

## The list of academic disciplines of the university component

**6B04 - Business, Administration and Law**  
(Code and classification of the field of education)

**6B041 - Business and administration**  
(Code and classification of the direction of training)

**0410**  
(Code in the International Standard Classification of Education)

**B044 - Management and administration**  
(Code and classification of the educational program group)

**6B04106 - Management / Business Administration**  
(Code and name of the educational program)

**bachelor**  
(Level of preparation)

**set of 2023**

**Developed**

Academic committee of the OP  
Head of JSC Tlemisov U.B.  
Manager OP Kuzmina L.V.

**Reviewed**

At the meeting of the Commission on Quality Assurance of the Faculty of Humanities and Economics  
Recommended for approval by the Academic Council of the University  
Protocol No. 4a "05" 04. 2023  
Chairman of the Commission Abisheva Sh.Sh.

Approved at the meeting of the Academic Council of the University Protocol No. 8 "25" April 2023.

**Approved**

at the meeting of the Academic Council of the University  
Protocol No. 1 "01" of September 2023  
Chairman of the Academic Council of the University Orynbekov D.R.

## Bases of economics, law and ecological knowledge

Discipline cycle	General educational disciplines
Course	1
Credits count	5
Knowledge control form	Examination

### Short description of discipline

*The integrated discipline includes the main issues and principles in the field of fundamentals of law and anti-corruption culture, economics, entrepreneurship and leadership, ecology and life safety. Features of the use of regulatory legal acts, the ability to use the business, ethical, social, economic, entrepreneurial and environmental standards of society. Specifics of environmental-legal, economic, entrepreneurial relations, leadership qualities and principles of combating corruption.*

### Purpose of studying of the discipline

*It consists in studying the basic patterns of the functioning of living organisms, the biosphere as a whole and the mechanisms of their sustainable development under the conditions of anthropogenic impact and emergency situations; in understanding the concept of corruption, the legitimacy of the fight against it, the content of the state penal policy; in the formation of students' basic fundamental stable knowledge on the basics of economic theory, in instilling the skills and abilities of economic thinking; in introducing students to the theory and practice of entrepreneurship, to the basics of creating their own business; in the formation of theoretical knowledge and practical skills for the development and improvement of leadership qualities.*

### Learning Outcomes

*ON1 To demonstrate socio-cultural, economic, legal, environmental knowledge, communication skills, to apply information technologies, taking into account current trends in the development of society.*

### Learning outcomes by discipline

- analyzes the issues of safety and conservation of the natural environment as the most important priorities of life;
- demonstrates knowledge of the fundamentals of nature management and sustainable development, assesses the impact of man-made systems on the environment;
- shows knowledge of the main regulatory legal acts of the Republic of Kazakhstan, their understanding and application;
- shows knowledge of the patterns of development of economic processes, clearly formulates his own position, finds and clearly sets out arguments in its defense;
- is able to characterize the types of entrepreneurial activity and the entrepreneurial environment, draw up a business plan, create an entrepreneurial structure and organize its activities;
- knows the fundamental provisions about the role of leadership in managing large and small social groups.

### Prerequisites

*School course*

### Postrequisites

*Basic and profile disciplines of the EP*

## Korean I

Discipline cycle	Basic disciplines
Course	1
Credits count	6
Knowledge control form	Examination

### Short description of discipline

*The course is designed to form students' communicative competencies in the Korean language. The course is divided into 4 levels. "Korean 1" is aimed at getting acquainted with the main phonological, morphological and syntactic characteristics of the Korean language. An introductory phonetic course is conducted and articulatory properties and intonation are studied. Students receive information about the alphabet, learn the basics of alpha-syllabic writing and core vocabulary.*

### Purpose of studying of the discipline

*The purpose of this course is to master and consolidate knowledge and competencies in the field of modern Korean language - standard phonetics, graphics, grammar and vocabulary to the extent provided for in this program.*

### Learning Outcomes

*ON2 To demonstrate competencies in the field of business (professional) communication in a multilingual environment, as well as to have a look at the general culture of the world.*

### Learning outcomes by discipline

- Knows the standard pronunciation and rhythm of speech and applies them for everyday communication.
- Has hieroglyphic writing skills, to the extent determined by the program material.
- Knows vocabulary in the amount determined by the material in the advanced level textbook.
- Possesses sociocultural and geographical information, allowing confident orientation in various texts and communicative situations, within the scope of this course.
- Knows the phonetic and lexical-grammatical structure of the Korean language.
- Has grammatical skills to understand language materials about everyday and professional life; Conversation and dialogue skills in Korean to the extent provided for by this program are used by adequate socio-cultural models of communication in typical situations.

