Executive Doctorate in Commercial Diplomacy

A higher education program, accredited by Malta Further and Higher Education Authority, at Level "8" of "the Malta Qualifications Framework and the European Qualifications Framework for Lifelong Learning"

This program is addressed to:

- Senior Managers: Individuals who have been managing teams, departments, or even entire organizations;
- C-Level Executives: CEOs, CFOs, CIOs, CMOs, COOs, Head of external relations and Institutional affairs, etc., who are instrumental in decision-making processes within their organizations;
- Entrepreneurs: Founders or co-founders of businesses that have international operations or aspirations;
- Consultants: Senior consultants or partners in consulting firms focusing on international business strategy, trade, law and economics;
- Executives from industries that have significant international exposure such as technology, finance, pharmaceuticals, manufacturing, energy, and others, and who are looking to expand their knowledge in international trade, business diplomacy, and economic policy;
- Professionals from sectors directly related to international trade, imports, exports, and supply chain management;
- Policy makers and decision makers: from governmental or non-governmental organizations both at local, national, regional or international level;
- Diplomats: carrier diplomats from national and international organizations which are keen to deepen their knowledge in commercial diplomacy and/or to better "organize" their knowledge;
- Selected military personnel either wishing to remain in the Services at high level, or wishing to make the transition into civilian life at the appropriate level.

Furthermore, this doctorate is also addressed to those seeking to understand the intricate dynamics of commercial diplomacy to guide their organizations in global ventures, professionals aspiring for roles that require liaison with governmental bodies, international organizations, or overseas business entities, and individuals aiming to contribute to academic research that has practical implications in the world of global business.

Recognition of Prior Learning

In line with innovative and increasingly applied educational policies at European and international level, it is possible for students to request that both qualified work experience gained over the years, as well as the courses and contents they have studied previously *(as long as they are in line with our program),* to be recognized at university level. This process is called "Recognition of Prior Learning" and it will allow the candidate, already in possession of technical and managerial experiences, to obtain a doctor's degree with European value by integrating the training credits deriving from his own experience with managerial skills.

In order to recognize the work experience already accumulated and relevant to the doctor's contents and transform it into academic credits (ECTS), it is necessary to ask GIOYA HEI to open the "Recognition of prior learning" process. This is an official and in-depth process conducted by a commission of experts and academics, which can allow for the recognition of up to a maximum of 50% of the credits necessary to obtain the degree.

Therefore, those who obtain 50% of recognition will have to integrate their knowledge with a year of course and the thesis.

Who can apply?

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How will the course unfold?

1. The current edition of this course will be held in English and entirely online
2. Attendance of the lessons is not compulsory
3. Most of the lessons will be asynchronous and therefore can be viewed at will, and some lessons and seminars will instead take place synchronized encouraging interaction with the teacher or speaker.
4. The duration of the program is 3 years.

Registrations for the Executive Doctorate Program are now opened

GIOYA HEI has opened the possibility for those interested in the Executive Doctorate in Commercial Diplomacy program to enroll in the course. For those interested, we kindly ask you to email us at info@gioya.edu.mt so we can provide you with all the steps needed to apply for the program.

Entry Requirements

Master's Degree: MQF Level 7 qualification (or its equivalent) is desirable to ensure they possess the foundational academic, professional and research skills necessary for doctoral studies. In case the applicant, is not holding an MQF level 7 qualification, an interview process could be used to determine whether entry without a master's degree can be relaxed as a contextual entry.

A pre-doctorate course that provides contextual candidates with the necessary academic and research skills for Level 8 study might be applied if requested by the interview panel.

Professional Experience: the candidates should have a significant amount of relevant work experience (between 4 to 20 years) at a managerial or executive level. The APEL candidates will be considered.

A clear outline of the prospective student's intended research or area of study to showcase the candidate's ability to identify significant research questions and offer preliminary insights into the methods and frameworks they might use.

A personal statement submitted by applicants is required at the moment of the application.

A personal interview may be required to further assess the candidate's suitability, motivation, research interests, and alignment with the program's objectives.

It is desirable on whether the candidate is part of an organization, to receive from his/her entity evidence of the support received, when applicable. This is not applicable for individual candidates.

