



EDUCATIONAL PROGRAM

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)

Semey

Educational program

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6B041 - Business and administration
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0410
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6B04106 - Management / Business Administration
(Code and name of the educational program)

bachelor
(Level of preparation)

PREFACE

Developed

The educational program 6B04106 - Management / Business Administration in the direction of preparation 6B041 - Business and administration on the basis of the State Compulsory Standards of Higher and Postgraduate Education approved by the Order of the Ministry of Science and Higher Education of the Republic of Kazakhstan dated July 20, 2022 No 2 (as amended by the order) was developed by the Academic Committee dated 20.02.2023 No 66).

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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.

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.

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1.Introduction

1.1.General data

The educational program 6B04106 Management / Business Administration, implemented by the Faculty of Humanities and Economics of NJSC Shakarim University of Semey in terms of undergraduate training, was developed taking into account the needs of the international, regional and national labor market, the requirements of regulatory documents of the Ministry of Education and Science of the Republic of Kazakhstan and is a system of documents for organizing the educational process.

Educational program 6B04106 "Management / Business Administration" gives the student an understanding of business administration and modern management in industries. The specialization of the educational program allows to train personnel for business administration, management in commerce, production, the service sector, etc.

The educational program allows to develop the students intellectual abilities, personal success and leadership qualities, organizational skills based on applied economic education.

The educational program provides for the education of a student with special educational needs in the conditions of a higher educational institution, as well as his socialization and integration into society.

1.2.Completion criteria

The main criterion for the completion of the educational process for the preparation of bachelors is the development by students of at least 205 credits of theoretical training, as well as at least 27 credits of practice, 8 credits of final certification.

At least 240 credits in total.

1.3.Typical study duration: 4 years.

2.PASSPORT OF THE EDUCATIONAL PROGRAM

2.1.EP purpose	The educational program is aimed at training qualified specialists in international business management with current competencies in the field of management and business administration; capable of making effective management decisions to achieve the company's goals, using modern tools for conducting international business.
2.2.Map of the training profile within the educational program	
Code and classification of the field of education	6B04 - Business, Administration and Law
Code and classification of the direction of training	6B041 - Business and administration
Code in the International Standard Classification of Education	0410
Code and classification of the educational program group	B044 - Management and administration
Code and name of the educational program	6B04106 - Management / Business Administration
2.3.Qualification characteristics of the graduate	
Degree awarded / qualification	Bachelor of Business and Management on the educational program 6B04106 -
Name of the profession / list of positions of a specialist	Manager, service manager, project manager, sales manager, HR - manager (personnel manager), Recruiting Manager (recruitment manager) PR manager (public relations manager), advertising manager, brand manager (trademark manager), investor relations manager, etc.
OQF qualification level (industry qualification framework)	6
Area of professional activity	The area of professional activity of a specialist: <input checked="" type="checkbox"/> Company management, own business in any area; <input checked="" type="checkbox"/> Marketing, distribution, logistics, etc. ; <input checked="" type="checkbox"/> Banking and financial sector; <input checked="" type="checkbox"/> Manufacturing; <input checked="" type="checkbox"/> Service sector; <input checked="" type="checkbox"/> Consulting and public relations; <input checked="" type="checkbox"/> Communication and contract management.
Object of professional activity	The objects of professional activity of a graduate are: enterprises, organizations and firms, regardless of the type of activity, size or form of ownership, government bodies, educational institutions and research institutes and organizations, and other areas of activity.
Types of professional activity	Graduates of the educational program "Management / Business Administration" can perform the following types of professional activities: <input checked="" type="checkbox"/> identify, to analyze, to generate ideas to meet the needs of customers and society, based on the skills of creative and innovative thinking; <input checked="" type="checkbox"/> effectively implement personal and team initiatives, translate the ideas of business growth, trade and management sectors into concrete results;

	<ul style="list-style-type: none"> ☒ to organize their professional activities on the principles of responsibility and efficiency, regardless of the place of work and country of residence; ☒ to collect, to analyze and critically evaluate information, which is an important characteristic of a bachelor of economics and business; ☒ to apply effective communication skills based on personal, linguistic, mathematical competencies through oral and written forms of interaction, both in a narrow circle and in public speaking; ☒ to apply innovations in the field of science and technology, taking into account the critical responsibility for the environment, the health and well-being of workers and society, both in national and global contexts. ☒ to demonstrate knowledge in functional areas of business; ☒ to apply knowledge of the principles of administration in professional activities; ☒ to analyze and to predict trends in the business environment; ☒ to integrate the theory and practice of management in an interdisciplinary approach; ☒ to demonstrate an understanding of the world as a complex system where problems are solved on the basis of interaction, understanding and responsibility both at the local level and in the global community.
Graduate Model	<p>Graduate model.</p> <p>The educational program 6B04106 - Management/ Business Administration is aimed at training qualified specialists in international business management who have current competencies in the field of management and business administration; capable of making effective management decisions to achieve the company`s goals, using modern tools for conducting international business.</p> <p>The uniqueness of EP 6B04106 - Management / Business Administration is expressed in obtaining a double-diploma education at the bachelor`s level, within which the opportunity to study at universities in the Republics of Korea and Kazakhstan is provided with the acquisition of competencies for carrying out professional activities at the national and international level.</p> <p>As a result of development educational program OP 6B04106 - Management/ Business Administration, the graduate acquires the following competencies. Demonstrates socio-cultural, economic, legal, environmental knowledge, communication skills, applies information technology taking into account modern trends in the development of society. Demonstrates competencies in the field of business (professional) communication in a multilingual environment, and also has an independent view of the general culture of the world. Understands modern trends in economics and finance, has skills in economic and financial analysis. Able to implement HR administration (human resource management), carry out business communications based on modern</p>

	<p>technologies. Possesses the skills of organizing and managing business processes at his functional level, has competencies in assessing the company`s market opportunities and developing market niches. Able to navigate the strategic values and growth factors of the company. Demonstrates competencies in systems thinking and integrated problem solving.</p> <p>The educational program allows you to develop the student`s intellectual abilities, personal success and leadership qualities, organizational skills based on applied economic education.</p>
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3. Modules and content of the educational program

Module 1. Fundamentals of social and humanitarian knowledge

Foreign language

Discipline cycle	General educational disciplines
Discipline component	Compulsory component
SubjectID	32876 (3015824)
Course	1
Term	1
Credits count	5
Practical and seminar classes	45hours
Independent work of a student under the guidance of a teacher	35hours
Independent work of the student	70hours
Total	150hours
Knowledge control form	Examination

Short description of discipline

The content of the discipline «Foreign language» assumes the formation of students` intercultural and communicative competencies at B1 level. The discipline is aimed at mastering the knowledge, skills and abilities that allow using a foreign language in interpersonal communication and professional activity. All types of speech activity are taught, such as reading, writing, listening and production of texts of level complexity with a certain degree of grammatical and lexical correctness.