### Prerequisites

*School course*

### Postrequisites

*Korean II*

## Principles of Marketing

Discipline cycle	Basic disciplines
Course	1

Credits count	5
Knowledge control form	Examination

### Short description of discipline

The course will introduce students to the basic functions of marketing. Issues of ensuring the value of goods / services to meet the wishes of consumers are considered; target markets and the decision-making process for selecting the appropriate products to serve those markets. The subject of the course gives the main strategies for promoting, placing and pricing goods / services. Upon completion of the course, students will be able to apply the principles of marketing to product development and sales.

### Purpose of studying of the discipline

Getting students a general idea of the basic principles of marketing

### Learning Outcomes

ON 7 To have competence in the organization and management of business processes at its functional level.

ON 8 To have competencies in the field of assessing the market opportunities of a company and mastering market niches.

### Learning outcomes by discipline

- participates in the development of the marketing strategy of organizations, plans and implements activities aimed at its implementation;
- analyzes the behavior of consumers of economic goods and the formation of demand;
- uses in the practical activities of organizations information obtained as a result of marketing research and a comparative analysis of effective management

### Prerequisites

School course

### Postrequisites

Principles of E-Business Brand Management Office Management Commodity research and examination of goods

## Principles of business administration

Discipline cycle	Basic disciplines
Course	1
Credits count	5
Knowledge control form	Examination

### Short description of discipline

The course provides students with knowledge and skills in the field of business management, which allows them to make effective management decisions in their professional activities. Business administrative services include business management in organizations, organizational relations in the business activity system, business organization, forms of power and leadership style, information base in business management, office work, personnel policy, conflicts in management, its management.

### Purpose of studying of the discipline

Learning the basic concepts of planning, directing, organizing and controlling enterprises

### Learning Outcomes

ON 7 To have competence in the organization and management of business processes at its functional level.

### Learning outcomes by discipline

1. Knows the theoretical and methodological foundations of administrative and managerial activities.
2. Knows the methods and techniques of business administration; modern concepts and leadership styles in organizations; is able to carry out work on motivating the work activity of staff, planning and organizing managerial work.
3. Able to make effective administrative decisions in professional activities, develop and implement management strategies, adequately evaluate the results of the team's work.

### Prerequisites

School course

### Postrequisites

Global Strategic Management Advertising Industrial Management International Business Administration Legal regulation of commercial activities Fundamentals of public-private partnership

## Statistics

Discipline cycle	Basic disciplines
Course	1
Credits count	5
Knowledge control form	Examination

### Short description of discipline

The course will introduce students to the basic concepts and methods of probability theory and statistics. It provides an overview of the main probability distributions: the binomial distribution, the normal distribution, and the sampling distribution. This will help students become familiar with statistical methodologies for analyzing quantitative and qualitative data, such as interval estimation, hypothesis testing, regression analysis, categorical data analysis, and analysis of variance, which can be used to solve real-world statistical problems.

### Purpose of studying of the discipline

Mastering the competencies necessary for training personnel who possess a modern methodology for collecting, processing, and summarizing statistical information

### Learning Outcomes

ON 4 To possess skills of economic and financial analysis. Competencies developed to implement the financial accounting principles such as bookkeeping, final accounts, and ratio analysis in the business processes.

### Learning outcomes by discipline

- applies statistical methods to identify patterns and dependencies in the phenomena being studied;
- applies statistical methods to assess the effectiveness of implemented recommendations, decisions made, incl. managerial

## Prerequisites

School course

## Postrequisites

Basic and profile disciplines of the EP Microeconomics Macroeconomics

## Economic Theory

Discipline cycle	Basic disciplines
Course	1
Credits count	5
Knowledge control form	Examination

### Short description of discipline

The course examines the stages of the formation of economic thought both in the pre-industrial world and during the formation of the industrial world in Western countries. The process of development of economic thought in the industrial world is traced. Information about the current state of economic thought is given. Students will learn to understand the goals of the economic behavior of households and enterprises, their economic relationships in the market, and the coordination of their interaction through market pricing mechanisms.

### Purpose of studying of the discipline

Understanding the goals of economic behavior of households and firms, their economic relationships in the market, coordination of their interactions through the market mechanism, pricing

### Learning Outcomes

ON 3 To have competencies in economic and financial trends.