Language Proficiency: Level of English requested is C1. The level of English for non-native speakers can be assessed by an independent commission composed by language experts or, alternatively, can be proved with independent English evaluations (e.g. IELTS, TOEFL, CAMBRIDGE, etc). Students from countries where English is an official language or those who have completed prior degrees taught entirely in English are exempted from these requirements.

Course Details

Program Length:

- Full time: 3 years
- Part-time: 5 years

Target Audience

- Ages: 31–65

Type of course

- Qualification

Language of instruction:

- English

Credits needed to earn the Doctor's degree:

- NA

Delivery:

- Fully online learning
- Contact Hours delivered online: 100%

Career Perspective

The students of the doctorate program may be employed in a wide variety of occupations, including but not limited to:

1. **International Trade Negotiator**:
    - Skills: Mastery in trade laws, multilateral negotiations, economic policy understanding, and international relations.
2. **Global Business Strategist**:
    - Skills: Expertise in formulating and implementing business strategies across different countries and cultures.
3. **Diplomat or Attaché**:
    - Skills: Proficiency in fostering business relationships between countries, understanding trade agreements, and promoting business interests abroad.
4. **International Business Consultant**:
    - Skills: Problem-solving in global business contexts, analyzing international markets, and advising firms on global expansions.
5. **Director of International and Institutional Relations for Corporations**:
    - Skills: Building and maintaining relationships with international stakeholders, understanding global business environments, and ensuring alignment with global regulations.
6. **International Trade Policy Maker**:
    - Skills: Drafting, analysing, and implementing policies related to international trade, tariffs, and business relations.
7. **Policy and decision Makers**
8. **Company Executives**

Teaching and Assessment

1. Teaching methods

GIOYA HEI pedagogical framework is meticulously designed for complete online delivery, ensuring a robust and interactive learning experience tailored to the needs of executive learners in order to support a dynamic virtual environment that facilitates intellectual growth, applied knowledge, and collaborative learning.

The UN University of Peace will be in charge of delivering the following:

1. **Interactive Online Workshops**: Core to the first year are the virtual interactive workshops that:
    - Stimulate engagement through digital case studies, online simulations, and virtual role- playing;
    - Encourage peer learning within a digital landscape, enabling participants to draw from

diverse global experiences;

- Utilize online breakout rooms for group discussions, which promote a collaborative learning space.

GIOYA HEI will be delivering and awarding the following:

1. **Self-Directed Online Learning**: Self-study, under the guidance of esteemed professors, is facilitated through:

- A rich selection of e-readings, educational videos, and interactive content to suit varied learning styles.
- A comprehensive *LMS that provides personalized learning paths and facilitates communication*
  with educators.

2. **Dedicated Virtual Faculty Supervision**: Faculty supervision in the virtual realm provides:

- Consistent e-feedback to deepen understanding and enhance application skills.
- Virtual office hours and web conferencing for personalized support and academic advising.
- Online reflective practices, such as e-journals or discussion boards, to integrate professional experience with scholarly inquiry.

Supervisors will be requested to have 2 sessions per month with students for a minimum of 2 hours in total and to remain available in case of urgent requests.

Assessment

Mid-Term formative assessment

A formative assessment will take place after 2 years from the beginning of the Doctorate. This assessment, is conceived to evaluate whether the candidate is eligible to proceed towards the final stadium of the doctorate. This assessment does not provide any award.

Final Thesis Assessment Procedure

The culmination of the Doctorate in Commercial Diplomacy is the presentation and defence of the doctoral thesis, which represents a significant original contribution to the field. In alignment with the standards set by the MFHEA, the following online assessment procedure will be implemented:

1. Thesis Submission:

- Candidates will submit their thesis electronically via the designated online platform, where it will be checked for adherence to submission guidelines and academic integrity, including plagiarism checks.

2. Preliminary Review:

- Initially, the thesis will be assessed by the candidate's supervisory team to ensure it is ready for defence. Feedback will be provided, and any required amendments must be addressed before proceeding to the external examination.

3. Appointment of Examiners:

- A panel of external examiners, including at least one international expert in the field, will be appointed. These examiners will be responsible for evaluating the thesis independently.

