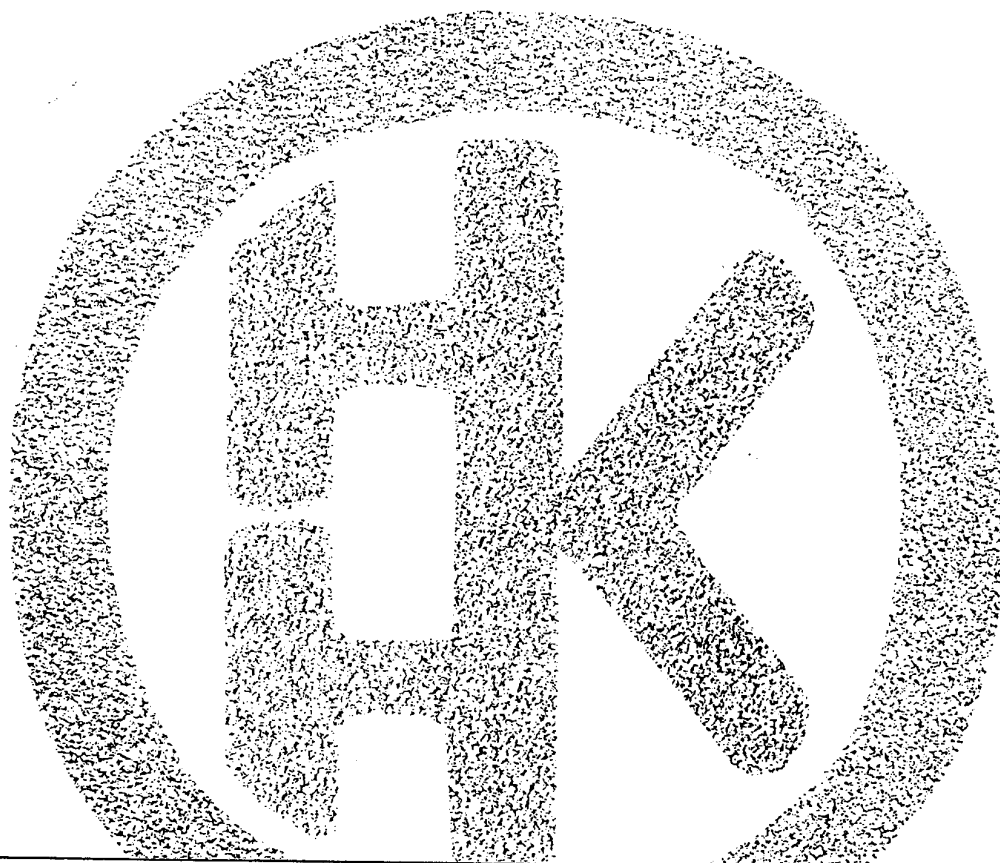

Eksamensbevis

Handelshøjskolen
i København



EKSAMENSBEVIS

HD 1. del

Navn og cpr. nummer: Frank Ove Hansen 17-0585

	Karakter:	Værdi:
ERHVERVSØKONOMI		
Skriftlig opgave (4 timer) (tæller tredobbelt)	-	-
Mundtlig prøve	-	-
NATIONALØKONOMI		
Skriftlig opgave (4 timer) (tæller tredobbelt)	6	18
ERHVERVS- OG SAMFUNDSBESKRIVELSE		
Skriftlig opgave (4 timer) (tæller dobbelt)	8	16
STATISTIK		
Skriftlig opgave (4 timer) (tæller tredobbelt)	-	-
ERHVERVSRET		
Skriftlig opgave (4 timer) (tæller tredobbelt)	6	18
		<u>6,5</u>

Gennemsnit:

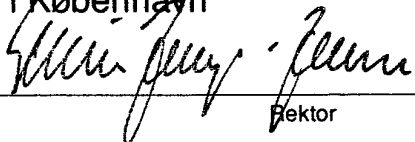
6,5

(Såfremt der ikke er anført karakter ud for et fag, er eksaminanden på grund af en tidligere bestået eksamen fritaget for at aflægge prøve i det pågældende fag.)

Handelshøjskolen i København

Juni 1985

Dato


Rektor


Svend Davidsson

EKSAMENSBEVIS

HD 2. del

Udenrigshandel

Navn og cpr. nummer: ... Frank. Ove. Hansen

	Vægt:	Karakter:
HOVEDOPGAVE I INTERNATIONAL VIRKSOMHEDSØKONOMI		
(En hjemmeopgave, til hvis besvarelse der gives mindst 4 uger)	<u>6.0</u>	<u>5</u>
SKRIFTLIG OPGAVE I INTERNATIONAL VIRKSOMHEDSØKONOMI		
(4 timer) biopgave I . International. virksomhedsøkonomi	<u>3.0</u>	<u>6</u>
SKRIFTLIG OPGAVE I BIFAG (Udenrigshandelsret.....)		
(4 timer) biopgave II	<u>3.0</u>	<u>6</u>
MUNDTLIG PRØVE I INTERNATIONAL VIRKSOMHEDSØKONOMI		
.....	<u>1.0</u>	<u>8</u>
MUNDTLIG PRØVE I BIFAG (Int. Virksomhedsøkonomi)		
.....	<u>1.0</u>	<u>9</u>
MUNDTLIG PRØVE I VALGFRI FAG (Teknologi og		
International konkurrenceevne.....)	<u>1.0</u>	<u>8</u>
SEMINARARBEJDE	<u>3.0</u>	<u>7</u>
(karakteren for seminararbejdet fremkommer således):		
	Vægt	Kar.
Opgavebesvarelse 6. semester	<u>2.0</u>	<u>6</u>
Kritisk indlæg 6. semester	<u>1.0</u>	<u>7</u>
Opgavebesvarelse 7. semester	<u>5.0</u>	<u>7</u>
Kritisk indlæg 7. semester	<u>2.0</u>	<u>8</u>
Gennemsnit:		<u><u>6,5</u></u>
Eksamensresultat:		<u><u>6,5</u></u>

Eksamensresultatet er udregnet som et simpelt gennemsnit af karaktergennemsnit for 1. og 2. del.