ON 4 To possess skills of economic and financial analysis. Competencies developed to implement the financial accounting principles such as bookkeeping, final accounts, and ratio analysis in the business processes.

### Learning outcomes by discipline

- knows the existing interdisciplinary connections and the possibilities of using economic tools in conducting research at the intersection of sciences;
- knows the main approaches to optimization of management systems at the micro-, meso- and macroeconomic levels;
- applies various methods and tools when conducting research in certain areas of economic science;
- compares the achievements of modern economic thought with the realities of economic practice;
- owns the methods of applied economic research.

## Prerequisites

School course

## Postrequisites

Microeconomics Principles of Finance Macroeconomics

## Korean II

Discipline cycle	Basic disciplines
Course	1
Credits count	6
Knowledge control form	Examination

### Short description of discipline

Students learn to create sentences using an 800-word vocabulary and basic grammar structures. Topics are the phrase structure and the choice of lexical units; Chinese and European borrowings; polite formal style. By the end of the first year, students complete A1 (survival level) of the "Common European Framework of Reference for Languages" or Level 1 of 6 of the TOPIK Korean National Exam.

### Purpose of studying of the discipline

Acquisition of knowledge and competencies in the field of the modern Korean language - phonetics, normative grammar and vocabulary in the amount provided for by this program.

### Learning Outcomes

ON2 To demonstrate competencies in the field of business (professional) communication in a multilingual environment, as well as to have a look at the general culture of the world.

### Learning outcomes by discipline

- make sentences using a dictionary of 800 words and basic grammatical structures;
- use Chinese and European borrowings;
- use a polite formal style.

## Prerequisites

Korean I

## Postrequisites

Korean III

## Personality Development and Social Skills

Discipline cycle	Basic disciplines
Course	1
Credits count	5
Knowledge control form	Examination

### Short description of discipline

This course helps students develop and improve communication skills in society, effectively use knowledge of the English language, and conduct business correspondence. Students will master the art of presentation, develop leadership skills, master time management. Develop group discussion and interview skills. Studying the course provides students with support in career planning, in writing resumes and in communicating with job counselors.

## **Purpose of studying of the discipline**

*Acquisition of teamwork skills, tolerant perception of social, cultural and personal differences*

### **Learning Outcomes**

*ON 6 To carry out business communications on the basis of modern technologies.*

### **Learning outcomes by discipline**

- 1. Knows the theoretical foundations of communicative competence, the basics of the development of personal growth and effective communication in a team, the development of emotional intelligence and Soft skills.*
- 2. Knows how to apply techniques and techniques for establishing trusting contact, overcoming communication barriers, and using various channels to transmit information in the process of communication and doing business.*
- 3. Possesses the skills of organizing teamwork, interpersonal communication, motivation, management decision-making, and leadership qualities.*

### **Prerequisites**

*School course*

### **Postrequisites**

*Human Resource Development Psychology of activity and work Methods of psychological research*

## **Human resource management**

Discipline cycle	Basic disciplines
Course	1
Credits count	5
Knowledge control form	Examination

### **Short description of discipline**

*The course is a key component of the efficiency, competitiveness and sustainable activities of an organization of any form of ownership. as it affects the recruitment and training of personnel, the system of evaluation and motivation. Particular attention is paid to the role of managers in the development of effective and efficient methods of management and development of human resources, which is one of the most important strategic goals of the organization.*

### **Purpose of studying of the discipline**

*The study of the theoretical foundations, methods and forms of human resource management of the organization; training in effective technologies in the field of human resource management; development of students` practical skills in analyzing new approaches to improving the organization`s human resource management*

### **Learning Outcomes**

- ON 5 To implement HR-administration (human resources management) based on modern technologies.*
- ON 7 To have competence in the organization and management of business processes at its functional level.*
- ON 10 To demonstrate competencies in the field of systems thinking and integrated problem solving.*

### **Learning outcomes by discipline**

- 1. Knows the organization and content of economic and managerial work at an enterprise, its goals, objectives and functions.*
- 2. Able to identify social, political, economic patterns and trends.*
- 3. Demonstrates the ability to apply quantitative and qualitative methods of analysis in assessing conditions. economic environment of companies` activities.*

### **Prerequisites**

*Multicultural Studies*

### **Postrequisites**

*Human Resource Development Psychology of activity and work Methods of psychological research*