4. Online Viva Voce (Defence):

- The candidate will defend their thesis in an online viva voce examination. This live assessment will be conducted via a secure video conferencing platform.
- The defence will involve a presentation by the candidate, followed by a series of questions from the panel of examiners.

5. Assessment Criteria:

- The thesis will be assessed based on criteria such as originality, critical analysis, methodological rigor, the relevance of findings to the field, and the quality of presentation and argumentation.
- The defence will evaluate the candidate's ability to articulate their research, respond to critical feedback, and demonstrate an in-depth understanding of the subject area.

6. Examiner Reports:

- Each examiner will submit a detailed report, including a recommendation for the thesis outcome. Possible outcomes may include pass, pass with minor corrections, resubmission with major corrections, or fail.

7. Final Decision:

- The final decision on the thesis will be made by a board or committee designated by the HEI, considering the examiners' reports and the candidate's performance in the defence.
- Possible outcomes may include pass, pass with minor corrections, resubmission with major corrections, or fail.

8. Thesis Corrections:

- If corrections are required, candidates will be given a clear set of expectations and a timeline for completing them. The revised thesis will be reviewed to ensure all necessary corrections have been satisfactorily addressed.

9. Awarding the Degree:

- Upon successful completion of the defence and any required corrections, the degree will be officially conferred.

10. Archiving and Access:

- The final, corrected version of the thesis will be archived digitally in the institution's repository, with provisions for public access as appropriate.

2. Grading

The grading scheme includes only: pass, pass with minor corrections, resubmission with major corrections, or fail.

This process ensures that the assessment of the doctoral thesis is transparent and fair. All stages of the assessment, from submission to defence, and final approval, are designed to be rigorous, thorough, and adapted to the online delivery format of the program.

Study Plan

Following the selection of the doctoral thesis, which is made within the first three months by the students and their appointed supervisor, the first year of study will include six online workshops to support students' first year engagement with their doctoral research. These workshops will primarily focus on three key areas: research methods, geopolitical trends, and conflict resolution and negotiations. They will employ interactive learning methods, with the initial workshop primarily addressing research methodology and scheduled within the first three months.

The online six-workshop planned will last 2 hours each.

Given that this is an executive joint doctorate program, the six workshops, as well as any references related to point 4 of the "Overall Program Description" ("the role of commercial trading in conflict resolution"), will be conducted by the UN University of Peace, while GIOYA HEI will focus on the other aspects (Please see the "General Pedagogical methods used for this program" for details).

An indicative balance between text-based study and action-oriented research is set at 30% for the former and 70% for the latter. No exit points are being considered for this doctorate.

Core Topics:

1. **Multilateral and Multipolar Economic and Business Relations**:
    - Grasp the intricate dynamics of global power structures and alliances;
    - Decode diplomatic strategies in the context of economic interests.

2. **Sustainable Approach to International Business**:
    - Integrate sustainable practices in global trade, focusing on responsible investments and environmental considerations;
    - Understand the business opportunities derived from sustainability initiatives.

3. **Interdisciplinary Approaches to Legal Aspects in International Trade**: In the realm of commercial diplomacy, a nuanced understanding of legal aspects is indispensable. This involves a multidisciplinary approach that harmonizes various fields, including international law, trade regulations, economics, and intellectual property rights. Here's a more detailed breakdown:

    - *International Trade Law Expertise:* Diplomats and legal experts engaged in commercial diplomacy must possess a deep knowledge of international trade law, encompassing conventions such as the WTO agreements, regional trade pacts, and bilateral trade agreements. They need to navigate the intricacies of these agreements to promote the interests of their respective nations while respecting global trade norms.

- *Arbitration and Dispute Resolution:* Commercial disputes are an inevitable part of international trade. Interdisciplinary legal approaches involve a strategic use of arbitration and alternative dispute resolution mechanisms to settle conflicts efficiently and fairly. Executives must work in tandem with legal experts to choose the most suitable dispute resolution method and ensure compliance with international standards.

- *Intellectual Property Protection:* Intellectual property is a critical component of international business. This may involve negotiating IP provisions in trade agreements and advocating for stronger IP protection abroad to safeguard their interests

4. **Role of New Technology in Commercial Diplomacy**:
   - Stay ahead of the curve by understanding how emerging technologies impact trade and diplomacy;
   - Adapt strategies to harness technological innovations.