Purpose of studying of the discipline

Formation of intercultural and communicative competence of students in the process of foreign language education at a sufficient level (A2, pan-European competence) and the level of basic sufficiency (B1, pan-European competence). Depending on the level of training, the student at the time of completion of the course reaches the B1 level of the pan-European competence if the language level of the student at the start is higher than the A2 level of the pan-European competence.

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.

Prerequisites

School course

Postrequisites

Foreign language

History of Kazakhstan

Discipline cycle	General educational disciplines
Discipline component	Compulsory component
SubjectID	32404 (3015920)
Course	1
Term	1
Credits count	5
Lectures	30hours
Practical and seminar classes	15hours
Independent work of a student under the guidance of a teacher	35hours
Independent work of the student	70hours
Total	150hours
Knowledge control form	Qualification examination

Short description of discipline

The main stages of the history of Kazakhstan are studied with: nomadic statehood, Turkic civilization, the era of colonialism, the Soviet period, independence. The driving forces, trends, patterns of historical development are analyzed; problems: ethnogenesis of the Kazakh people, the formation of statehood, national liberation movements, demographic development. The skills of analyzing historical events and facts, working with historical literature are being formed.

Purpose of studying of the discipline

The purpose of the discipline is to provide objective knowledge about the main stages of the development of the history of Kazakhstan from ancient times to the present.

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.

Prerequisites

School course

Postrequisites

Philosophy

Kazakh language

Discipline cycle	General educational disciplines
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Discipline component	Compulsory component
SubjectID	32666 (3015826)
Course	1
Term	1
Credits count	5
Practical and seminar classes	45hours
Independent work of a student under the guidance of a teacher	35hours
Independent work of the student	70hours
Total	150hours
Knowledge control form	Examination

Short description of discipline

The discipline is aimed at deepening the acquired knowledge of students in the framework of the school curriculum, as well as the use of language and speech means based on a full understanding of vocabulary and grammatical system of knowledge; the formation of socio-humanitarian worldview of students within the framework of the national idea of spiritual revival; free expression of mobile thought as a means of speech communication and in the process of communication; awareness of the national culture of the people, the ability to distinguish features of national cognition.

Purpose of studying of the discipline

Forms through phraseological units the recognition of national culture, its meaning as a linguistic unit related to spiritual culture; skills of identifying facts of national and cultural significance in the formation of Kazakh phraseology.

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.

Prerequisites

School course

Postrequisites

Kazakh language

Bases of economics, law and ecological knowledge

Discipline cycle	General educational disciplines
Discipline component	University component
SubjectID	33400 (3023541)
Course	1
Term	1
Credits count	5
Lectons	15hours
Practical and seminar classes	30hours
Independent work of a student under the guidance of a teacher	35hours
Independent work of the student	70hours
Total	150hours
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.

Prerequisites

School course

Postrequisites

Basic and profile disciplines of the EP

Physical Culture

Discipline cycle	General educational disciplines
Discipline component	Compulsory component
SubjectID	33399 (3015830)
Course	1
Term	1

Credits count	2
Practical and seminar classes	60hours
Total	60hours
Knowledge control form	Differentiated attestation

Short description of discipline

It provides for the joint cooperation of a teacher and a student in the process of physical education throughout the training in the context of the requirements for the level of mastering the discipline, preparing students for participation in mass sports competitions; forms motivational and value attitudes towards physical culture and the need for systematic physical exercises and sports; gives basic knowledge about the use of physical culture and sports in the development of vital physical qualities.

Purpose of studying of the discipline

The purpose of the program is the formation of social and personal competencies of students and the ability to purposefully use the means and methods of physical culture, ensuring the preservation, strengthening of health to prepare for professional activities; to the persistent transfer of physical exertion, neuropsychic stress and adverse factors in future work.

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.

Prerequisites

School course

Postrequisites

Physical Culture

Kazakh language

Discipline cycle	General educational disciplines
Discipline component	Compulsory component
SubjectID	33525 (3015827)
Course	1
Term	2
Credits count	5
Practical and seminar classes	45hours
Independent work of a student under the guidance of a teacher	35hours
Independent work of the student	70hours
Total	150hours
Knowledge control form	Examination

Short description of discipline

The discipline is aimed at expanding language literacy, free communication with the environment and mental and ideological skills of the student, understanding the role of language in the process of mastering world-class knowledge through the formation of a future specialist's worldview based on national consciousness and cultural code, improving the knowledge of the state language by future specialists, increasing the scope of use of the Kazakh language by specialists.

Purpose of studying of the discipline

Ensuring high-quality mastery of the Kazakh language as a means of social, intercultural, professional communication through the formation of communicative competencies at all levels of language use.

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.

Prerequisites

Kazakh language

Postrequisites

Basic and profile disciplines of the EP

Foreign language

Discipline cycle	General educational disciplines
Discipline component	Compulsory component
SubjectID	33463 (3015825)
Course	1
Term	2
Credits count	5
Practical and seminar classes	45hours
Independent work of a student under the guidance of a teacher	35hours
Independent work of the student	70hours
Total	150hours
Knowledge control form	Examination

Short description of discipline

The content of the discipline «Foreign language» assumes the formation of students'linguo-cultural, socio-cultural, cognitive and communicative competencies at B2 level. The discipline is aimed at deep and extended study of productive and receptive language material. As a result, the student must be able to understand all types of speech activity in accordance with the requirements of B2 level and master the subject content of the discipline and speech.