## **Educational practice**

Discipline cycle	Basic disciplines
Course	1
Credits count	2
Knowledge control form	Total mark on practice

### **Short description of discipline**

*The student gets acquainted with the organization and activities of the enterprise according to the profile of the educational program and gets a primary idea of the field of future professional activity. In the course of passing of educational practice theoretical knowledge is fixed and go deep, ideas of the importance of the future profession, ability on the basis of the description and the analysis of the economic processes which are carried out at the enterprises of the region and in general on RK are formed.*

### **Purpose of studying of the discipline**

*Consolidation and concretization of the results of theoretical training, familiarization of students with the nature and features of their future educational program, the acquisition by students of primary skills and skills of practical work in the chosen educational program, preparation for the conscious study of general professional and special disciplines*

### **Learning Outcomes**

*ON 3 To have competencies in economic and financial trends.*

### **Learning outcomes by discipline**

*Knows:*

- 1. Students know the main goals and objectives of educational practice, as well as its place and significance in the educational process.*
- 2. They are familiar with the rules and requirements governing the conduct of training, including operating standards and codes of conduct at the training site.*
- 3. Knowledge of the basic methods and tools used within a specific educational practice.*

*Can:*

- 1. Students are able to apply the knowledge and skills acquired in their studies in practice, perform specific tasks and functions related to their specialty.*
- 2. They are able to adapt to the work environment at the place of practice, interact with colleagues and management, and perform their*

duties in accordance with the requirements of the organization.

3. The ability to solve practical problems related to specific activities at the place of practice.

Owns:

1. Students have the skills of self-organization, time and resource management in the process of educational practice.

2. They have communication and collaboration skills, the ability to resolve conflicts, and adapt to different work situations.

3. Students are able to reflect on their educational experience, analyze their achievements and the lessons they learned from this experience.

### **Prerequisites**

Basic and profile disciplines of the EP

### **Postrequisites**

Basic and profile disciplines of the EP

## **Korean III**

Discipline cycle Basic disciplines

Course 2

Credits count 6

Knowledge control form Examination

### **Short description of discipline**

In this discipline, students master a certain array of vocabulary (1500-2000 words), common speech turns and idiomatic expressions of the language, which are typical for monologue and dialogic written and oral speech. Most of the situations that arise during your stay on the Korean Peninsula (bank, market, post office, etc.) are considered. Students master the skills of telling about their intentions and dreams, assessing events, and briefly substantiating their views.

### **Purpose of studying of the discipline**

Acquisition of knowledge and competencies in the field of the modern Korean language - phonetics, normative grammar and vocabulary in the amount provided for by this program.

### **Learning Outcomes**

ON2 To demonstrate competencies in the field of business (professional) communication in a multilingual environment, as well as to have a look at the general culture of the world.

### **Learning outcomes by discipline**

1) Demonstrates the ability and willingness to conduct intercultural dialogue in the Korean language.

2) Demonstrates knowledge of grammar, vocabulary and extralinguistic features of the Korean language.

3) Reads and can write formal and informal letters, observing the necessary rules of politeness.

### **Prerequisites**

Korean II

### **Postrequisites**

Korean IV

## **Microeconomics**

Discipline cycle Basic disciplines

Course 2

Credits count 5

Knowledge control form Examination

### **Short description of discipline**

The course of microeconomics provides students with information about the rational behavior of subjects of market relations - households and organizations - in conditions of limited resources. Students will learn to understand the goals of the economic behavior of households and organizations, their economic relationships in the market, the coordination of their interaction using market mechanisms, the essence of pricing. In addition, the course examines the basics of consumer behavior, analyzes the decision-making process by the consumer.

### **Purpose of studying of the discipline**

Development of a culture of economic thinking, as well as generalization and analysis skills.

### **Learning Outcomes**

ON 8 To have competencies in the field of assessing the market opportunities of a company and mastering market niches.

ON 9 To be able to navigate the strategic values and growth factors of the company.

### **Learning outcomes by discipline**

1. Экономикалық жүйелердің қызмет етуінің теориялық негіздерін, микроэкономикалық қатынастардың заңдылықтарын және тәуелділіктер.

2. Микроэкономикалық білімді әр түрлі қызмет салаларында қолдана алады.

3. Микроэкономикалық талдау үшін мәліметтерді жинау және өңдеудің заманауи әдістерін меңгеру.