Handelshøjskolen i København

Juni 1987

Dato

Rektor

Svend Andersen

THE BACHELOR OF COMMERCE DEGREE (HD)

This degree can be taken after a four-year course of evening lectures with one of the subjects mentioned below as the principal subject. Those who pass the examination held at the end of the course are entitled to place the letters HD after their names (corresponding to the B. Com. Degree of the London School of Economics and Political Science).

COURSE CONTENTS:

Part I

of the HD course of study is an introduction to the following fundamental subjects:

<i>BUSINESS ECONOMICS</i>	gives an outline of the costs and price policy of the firm; national and international marketing; economic control; investment and finance; organization and management.
<i>MACROECONOMICS</i>	comprises macroeconomic theory; in addition, key issues in Danish economic policy are studied.
<i>STATISTICS</i>	gives an outline of theoretical statistics and its practical application.
<i>COMMERCIAL LAW</i>	includes the rules of law relevant to the exercise of business activities with special reference to the prevention of conflicts and intervention.
<i>DESCRIPTIVE ECONOMICS</i>	comprises an empirical description of the structure of economic life and analysis of economic development by means of numerical empirical data based on official statistical publications.

Part II

INTERNATIONAL TRADE

COURSE CONTENTS:

1. INTERNATIONAL BUSINESS ECONOMICS

A) INTERNATIONAL MARKETING

The course is based on the subjects »Internationalization processes« and »Expansion strategies« with special emphasis on aspects of products, distribution and communication. »International market research« deals with information problems, research methods and international marketing information systems. This provides a basis for discussions on the choice of and the respective priorities given to international markets by a firm. »International financing« focuses on requirements and sources of financing and considers the appropriateness of alternative financing. Problems and methods in connection with exchange rate management are of basic importance to this subject. »Special forms of export« is an interdisciplinary subject concerning a number of marketing, financial and organizational problems relative to export cooperation, know-how and project export etc. The subject »Export markets« is concluded by a discussion of planning problems and methods associated with exporting.

B) INTERNATIONAL ESTABLISHMENT

concerns a number of problems relative to the establishment and running of foreign production and distribution companies. Different reasons for, and forms of, establishment are discussed and related to the question of establishment risks and their reduction. Special emphasis is placed on staffing considerations caused by management and market requirements. In addition, various aspects of accounting and taxation connected with Danish firms establishing themselves abroad are considered.

**C) INTERNATIONAL
MANAGEMENT AND
ORGANIZATION
DEVELOPMENT**

examines complex fundamental problems of strategy and management in internationally oriented firms. The question of divisionalization and decentralization is discussed in a dynamic international perspective, primary importance being attached to e.g. long-term financial planning, product and inventory planning and international negotiating strategy.

**2. INTERNATIONAL
ECONOMICS**

The course covers the macroeconomic and international political framework of exporting enterprises as well as enterprises establishing themselves abroad. An important theoretical part of the course concerns the flows of international trade and capital and Denmark's position in the international division of labour; another important aspect is monetary theory and policy with special emphasis on balance of payments and exchange rate problems. In the fields of trade and monetary policy international cooperation and conflicts of interest constitute an important part of the course. Further, the economic development in different types of developing countries and socialist countries is illustrated with reference to perspectives of trade and cooperation for the firms and authorities of industrialized countries.

**3. THE LAW OF INTERNA-
TIONAL TRADE**

The course comprises a more detailed examination than in Part I of the HD course of study, of the Danish law of international sales and an introduction to aspects of contract law. The rules governing agency and product liability in a number of industrialized countries having important trade relations with Denmark are also dealt with. International procedural law, including rules on jurisdiction and commercial arbitration, is studied in some detail. The European communities are an important element in the course: EEC legislation and relations with municipal Danish law are also considered. The EEC rules on monopolies are explained as a point of central interest with special reference to exclusive sales agreements and patent licence agreements.

4. OPTIONAL COURSES

Students are required to select one of the following three optional courses:

**A) ECONOMIC
INTERDEPENDENCE**

deals with the commercial intercourse and the interdependence, economically as well as politically, of industrialized, developing and East block countries.

**B) TECHNOLOGY AND
INTERNATIONAL
COMPETITIVENESS**

considers the interplay of technological development and international competitiveness, both in terms of microeconomics and macroeconomics.

**C) COMPARATIVE
INTERNATIONAL
MANAGEMENT**

deals with the international and cross-cultural management and control problems of multinationals. The comparative aspect is illustrated especially by differences from one firm to another but also by cultural differences

SEMINARS

Each student is required to do written work in the form of two reports and two papers of a critical/constructive nature. The subject areas are often of an interdisciplinary nature. The reports form the basis of intensive teaching in study groups attended by approximately 10 students.

THESIS

The course of study is concluded by a thesis to be prepared over a period of about 8 weeks. The thesis is a major, in-depth analysis of a complex microeconomic problem often related to a specific firm chosen by the student.