Purpose of studying of the discipline

Formation of linguo-cultural, socio-cultural, cognitive and communicative competence of students in the process of foreign language education at the B2 level, pan-European competence. Depending on the level of training, the student at the time of completing the course reaches the level B2 of the pan-European competence, if the language level of the student at the start is higher than the level B1 of the pan-European competence.

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.

Prerequisites

Foreign language

Postrequisites

Basic and profile disciplines of the EP

The module of socio-political knowledge (sociology, political science, cultural studies, psychology)

Discipline cycle	General educational disciplines
Discipline component	Compulsory component
SubjectID	33461 (3023542)
Course	1
Term	2
Credits count	8
Lectons	30hours
Practical and seminar classes	45hours
Independent work of a student under the guidance of a teacher	55hours
Independent work of the student	110hours
Total	240hours
Knowledge control form	Examination

Short description of discipline

The module of socio-political knowledge involves the study of four scientific disciplines – sociology, political science, cultural studies, psychology, each of which has its own subject, terminology and research methods. Interactions between these scientific disciplines are carried out on the basis of the principles of information complementarity; integrativity; methodological integrity of research approaches of these disciplines; generality of the methodology of learning, result-oriented; unified system representation of the typology of learning outcomes as formed abilities.

Purpose of studying of the discipline

Formation of social and humanitarian worldview of students in the context of solving the problems of modernization of public consciousness, defined by the state program "Looking into the Future: Modernization of Public Consciousness".

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.

Prerequisites

School course

Postrequisites

Philosophy

Physical Culture

Discipline cycle	General educational disciplines
Discipline component	Compulsory component
SubjectID	33466 (3015831)
Course	1
Term	2
Credits count	2
Practical and seminar classes	60hours
Total	60hours
Knowledge control form	Differentiated attestation

Short description of discipline

It provides for the joint cooperation of a teacher and a student in the process of physical education throughout the training in the context of the requirements for the level of mastering the discipline, the ability to exercise control and self-control in the process of classes, gaining knowledge on health promotion, hardening and increasing the body's resistance to the effects of adverse factors of labor activity, mastering methods of selection of physical exercises and sports.

Purpose of studying of the discipline

The purpose of the program is the formation of social and personal competencies of students and the ability to purposefully use the means and methods of physical culture, ensuring the preservation, strengthening of health to prepare for professional activities; to the persistent transfer of physical exertion, neuropsychic stress and adverse factors in future work.

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.

Prerequisites

Physical Culture

Postrequisites

Physical Culture

Information and communication technology

Discipline cycle	General educational disciplines
Discipline component	Compulsory component
SubjectID	33528 (3023543)
Course	2
Term	1
Credits count	5
Lectures	15hours
Practical and seminar classes	15hours
Laboratory works	15hours
Independent work of a student under the guidance of a teacher	35hours
Independent work of the student	70hours
Total	150hours
Knowledge control form	Examination

Short description of discipline

The discipline is aimed at mastering the conceptual foundations of the architecture of computer systems, operating systems and networks by students; formation of the ability to critically understand the role and significance of modern information and communication technologies in the era of digital globalization, new "digital" thinking, knowledge about the concepts of developing network and web applications, skills in using modern information and communication technologies in various fields of professional activity, scientific and practical work, for self-educational and other purposes.

Purpose of studying of the discipline

Formation of the ability to critically evaluate and analyze processes, methods of searching, storing and processing information, methods of collecting and transmitting information through digital technologies.

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.

Prerequisites

School course Foreign language

Postrequisites

Basic and profile disciplines of the EP

Physical Culture

Discipline cycle	General educational disciplines
Discipline component	Compulsory component
SubjectID	33527 (3015832)
Course	2
Term	1
Credits count	2
Practical and seminar classes	60hours
Total	60hours
Knowledge control form	Differentiated attestation

Short description of discipline

Provides for the joint cooperation of the teacher and the student in the process of physical education throughout the training in the context of the requirements for the level of mastering the discipline; increasing the level of physical fitness and developing physical qualities; mastering the technique of sports; education of discipline, collectivism, comradely mutual assistance; education of mental stability, development and improvement of basic motor qualities - endurance, strength, speed, dexterity, flexibility.

Purpose of studying of the discipline

The purpose of the program is the formation of social and personal competencies of students and the ability to purposefully use the means and methods of physical culture, ensuring the preservation, strengthening of health to prepare for professional activities; to the persistent transfer of physical exertion, neuropsychic stress and adverse factors in future work.

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.

Prerequisites

Physical Culture

Postrequisites

Physical Culture

Physical Culture

Discipline cycle	General educational disciplines
Discipline component	Compulsory component
SubjectID	33539 (3015833)
Course	2

Term	2
Credits count	2
Practical and seminar classes	60hours
Total	60hours
Knowledge control form	Differentiated attestation

Short description of discipline

Provides for the joint cooperation of the teacher and the student in the process of physical education throughout the training in the context of the requirements for the level of mastering the discipline; acquisition of versatile abilities and skills for the development of physical abilities, socio-cultural experience and socio-cultural values of physical culture and sports; development of communication skills, thinking, self-development, the formation of experience in the implementation of sports and recreational and training programs.

Purpose of studying of the discipline

The purpose of the program is the formation of social and personal competencies of students and the ability to purposefully use the means and methods of physical culture, ensuring the preservation, strengthening of health to prepare for professional activities; to the persistent transfer of physical exertion, neuropsychic stress and adverse factors in future work.

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.

Prerequisites

Physical Culture

Postrequisites

Basic and profile disciplines of the EP

Philosophy

Discipline cycle	General educational disciplines
Discipline component	Compulsory component
SubjectID	33540 (3015829)
Course	2
Term	2
Credits count	5
Lectons	30hours
Practical and seminar classes	15hours
Independent work of a student under the guidance of a teacher	35hours
Independent work of the student	70hours
Total	150hours
Knowledge control form	Examination

Short description of discipline

The discipline is aimed at developing students` openness of consciousness, understanding their own national code and self-consciousness, spiritual modernization, competitiveness, realism and pragmatism, independent critical thinking, the cult of knowledge and education, a holistic view of philosophy as a special form of understanding the world, mastering key worldview concepts, as well as the development and strengthening of the values of tolerance, intercultural dialogue and a culture of peace.