### **Prerequisites**

Statistics Economic Theory

### **Postrequisites**

Macroeconomics

## **Principles of E-Business**

Discipline cycle Basic disciplines

Course 2

Credits count 5

Knowledge control form Examination

### **Short description of discipline**

The course introduces the basics and infrastructure of e-business to familiarize students with the development of relevant new technologies. The course gives the main differences between e-business and traditional business in terms of business processes and activities, and the possibility of developing business strategies with e-business. Topics also include basic knowledge of Internet business models, e-commerce infrastructure, e-procurement and e-marketing.

### **Purpose of studying of the discipline**

*Studying the theoretical foundations of e-commerce*

### **Learning Outcomes**

*ON 6 To carry out business communications on the basis of modern technologies.*

### **Learning outcomes by discipline**

1. Knows what key areas does e-business include, blockchain technologies in the functioning of e-commerce, methods of using artificial intelligence in the development of e-business, the main tools for analyzing "big" data, the experience of international organizations of companies in the field of e-commerce, the specifics of legal regulation of the e-commerce sector and types of variables and types of data.

2. Can work with databases in relation to the field of e-commerce, process data using the Python program (Jupyter Notebook), create business models for the development of electronic business, make effective decisions to optimize business processes in the field of e-commerce.

3. Possesses data analysis skills in the field of e-commerce, skills in using blockchain technology and artificial intelligence in electronic business, skills in conducting the initial release of digital assets (ICO).

### **Prerequisites**

*Principles of Marketing*

### **Postrequisites**

*Business Information Management Commercial marketing Management expertise Business Software*

## **Principles of Finance**

Discipline cycle	Basic disciplines
Course	2
Credits count	5
Knowledge control form	Examination

### **Short description of discipline**

*The course examines in detail the role of finance in social reproduction, the financial system and the principles of its organization, financial policy and financial mechanisms. The topics of the course describe the finances of business entities that form the basis of the economy of society as a sphere of the financial system and how to organize it, as well as highlight the topics of public finance, the organization of the tax system, public credit and public debt.*

### **Purpose of studying of the discipline**

*To give an idea of the theoretical aspects of finance and credit, the basics of the functioning of the monetary, financial and tax systems*

### **Learning Outcomes**

*ON 3 To have competencies in economic and financial trends.*

*ON 4 To possess skills of economic and financial analysis. Competencies developed to implement the financial accounting principles such as bookkeeping, final accounts, and ratio analysis in the business processes.*

### **Learning outcomes by discipline**

1. Acquire the necessary knowledge in the field of public finance, revenues, expenditures, the state budget, financial control.

2. Know the structure of the financial system in Kazakhstan and its difference from other countries;

3. Master the basic terms and concepts of finance and practical skills in the discipline necessary for financial professionals.

### **Prerequisites**

*Economic Theory*

### **Postrequisites**

*Principles of Accounting*

## **Korean IV**

Discipline cycle	Basic disciplines
Course	2
Credits count	6
Knowledge control form	Examination

### **Short description of discipline**

*The discipline prepares students for studying in South Korea. In addition to intensive language training, information about the culture, history and current situation of South Korea is provided through multimedia.*

*By the end of the second year, students on average complete A2 level (pre-threshold level) of the "Common European Framework of Reference for Languages" or Level 2 of 6 of the TOPIK Korean National Exam.*

### **Purpose of studying of the discipline**

*Acquisition of knowledge and competencies in the field of the modern Korean language - phonetics, normative grammar and vocabulary in the amount provided for by this program.*

### **Learning Outcomes**

*ON2 To demonstrate competencies in the field of business (professional) communication in a multilingual environment, as well as to have a look at the general culture of the world.*

### **Learning outcomes by discipline**

### **Prerequisites**

*Korean III*

### **Postrequisites**

*Basic and profile disciplines of the EP*



## Principles of Accounting

Discipline cycle	Basic disciplines
Course	2
Credits count	5
Knowledge control form	Examination

### Short description of discipline

*This course is an introduction to the methods and principles used by accountants in measuring, processing, evaluating and communicating information about the financial performance of a business. The course examines various forms of financial reporting, ethical standards of accounting. The course promotes the development of students' skills for responsible and effective participation in the business environment, financial literacy, budgeting and investing.*

### Purpose of studying of the discipline

*The study of this discipline will allow students to gain an understanding of the basic financial documents, accounting principles in Kazakhstan and international financial reporting standards, gain skills in preparing financial statements and master modern methods and means of processing accounting and accounting information.*