5. **Financial Instruments for International Commercial Diplomacy**:
   - Navigate the financial mechanisms underpinning international trade, from export financing to investment incentives.
6. **Role of Commercial Trading in Conflict Resolution**:
   - Overview of conflict analysis, UN and other key elements of UPEACE mandate;
   - Learn how commercial diplomacy fosters economic interdependence, acting as a peace- making tool;
   - Understand its role in rebuilding conflict zones, marrying economic objectives with peace initiatives.

7. **Cultural and Social Dynamics in International Business**:
   - Embrace cultural nuances, adapting strategies based on language, etiquette, and local customs;
   - Build business relationships anchored in mutual respect and trust.

8. **Sustainable Development Goals in Commercial Diplomacy, Climate Action and Long-Term Strategy**

   This module integrates the United Nations Sustainable Development Goals (SDGs) into the fabric of commercial diplomacy, assessing the role of business and economic policy in promoting sustainable development globally. Furthermore, this critical module addresses the imperatives of climate action and long-term strategic thinking within the scope of commercial diplomacy. It underscores the existential threat posed by climate change and the essential need for climate literacy in shaping diplomatic and business strategies. The course is designed to challenge short- term perspectives that have historically driven politics and business, advocating instead for long- range planning and sustainable practices that ensure the survival and prosperity of global societies.

Learning Outcomes

Knowledge-Upon completion of the program, graduates will be able to:

- Demonstrate an advanced understanding of the economic, legal, and political landscapes of international trade and diplomacy, recognizing the implications of multilateral and multipolar relations on global business;
- Critically analyze and apply concepts of sustainability in international business, integrating environmental stewardship and social responsibility into commercial strategies and diplomatic negotiations;
- Exhibit mastery of interdisciplinary legal frameworks, showing expertise in international trade law, arbitration processes, and intellectual property rights to construct robust agreements and resolve disputes;
- Assess the impact of emerging technologies on international business and diplomacy, employing tools such as blockchain, AI, and data analytics to innovate and streamline trade processes;
- Evaluate and utilize a range of financial instruments to support international trade and investment, understanding their role in facilitating commerce and managing risks;
- Apply commercial strategies to conflict resolution, leveraging economic cooperation for peacemaking and recognizing the role of commercial diplomacy in post-conflict economic rebuilding;
- Integrate cultural and social intelligence into business practices, displaying sensitivity and adaptability to diverse social dynamics, and using cultural understanding to enhance negotiation and relationship- building in a global context.

Skills- Upon completion of the doctorate program in Commercial Diplomacy, the learning outcomes concerning skills would be:

1. Strategic Analysis and Decision-Making:
    - Analyse complex international business scenarios and make strategic decisions that demonstrate a deep understanding of commercial diplomacy and global market dynamics.
2. Advanced Research and Analytical Skills:
    - Conduct high-level, original research using interdisciplinary approaches to generate new insights into commercial diplomacy practices.
3. Negotiation and Conflict Resolution:
    - Utilize advanced negotiation techniques and conflict resolution strategies to effectively manage and resolve disputes in international trade settings.
4. Leadership and Management Competencies:
    - Exhibit leadership skills that reflect an understanding of commercial diplomacy, guiding organizations through the complexities of international business relations and trade policies.
5. Effective Communication:

- Communicate complex ideas effectively to a variety of stakeholders, including business leaders, policymakers, and diplomats, using appropriate diplomatic language and protocols.

6. Policy Development and Implementation:
    - Develop and implement policies and strategies that promote economic growth, sustainable practices, and ethical international business transactions.
7. Technological Proficiency:
    - Apply new technologies strategically in international trade and diplomacy to enhance efficiency, transparency, and security.
8. Cultural Competency and Social Intelligence:
    - Apply cultural intelligence to manage and lead diverse teams, to negotiate in cross-cultural environments, and to foster inclusive trade practices.
9. Financial Acumen:
    - Utilize financial instruments and techniques to support international commerce, manage trade risks, and enhance economic diplomacy initiatives.
10. Interpersonal and Relationship-Building Skills:
    - Build and maintain strong relationships with a network of international contacts, demonstrating trustworthiness and cultural sensitivity.