Purpose of studying of the discipline

Formation in students of a holistic view of philosophy as a special form of knowledge of the world, its main sections, problems and methods of studying them in the context of future professional activities.

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.

Prerequisites

History of Kazakhstan The module of socio-political knowledge (sociology, political science, cultural studies, psychology)

Postrequisites

Basic and profile disciplines of the EP

Module 2. Intercultural communication

Korean I

Discipline cycle	Basic disciplines
Discipline component	University component
SubjectID	33401 (3015838)
Course	1
Term	1
Credits count	6
Practical and seminar classes	60hours
Independent work of a student under the guidance of a teacher	40hours
Independent work of the student	80hours
Total	180hours
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.

Prerequisites

School course

Postrequisites

Korean II

Multicultural Studies

Discipline cycle	Basic disciplines
Discipline component	Compulsory component
SubjectID	31323 (3015837)
Course	1
Term	1
Credits count	5
Lectons	30hours
Practical and seminar classes	15hours
Independent work of a student under the guidance of a teacher	35hours
Independent work of the student	70hours
Total	150hours
Knowledge control form	Examination

Short description of discipline

The course helps students understand and expand their knowledge of the different cultures around them. Given globalization and localization, to be a professional in the future, you need to become a multicultural person who approaches everything with an open mind. Students will become familiar with other cultures with an understanding of their own biases and prejudices. But they will be open to understanding with others and should develop their own identity.

Purpose of studying of the discipline

Multicultural learning complements a student's overall educational experience, covering a wide range of perspectives on cultural experiences in Kazakhstan, the United States, and other countries.

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.

Prerequisites

School course

Postrequisites

Human resource management

Korean II

Discipline cycle	Basic disciplines
Discipline component	University component
SubjectID	33526 (3015839)
Course	1
Term	2
Credits count	6
Practical and seminar classes	60hours
Independent work of a student under the guidance of a teacher	40hours
Independent work of the student	80hours
Total	180hours
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.

Prerequisites

Korean I

Postrequisites

Korean III

Korean III

Discipline cycle	Basic disciplines
Discipline component	University component
SubjectID	33529 (3015840)
Course	2
Term	1
Credits count	6
Practical and seminar classes	60hours
Independent work of a student under the guidance of a teacher	40hours
Independent work of the student	80hours
Total	180hours
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.

Prerequisites

Korean II

Postrequisites

Korean IV

Korean IV

Discipline cycle	Basic disciplines
Discipline component	University component
SubjectID	33549 (3015841)
Course	2
Term	2
Credits count	6
Practical and seminar classes	60hours
Independent work of a student under the guidance of a teacher	40hours
Independent work of the student	80hours
Total	180hours
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.

Prerequisites

Korean III

Postrequisites

Basic and profile disciplines of the EP

Module 3. Marketing and Operations

Principles of Marketing

Discipline cycle	Basic disciplines
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Discipline component	University component
SubjectID	31324 (3015843)
Course	1
Term	1
Credits count	5
Lectons	30hours
Practical and seminar classes	15hours
Independent work of a student under the guidance of a teacher	35hours
Independent work of the student	70hours
Total	150hours
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.

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
Discipline component	University component
SubjectID	32419 (3015844)
Course	1
Term	1
Credits count	5
Lectons	15hours
Practical and seminar classes	30hours
Independent work of a student under the guidance of a teacher	35hours
Independent work of the student	70hours
Total	150hours
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.

Prerequisites

School course

Postrequisites

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

Educational practice

Discipline cycle	Basic disciplines
Discipline component	University component
SubjectID	33471 (3015849)
Course	1
Term	2
Credits count	2
Study practices	60hours
Total	60hours
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.

Prerequisites

Basic and profile disciplines of the EP

Postrequisites

Basic and profile disciplines of the EP

Office Management

Discipline cycle	Basic disciplines
Discipline component	Electives
SubjectID	33537 (3015857)
Course	2
Term	1
Credits count	5
Lectons	30hours
Practical and seminar classes	15hours
Independent work of a student under the guidance of a teacher	35hours
Independent work of the student	70hours
Total	150hours
Knowledge control form	Examination

Short description of discipline

This course provides an in-depth look at office management in both public and private organizations. Management principles will be considered in the context of office operations. Development of graduates` abilities for complex scientific research in order to introduce new methods for organizing the effective work of the office as a management structure. Rules for issuing an administrative document. Features of text formatting. The language and style of the management document. Organizational, administrative and information and reference documentation.

Purpose of studying of the discipline

The purpose of discipline as a special component of managerial activity is to ensure the effective daily functioning of the office as a management body of the enterprise.

Learning Outcomes

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

Prerequisites

Principles of Marketing

Postrequisites

Consumer Behavior Marketing Management Strategic marketing Total Quality Management

Commodity research and examination of goods

Discipline cycle	Basic disciplines
Discipline component	Electives
SubjectID	33538 (3015858)
Course	2
Term	1
Credits count	5
Lectons	30hours
Practical and seminar classes	15hours
Independent work of a student under the guidance of a teacher	35hours
Independent work of the student	70hours
Total	150hours
Knowledge control form	Examination

Short description of discipline

The course introduces students to the fundamental theoretical and practical categories of commodity science, including the essence, types, and properties of goods, qualitative indicators (food safety, customer properties, nutritional value, and so on), quantity, and individual properties of individual groups of goods. This course also includes a practical examination of the product`s compliance with the contract`s and regulatory documents requirements, as well as an examination of consumer preferences for the product.