### Learning Outcomes

*ON 4 To possess skills of economic and financial analysis. Competencies developed to implement the financial accounting principles such as bookkeeping, final accounts, and ratio analysis in the business processes.*

### Learning outcomes by discipline

- 1. Knows the theoretical foundations of accounting, uses basic accounting principles*
- 2. Able to use accounting methods, prepare a balance sheet, and evaluate the property of an enterprise*
- 3. Possesses the skills of preparing financial statements of an enterprise, analyzing the accounting policies of the entity*

### Prerequisites

*Principles of Finance*

### Postrequisites

*Financial Accounting Public administration for investment activity Stock market*

## Internship I

Discipline cycle	Basic disciplines
Course	2
Credits count	5
Knowledge control form	Total mark on practice

### Short description of discipline

*The student reinforces the theoretical knowledge gained with practical actions during the period of practical training at the enterprise, and also acquires the necessary skills. The issues of collecting and processing the necessary information for the analysis of production processes and the assessment of economic situations in various organizations are considered. In the process of passing industrial practice I, students acquire professional skills with the basics of managerial and organizational activities.*

### Purpose of studying of the discipline

*To consolidate the acquired theoretical knowledge with practical actions during the period of internship at the enterprise*

### Learning Outcomes

*ON 7 To have competence in the organization and management of business processes at its functional level.*

### Learning outcomes by discipline

*Biledi:*

- 1. Student ondiristik practicum maksaty mendetteterin, konomen qatar oku protsessindegi ornyn biledi.*
- 2. Olar practice sabaktardy yimdastyru men otkizudih negizgi karidalary men erezhelerimen tanys.*
- 3. In the same way, it is important to note that the theory is not correct.*

*History of Alada:*

- 1. Student teoriyalyk bilimlerin praktikada koldana alada, mamandygyna saikes nakty tapsymalar men funksionalardy oryndaida.*
- 2. Olar tazhiribe ornynnda ariptesterimen zane bashlykpen ozara arekettese alada, yymnyh talaptary men standarttaryn eskere otyrip, oz mindetterin oryndaydy.*
- 3. Understand the process of changing the racket and keep the lid on.*

*Yesi:*

- 1. Student practice sabak kezinde ezin-ezi yymdastyru zhymysty zhosparlau dagdylaryna iye bolady.*
- 2. Olardyn komandalar ishinde zhane tytynushylarmen (bolsa bar) karym-katynas zhasau zane birlsip zhymys isteu dagdylary bar.*
- 3. Student otkizip, zhetistikteri men tazhiribeden algan sabaktaryn taldap, zhakartulardy uzna alada.*

### Prerequisites

*Basic and profile disciplines of the EP*

### Postrequisites

*Basic and profile disciplines of the EP*

## Personnel management

Discipline cycle	Basic disciplines
Course	3
Credits count	5
Knowledge control form	Examination

### Short description of discipline

*The course provides students with knowledge on such scales as: permanent and temporary employment, as well as hiring, acquiring, using consultants, etc. d.; human capital management; procedures and systems regarding regulatory safety requirements; HSE rules, sick leave, confidentiality, dialogue with staff; reorganization and change always, assessment of skills and focus on vital interest; employment relationship consumption, including appropriate procedures for departing employees.*

## **Purpose of studying of the discipline**

*Studying the principles of managing human resources and labor potential of the organization*

### **Learning Outcomes**

*ON 5 To implement HR-administration (human resources management) based on modern technologies.*

### **Learning outcomes by discipline**

- 1) Knows the system of human resources management in the organization, the principles of the organization of personnel work;*
- 2) Is able to develop a personnel management strategy;*
- 3) Has the ability to effectively manage the organization's workforce, monitor the activities of personnel.*

### **Prerequisites**

*Organizational behavior International Human Resources Management Cross-Cultural Management*

### **Postrequisites**

*International Conflict Management Office Document Support Office work*

## **Research Methodology**

Discipline cycle	Profiling discipline
Course	3
Credits count	5
Knowledge control form	Examination

### **Short description of discipline**

*The course introduces approaches, strategies and data collection methods related to social science research. Students will consider how to choose the appropriate methodology to use in their upcoming research; how to collect data based on different data collection methods, create these tools and test them. The course clarifies the requirements for academic work, taking into account aspects related to language, writing style and layout.*