Purpose of studying of the discipline

To teach students to understand the goods and their essential features

Learning Outcomes

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

Prerequisites

Principles of Marketing

Postrequisites

Consumer Behavior Marketing Management Strategic marketing Total Quality Management

Brand Management

Discipline cycle	Basic disciplines
Discipline component	Electives
SubjectID	33536 (3015856)
Course	2
Term	1
Credits count	5
Lectons	30hours
Practical and seminar classes	15hours
Independent work of a student under the guidance of a teacher	35hours
Independent work of the student	70hours
Total	150hours
Knowledge control form	Examination

Short description of discipline

This course will teach students how a positive and memorable brand can impact a company's ability to withstand strong competition and thrive in a dynamic market environment. They will explore brand management from a consumer perspective, focusing on the importance of consumer perception in bringing brands to life. Students will gain knowledge of the concepts and tools used to develop profitable franchises.

Purpose of studying of the discipline

Provide an idea of the brand policy of large business

Learning Outcomes

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

Prerequisites

Principles of Marketing

Postrequisites

Consumer Behavior Marketing Management Strategic marketing Total Quality Management

Consumer Behavior

Discipline cycle	Basic disciplines
Discipline component	Electives
SubjectID	33547 (3015860)
Course	2
Term	2
Credits count	5
Lectons	15hours
Practical and seminar classes	30hours
Independent work of a student under the guidance of a teacher	35hours
Independent work of the student	70hours
Total	150hours
Knowledge control form	Examination

Short description of discipline

Understanding who the customers of a company are is one of the strategies for making business decisions. This course will discuss the importance of applying strategic marketing and the factors that influence an individual's marketing decisions. The importance of research and consumer behavior is discussed, as well as internal factors such as the involvement and motivation of the individual, consciousness, lifestyle, awareness, learning and attitude change, external influences such as culture, subculture, etc.

Purpose of studying of the discipline

To study the features of consumer behavior

Learning Outcomes

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

Prerequisites

Brand Management Office Management Commodity research and examination of goods

Postrequisites

Services Marketing Corporate governance Investment management

Internship I

Discipline cycle	Basic disciplines
Discipline component	University component
SubjectID	33541 (3015875)
Course	2

Term	2
Credits count	5
Working practice	150hours
Total	150hours
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.

Prerequisites

Basic and profile disciplines of the EP

Postrequisites

Basic and profile disciplines of the EP

Strategic marketing

Discipline cycle	Basic disciplines
Discipline component	Electives
SubjectID	33545 (3015862)
Course	2
Term	2
Credits count	5
Lectons	15hours
Practical and seminar classes	30hours
Independent work of a student under the guidance of a teacher	35hours
Independent work of the student	70hours
Total	150hours
Knowledge control form	Examination

Short description of discipline

The course covers the basic concepts of marketing. The decision-making process aimed at the development of the business structure, the growth of the organization, to ensure the competitiveness of the company, to form sustainable relationships with partners is revealed. The course discusses the processes of effective organization of marketing in the company, methods of integrating marketing models into the management structure of the company. Methods for conducting a strategic analysis of consumer behavior and assessing the reaction of consumers to ongoing marketing activities are given.

Purpose of studying of the discipline

To teach how to build marketing strategies

Learning Outcomes

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

Prerequisites

Brand Management Office Management Commodity research and examination of goods

Postrequisites

Services Marketing Corporate governance Investment management

Marketing Management

Discipline cycle	Basic disciplines
Discipline component	Electives
SubjectID	33546 (3015861)
Course	2
Term	2
Credits count	5
Lectons	15hours
Practical and seminar classes	30hours
Independent work of a student under the guidance of a teacher	35hours
Independent work of the student	70hours
Total	150hours
Knowledge control form	Examination

Short description of discipline

The course discusses the basics of modern marketing and expands on the role of marketing in a variety of organizational settings. Marketing plays a key role in the success of any business. It is both a business philosophy and a set of guiding principles for dealing with customers, competitors, employees and the environment. Marketing is the process of conceptualizing, pricing, distributing and promoting ideas, services and products, and identifying and measuring the needs and desires of consumers.

Purpose of studying of the discipline

To teach marketing management

Learning Outcomes

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.

Prerequisites

Brand Management Office Management Commodity research and examination of goods

Postrequisites

Services Marketing Corporate governance Investment management

Commercial marketing

Discipline cycle	Profiling discipline
Discipline component	Electives
SubjectID	33551 (3015867)
Course	2
Term	2
Credits count	5
Lectons	15hours
Practical and seminar classes	30hours
Independent work of a student under the guidance of a teacher	35hours
Independent work of the student	70hours
Total	150hours
Knowledge control form	Examination

Short description of discipline

The course introduces students to the goals and meaning of commercial marketing. The role of marketing in the field of commercial activity is considered. Students acquire the skills of forming and managing a product range, compiling a product range. The essence and significance of wholesale trade are being studied. The main functions and forms of wholesale trade are considered. Students gain skills in warehousing, get acquainted with the types and process of organizing the storage of goods.

Purpose of studying of the discipline

Formation of students theoretical knowledge and practical skills in the field of theory and practice of commercial marketing

Learning Outcomes

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

Prerequisites

Principles of E-Business

Postrequisites

Financial management Tax management Insurance management

Industrial Management

Discipline cycle	Profiling discipline
Discipline component	Electives
SubjectID	33555 (3015871)
Course	2
Term	2
Credits count	5
Lectons	15hours
Practical and seminar classes	30hours
Independent work of a student under the guidance of a teacher	35hours
Independent work of the student	70hours
Total	150hours
Knowledge control form	Examination

Short description of discipline

This course examines the principles of management and organization of the production process. Students will get acquainted with the main types of production processes, with the production cycle of the enterprise, with the concepts of productivity and capacity of the enterprise. In addition, students will explore the various organizational structures of a manufacturing enterprise. Particular attention is paid to the processes of automation of production and the use of robotics, as well as the logistics aspects of a manufacturing enterprise.

Purpose of studying of the discipline

Formation of basic knowledge about the essence of the production organization process and study of modern approaches to the management of production and economic facilities in the country and abroad.