### **Purpose of studying of the discipline**

*The study by students of the basic principles of scientific research and scientific knowledge, its place in a public organization, its functions and features in modern conditions and familiarization with the methods of writing the main types of scientific papers*

### **Learning Outcomes**

*ON 10 To demonstrate competencies in the field of systems thinking and integrated problem solving.*

### **Learning outcomes by discipline**

- 1) knows the basic concepts in the field of special scientific knowledge*
- 2) knows how to conduct his own scientific research in the context of the latest theories, methodologies and technologies*
- 3) demonstrates knowledge of scientific research methodology in the area of study.*

### **Prerequisites**

*Basic and profile disciplines of the EP*

### **Postrequisites**

*Final examination*

## **Decision Support Systems**

Discipline cycle	Profiling discipline
Course	3
Credits count	5
Knowledge control form	Examination

### **Short description of discipline**

*Through this course, students will learn how to manage and use decision support systems. Ways of using DSS capabilities in various decision-making processes are considered. Topics covered in this course are Decision Support Systems Overview, Modeling and Support, DSS Concept, Methodology and Technologies, Modeling and Analysis, Data Mining, Data Storage, Group Support Systems, Knowledge Management, Artificial Intelligence and Expert Systems.*

### **Purpose of studying of the discipline**

*to give an idea of the decision support system*

### **Learning Outcomes**

*ON 7 To have competence in the organization and management of business processes at its functional level.*

### **Learning outcomes by discipline**

- 1) knows the essence and content of the decision support system and their role in the organization's activities;*
- 2) knows how to competently apply methodological approaches to the study of organizational problems, which represent a theoretical toolkit for the processes of developing and implementing solutions;*
- 3) demonstrates practical skills in developing decision-making taking into account the characteristics of the external environment.*

### **Prerequisites**

*Global Strategic Management Advertising Industrial Management*

### **Postrequisites**

*Business Entrepreneurship Innovation management Development of managerial decisions*

## **Business Software**

Discipline cycle	Basic disciplines
Course	3
Credits count	5
Knowledge control form	Examination

### **Short description of discipline**

*This course introduces students to the latest business software and information systems widely used in business and professional environments. Particular attention in the study of the course is given to the tools used in the development of software in accordance with*

the current business and information needs of the company. State of the art software will be used throughout the course to practice the concepts learned.

### **Purpose of studying of the discipline**

Studying of software or set of computer programs used by business users to perform various business functions.

### **Learning Outcomes**

ON 6 To carry out business communications on the basis of modern technologies.

### **Learning outcomes by discipline**

1. Knows the main types of business software, including office suites, enterprise management systems (ERP), project management programs and others; basic principles of development and implementation of business software; knowledge of methods for ensuring the security of data and information systems within business processes.
2. Can work with office applications, create documents, tables, presentations and analyze data using them; are able to develop and configure ERP systems, as well as manage projects using appropriate software; can analyze business software needs, select appropriate solutions and implement them.
3. Possesses the skills of collaboration and communication within the organization using business applications; has the skills to train other employees to use the software and support users; is able to ensure the security of data and information systems within business processes and solve software-related problems.

### **Prerequisites**

Principles of E-Business

### **Postrequisites**

Final examination

## **Macroeconomics**

Discipline cycle	Basic disciplines
Course	3
Credits count	5
Knowledge control form	Examination

### **Short description of discipline**

The course examines fundamental economic ideas and the functioning of the economy on a national scale. The interaction of aggregated quantities, such as the general price level and unemployment, is considered; investment and consumption; aggregate demand and aggregate supply, the macro level and their impact on economic growth. The monetary and credit policy is analyzed, including the state and banking systems, the impact of state spending on income and output.

### **Purpose of studying of the discipline**

Formation of a system of knowledge on modern economic theory at the national economic level, which reflect the aggregate results of the country's economic activity and theoretical tools for market and state regulation of the national economy.

### **Learning Outcomes**

ON 3 To have competencies in economic and financial trends.

ON 9 To be able to navigate the strategic values and growth factors of the company.

### **Learning outcomes by discipline**

1. Know the laws of functioning of the modern economy at the macro level.
2. Be able to analyze economic processes occurring at the macro level depending on those influencing them factors.
3. To know the method of preparation of analytical materials for the assessment of measures in the field of economic policy making strategic decisions at the micro- and macro level.

### **Prerequisites**

Statistics Economic Theory

### **Postrequisites**

International Business Law

## **Internship II**

Discipline cycle	Basic disciplines
Course	3
Credits count	5
Knowledge control form	Total mark on practice

### **Short description of discipline**

The student reinforces the theoretical knowledge gained with practical actions during the period of practical training at the enterprise, and also acquires the necessary skills. The course covers: the issues of applying and interpreting information to develop practical solutions in order to carry out effective production and financial activities of an enterprise (business) in the context of the development of integration processes, considers the experience of applying advanced methods of organization and management in an enterprise.

### **Purpose of studying of the discipline**

To consolidate the acquired theoretical knowledge with practical actions during the period of internship at the enterprise

### **Learning Outcomes**

ON 7 To have competence in the organization and management of business processes at its functional level.

### **Learning outcomes by discipline**

Knows:

1. Students know the goals and objectives of practical training 2, as well as its role in the context of their educational program and specialty.
2. They have a deep knowledge and understanding of the theoretical and methodological foundations related to their specialization and the type of activity on which the practice is directed.
3. Knowledge of the rules and standards governing work practices, including safety and ethical standards.

Can:

1. Students are able to apply their theoretical knowledge and skills in practice in more complex and responsible tasks related to their specialization.
2. They are able to adapt to the requirements and characteristics of the work environment at the place of practice, and make more serious and strategic decisions.
3. Ability to work with more complex methods and techniques associated with their specialization and production process.

Owns:

1. Students have the skills to independently manage their work at the place of practice, are able to plan and implement projects and tasks, as well as evaluate their results.
2. They possess the skills of effective interaction in a team and leadership, can make strategic decisions and solve problems related to their specialization.
3. Students are able to reflect on their field experience 2, analyze their achievements and lessons learned from the experience, and suggest improvements for both themselves and the organization.

#### **Prerequisites**

Basic and profile disciplines of the EP

#### **Postrequisites**

Basic and profile disciplines of the EP

## **International Business Law**

Discipline cycle	Profiling discipline
Course	4
Credits count	5
Knowledge control form	Examination

#### **Short description of discipline**

*International Business Law offers students the opportunity to develop a deep understanding of the law governing trade and finance in today's international marketplace. This course helps students explore the legal aspects of the functioning of international business and analyze the main problems, as well as find ways to effectively solve them. Students will explore areas such as international contracts, corporate governance and competition law.*

#### **Purpose of studying of the discipline**

*Formation of students basic theoretical concepts and a number of practical skills in the field of legal regulation of international business relations*

#### **Learning Outcomes**

*ON 10 To demonstrate competencies in the field of systems thinking and integrated problem solving.*

#### **Learning outcomes by discipline**

1. Knows the basic provisions, essence and content of the basic concepts and categories of legal documents;
2. Able to make decisions and perform legal actions in strict accordance with the law;
3. Possesses the skills of analyzing law enforcement practice.

#### **Prerequisites**

*International Business Administration Legal regulation of commercial activities Fundamentals of public-private partnership Macroeconomics*

#### **Postrequisites**

*Final examination*

## **Total Quality Management**

Discipline cycle	Profiling discipline
Course	4
Credits count	5
Knowledge control form	Examination

#### **Short description of discipline**

*The course will teach students the fundamental concepts, tools, and methods of total quality management (TQM). This enables students to understand the distinction between product and service quality characteristics, as well as the distinction between project quality and project compliance quality. The course also covers the process of quality planning. TQM principles, tools, and methods, quality systems, quality reward models, and TQM implementation are among the topics covered.*

#### **Purpose of studying of the discipline**

*The study of the theoretical foundations of quality management, as well as the formation of students skills in the practical application of recommendations for the organization of quality management of products and other facilities at enterprises in such a way that the work on quality assurance was not episodic, but was organized into a permanent quality system that meets the recommendations of international ISO standards*

#### **Learning Outcomes**

*ON 7 To have competence in the organization and management of business processes at its functional level.*

#### **Learning outcomes by discipline**

1. Knows the basic concepts of quality management, various types of quality assurance systems; methods for monitoring and analyzing quality in production and service systems.
2. Knows how to use methods for assessing the quality level and ensuring the specified quality and reliability of complex systems at various stages of the life cycle.
3. Masters the categorical apparatus of quality management at the level of understanding and free reproduction; methodology for calculating the most important economic indicators, the most important methods of analysis; skills in working with economic literature, information sources, educational and reference literature on quality management issues.

#### **Prerequisites**

*Brand Management Office Management Commodity research and examination of goods*

#### **Postrequisites**