Learning Outcomes

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

Prerequisites

Principles of business administration

Postrequisites

Decision Support Systems

Advertising

Discipline cycle	Profiling discipline
Discipline component	Electives
SubjectID	33554 (3015870)
Course	2
Term	2
Credits count	5
Lectons	15hours
Practical and seminar classes	30hours
Independent work of a student under the guidance of a teacher	35hours
Independent work of the student	70hours
Total	150hours
Knowledge control form	Examination

Short description of discipline

Students will learn about the strategies and tactics of integrated marketing communications, also known as advertising, promotion, direct response, public relations, and marketing communications. The theory of advertising, as well as practical knowledge in creating advertisements and media plans, will be covered throughout the course. It will also investigate how marketers integrate and connect their communications in maximising impact to the brand and effectiveness.

Purpose of studying of the discipline

To provide the necessary basic information on the main theoretical issues of advertising.

Learning Outcomes

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

Prerequisites

Principles of business administration

Postrequisites

Decision Support Systems

Investment management

Discipline cycle	Basic disciplines
Discipline component	Electives
SubjectID	33565 (3015883)
Course	3
Term	1
Credits count	5
Lectons	15hours
Practical and seminar classes	30hours
Independent work of a student under the guidance of a teacher	35hours
Independent work of the student	70hours
Total	150hours
Knowledge control form	Examination

Short description of discipline

This course helps students prepare for a career in financial asset management by teaching them the skills they need to handle active portfolio allocation or work for brokerage firms. The course offers understanding of financial metrics, risk analysis, fund management performance, etc. The students receive in-depth instruction in financial, accounting, statistical, and capital market subjects.

Purpose of studying of the discipline

To teach investment management

Learning Outcomes

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

Prerequisites

Consumer Behavior Marketing Management Strategic marketing

Postrequisites

International marketing Modern integration processes Commercial risks

Corporate governance

Discipline cycle	Basic disciplines
Discipline component	Electives
SubjectID	33564 (3015882)
Course	3
Term	1
Credits count	5
Lectons	15hours
Practical and seminar classes	30hours
Independent work of a student under the guidance of a teacher	35hours

Independent work of the student	70hours
Total	150hours
Knowledge control form	Examination

Short description of discipline

The course discusses corporate layered structures, monopoly practices, and the failure of the corporate control market. It examines the role of financial institutions and rating agencies in promoting corporate governance, and how transparency, accountability, accountability, and fair and equal treatment of all shareholders help improve corporate governance and reduce interagency conflicts between executive management and the Board of Directors.

Purpose of studying of the discipline

To teach management of a large enterprise

Learning Outcomes

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

Prerequisites

Consumer Behavior Marketing Management Strategic marketing

Postrequisites

International marketing Modern integration processes Commercial risks

Services Marketing

Discipline cycle	Basic disciplines
Discipline component	Electives
SubjectID	33563 (3015881)
Course	3
Term	1
Credits count	5
Lectons	15hours
Practical and seminar classes	30hours
Independent work of a student under the guidance of a teacher	35hours
Independent work of the student	70hours
Total	150hours
Knowledge control form	Examination

Short description of discipline

The course concentrates on the core elements (culture, engagement, strategic planning, processes, citizens, and technology) that marketers must use to create and maintain a high quality of service. The course is designed to train students in the management of the service sector and the service component of industrial companies. Customer behavior in the service environment, service strategy development, customer service management, maintenance are just some of the topics covered.

Purpose of studying of the discipline

To study the features of marketing in the service sector

Learning Outcomes

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

Prerequisites

Consumer Behavior Marketing Management Strategic marketing

Postrequisites

International marketing Modern integration processes Commercial risks

Commercial risks

Discipline cycle	Basic disciplines
Discipline component	Electives
SubjectID	33573 (3015889)
Course	3
Term	2
Credits count	5
Lectons	15hours
Practical and seminar classes	30hours
Independent work of a student under the guidance of a teacher	35hours
Independent work of the student	70hours
Total	150hours
Knowledge control form	Examination

Short description of discipline

This course covers the fundamental theories of commercial risk in business. Corporate risk perception, understanding business risk through a decision tree, risk management process, understanding business risk through modeling, ownership, operational risk, contingency planning and disaster recovery, the new role of risk managers in sustainability and strategic risk are just some of the topics covered.

Purpose of studying of the discipline

to teach assess and manage business risks

Learning Outcomes

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

Prerequisites

Services Marketing Corporate governance Investment management

Postrequisites

Global Supply Chain Management Logistics Commercial Logistics

International marketing

Discipline cycle	Basic disciplines
Discipline component	Electives
SubjectID	33571 (3015887)
Course	3
Term	2
Credits count	5
Lectons	15hours
Practical and seminar classes	30hours
Independent work of a student under the guidance of a teacher	35hours
Independent work of the student	70hours
Total	150hours
Knowledge control form	Examination

Short description of discipline

Students investigate all aspects of marketing from a global perspective in order to better respond to global opportunities and competitive situations. The subject of the course provides a detailed overview of international marketing; social, cultural, political and legal environment; opportunities to enter the international market; planning and managing go-to-market strategies and products; and global distribution and pricing are among the topics covered.

Purpose of studying of the discipline

Formation of students understanding of the essence of global, international and local marketing; specifics of marketing activities in foreign markets; features of the implementation of marketing research of foreign markets; techniques, methods and marketing tools used by transnational companies in conditions of economic instability; innovative marketing strategies

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.

Prerequisites

Services Marketing Corporate governance Investment management

Postrequisites

Global Supply Chain Management Logistics Commercial Logistics

State regulation of real sector

Discipline cycle	Profiling discipline
Discipline component	Electives
SubjectID	33588 (3015904)
Course	4
Term	1
Credits count	5
Lectons	15hours
Practical and seminar classes	30hours
Independent work of a student under the guidance of a teacher	35hours
Independent work of the student	70hours
Total	150hours
Knowledge control form	Examination

Short description of discipline

The course examines the basic concepts, fundamental tasks, purpose and necessity of state regulation of the real sector of the economy. The course covers topics such as: the essence and mechanism of state economic regulation; nationalization and privatization; state regulation of various fields of activity in the conditions of the existing market economy; state mechanisms for regulating monetary policy; state regulation of social spheres; implementation of state policy in the field of economy.

Purpose of studying of the discipline

Formation of the economic outlook of students on the basis of studying the main trends in the development of the system of state regulation of the economy, key issues of transforming the role of the state in the economy from the perspective of foreign and domestic economic schools, studying the main directions for increasing the efficiency of state regulation of the economy and ensuring economic security

Learning Outcomes

ON 3 To have competencies in economic and financial trends.

Prerequisites

Financial management Tax management Insurance management

Postrequisites

Final examination

Advertising of goods and services

Discipline cycle	Profiling discipline
Discipline component	Electives
SubjectID	33591 (3015908)
Course	4
Term	1
Credits count	5
Lectons	15hours
Practical and seminar classes	30hours
Independent work of a student under the guidance of a teacher	35hours
Independent work of the student	70hours
Total	150hours
Knowledge control form	Examination

Short description of discipline

Advertising of goods and services refers to the tools used by marketers to position brands in the minds of consumers in order to create the desired image, product awareness, customer interest and loyalty. Students will learn how to use advertising tools to achieve brand goals, how decisions are made about advertising and promotion choices, and how to measure the effectiveness and optimize a set of marketing elements.

Purpose of studying of the discipline

to give the concept of advertising, promotional activities and teach to carry out promotional activities

Learning Outcomes

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

Prerequisites

Financial management Tax management Insurance management

Postrequisites

Final examination

Retail Management

Discipline cycle	Profiling discipline
Discipline component	Electives
SubjectID	33587 (3015903)
Course	4
Term	1
Credits count	5
Lectons	15hours
Practical and seminar classes	30hours
Independent work of a student under the guidance of a teacher	35hours
Independent work of the student	70hours
Total	150hours
Knowledge control form	Examination

Short description of discipline

Students will be introduced to the world of retail management and will be able to develop decision-making skills in retail. They will also study factors influencing retail structure such as retailer types, multi-channel retail, consumer buying behavior, retail marketing strategy, store location selection, logistics management, making purchases, retail prices, store operations, store design and layout and client service

Purpose of studying of the discipline

formation of students competencies necessary for organizing effective marketing activities in business organizations, as well as in the field of retail trade

Learning Outcomes

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

Prerequisites

Financial management Tax management Insurance management

Postrequisites

Final examination

Engineering

Discipline cycle	Basic disciplines
Discipline component	Electives
SubjectID	33597 (3015916)
Course	4
Term	2
Credits count	5
Lectons	15hours
Practical and seminar classes	30hours

Independent work of a student under the guidance of a teacher	35hours
Independent work of the student	70hours
Total	150hours
Knowledge control form	Examination

Short description of discipline

Students learn the fundamentals of engineering design, building, and other engineering activities in this subject. Fundamental ideas in manufacturing technology. Mechanical engineering is used in the building industry, as well as other industries. Technological organization principles. technical service types. quality control procedure. overall score for quality. quality and uniformity. planning strategically. Analysis of the impact of introducing new machinery and equipment from an economic perspective.

Purpose of studying of the discipline

The purpose of the discipline is to master students` knowledge in the field of engineering and reengineering of business processes, as a set of works on the design or optimization of business processes in the service sector and as a specific type of service

Learning Outcomes

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

Prerequisites

Business Entrepreneurship Innovation management Development of managerial decisions

Postrequisites

Final examination

Operations and Productions Management

Discipline cycle	Basic disciplines
Discipline component	Electives
SubjectID	33596 (3015915)
Course	4
Term	2
Credits count	5
Lectons	15hours
Practical and seminar classes	30hours
Independent work of a student under the guidance of a teacher	35hours
Independent work of the student	70hours
Total	150hours
Knowledge control form	Examination

Short description of discipline

This course teaches how to manage functional areas in an organization. The course covers quantitative production, inventory management and production economics. Topics covered include decision making, manufacturing system design, material and plant management systems, capacity planning, forecasting, inventory, distribution, material requirements planning (MRP) and quality control, and how manufacturing interacts with other functions in the organization. .

Purpose of studying of the discipline

introducing students to the conceptual framework, the formation of the production (operational) strategy of the enterprise; the formation of a managerial worldview in the field of production based on knowledge of the characteristics of industrial enterprises and enterprises in the service sector; education of managerial culture skills in the field of production management.

Learning Outcomes

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

Prerequisites

Business Entrepreneurship Innovation management Development of managerial decisions

Postrequisites

Final examination

Economics of the production sphere

Discipline cycle	Basic disciplines
Discipline component	Electives
SubjectID	33598 (3015917)
Course	4
Term	2
Credits count	5
Lectons	15hours
Practical and seminar classes	30hours
Independent work of a student under the guidance of a teacher	35hours
Independent work of the student	70hours
Total	150hours
Knowledge control form	Examination

Short description of discipline

In modern market conditions, the fundamental basis of the economy of the Republic of Kazakhstan is its industrial potential. The course studies the modern policy of the Republic of Kazakhstan in the field of industry. Students will learn the basic concepts of industrial production and its sectoral structure; about commodity markets, technologies and their life cycles; about modern approaches in the

formation of the composition and structures of industrial production.

Purpose of studying of the discipline

The study of the action and manifestation in the branches of the production sector of objective economic laws, conditions and factors that ensure the achievement of the best results of functioning at optimal costs.

Learning Outcomes

ON 3 To have competencies in economic and financial trends.

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

Prerequisites

Business Entrepreneurship Innovation management Development of managerial decisions

Postrequisites

Final examination

Total Quality Management

Discipline cycle	Profiling discipline
Discipline component	University component
SubjectID	33600 (3015911)
Course	4
Term	2
Credits count	5
Lectons	30hours
Practical and seminar classes	15hours
Independent work of a student under the guidance of a teacher	35hours
Independent work of the student	70hours
Total	150hours
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.

Prerequisites

Brand Management Office Management Commodity research and examination of goods

Postrequisites

Final examination

Module 4. Accounting and Finance

Economic Theory

Discipline cycle	Basic disciplines
Discipline component	University component
SubjectID	33402 (3015842)
Course	1
Term	1
Credits count	5
Lectons	15hours
Practical and seminar classes	30hours
Independent work of a student under the guidance of a teacher	35hours
Independent work of the student	70hours
Total	150hours
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.

Prerequisites

School course

Postrequisites

Microeconomics Principles of Finance Macroeconomics

Microeconomics

Discipline cycle	Basic disciplines
Discipline component	University component
SubjectID	33530 (3015850)
Course	2
Term	1
Credits count	5
Lectons	30hours
Practical and seminar classes	15hours
Independent work of a student under the guidance of a teacher	35hours
Independent work of the student	70hours
Total	150hours
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.

Prerequisites

Statistics Economic Theory

Postrequisites

Macroeconomics

Principles of Finance

Discipline cycle	Basic disciplines
Discipline component	University component
SubjectID	33531 (3015851)
Course	2
Term	1
Credits count	5
Lectons	15hours
Practical and seminar classes	30hours
Independent work of a student under the guidance of a teacher	35hours
Independent work of the student	70hours
Total	150hours
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.

Prerequisites

Economic Theory

Postrequisites

Principles of Accounting

Principles of Accounting

Discipline cycle	Basic disciplines
Discipline component	University component
SubjectID	33548 (3015859)
Course	2
Term	2
Credits count	5
Lectures	30hours
Practical and seminar classes	15hours
Independent work of a student under the guidance of a teacher	35hours
Independent work of the student	70hours
Total	150hours
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.

Prerequisites

Principles of Finance

Postrequisites

Financial Accounting Public administration for investment activity Stock market

Public administration for investment activity

Discipline cycle	Basic disciplines
Discipline component	Electives
SubjectID	33561 (3015879)
Course	3
Term	1
Credits count	5
Lectures	15hours
Practical and seminar classes	30hours
Independent work of a student under the guidance of a teacher	35hours
Independent work of the student	70hours
Total	150hours
Knowledge control form	Examination

Short description of discipline

The course deals with the issues of rational use of the investment potential of organizations and enterprises of various forms of ownership. The course summarizes experience and evidence-based methods for attracting domestic and foreign investment. The article considers strategic and tactical issues of state investment policy and state regulation of ways to attract and use investments, as well as business support measures. Students acquire the skills to analyze and monitor investment and make effective investment decisions.

Purpose of studying of the discipline

Formation of a systematic understanding of the methodology and technologies for the development of state investment policy

Learning Outcomes

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

Prerequisites

Principles of Accounting

Postrequisites

Managerial Accounting Theory and organization of taxes Taxes and taxation

Stock market

Discipline cycle	Basic disciplines
Discipline component	Electives
SubjectID	33562 (3015880)
Course	3
Term	1
Credits count	5

Lectures	15hours
Practical and seminar classes	30hours
Independent work of a student under the guidance of a teacher	35hours
Independent work of the student	70hours
Total	150hours
Knowledge control form	Examination

Short description of discipline

Students will learn about fundamental, technical, and industry analysis, as well as how to choose appropriate investment vehicles, such as option strategies. Students will learn how to conduct public company research using various Internet information sources and computer programs. Special emphasis is placed on crowd behavior analysis based on specific market indicators, scrolling through the financial news feed, and analyzing financial analyst recommendations.

Purpose of studying of the discipline

Formation of a holistic view of the functioning of the securities market among future specialists; types of primary and secondary securities and derivative financial instruments; organizing, conducting and evaluating stock transactions

Learning Outcomes

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

Prerequisites

Principles of Accounting

Postrequisites

Managerial Accounting Theory and organization of taxes Taxes and taxation

Financial Accounting

Discipline cycle	Basic disciplines
Discipline component	Electives
SubjectID	33560 (3015878)
Course	3
Term	1
Credits count	5
Lectures	15hours
Practical and seminar classes	30hours
Independent work of a student under the guidance of a teacher	35hours
Independent work of the student	70hours
Total	150hours
Knowledge control form	Examination

Short description of discipline

The accounting cycle, accounting models, financial reporting and analysis, cash and fixed assets, inventories, short-term and long-term debt, and the capital structure of financial institutions, businesses, partnerships, and corporations are all covered in this course. Accounting principles used in the preparation of financial statements, such as profit and loss accounts (financial results) and balance sheets (financial position), are thoroughly examined.

Purpose of studying of the discipline

Formation of theoretical knowledge and practical skills in the methodology and organization of financial accounting of the activities of organizations of various forms of ownership, the use of accounting information for making management decisions

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.

Prerequisites

Principles of Accounting

Postrequisites

Managerial Accounting Theory and organization of taxes Taxes and taxation

Macroeconomics

Discipline cycle	Basic disciplines
Discipline component	University component
SubjectID	33570 (3015886)
Course	3
Term	2
Credits count	5
Lectures	30hours
Practical and seminar classes	15hours
Independent work of a student under the guidance of a teacher	35hours
Independent work of the student	70hours
Total	150hours
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.

Prerequisites

Statistics Economic Theory

Postrequisites

International Business Law

Tax management

Discipline cycle	Profiling discipline
Discipline component	Electives
SubjectID	33579 (3015894)
Course	3
Term	2
Credits count	5
Lectons	15hours
Practical and seminar classes	30hours
Independent work of a student under the guidance of a teacher	35hours
Independent work of the student	70hours
Total	150hours
Knowledge control form	Examination

Short description of discipline

The course is aimed at developing in students the skills of managing the tax burden of an organization. The mechanisms and principles of legal support for the management of tax relations, the main methods for calculating tax payments, and the features of the system of taxation of individuals and legal entities in foreign countries are considered. Students will acquire practical skills in tax planning for the activities of financial, economic, production, economic and analytical services of enterprises of various profiles and forms of ownership.

Purpose of studying of the discipline

Deepening and development of students' theoretical understanding and practical skills in the field of tax management in credit institutions.

Learning Outcomes

ON 3 To have competencies in economic and financial trends.

Prerequisites

Business Information Management Commercial marketing Management expertise

Postrequisites

Retail Management State regulation of real sector Administration of Kazakhstan Economics Corporate Social Responsibility Advertising of goods and services Effective communications

Insurance management

Discipline cycle	Profiling discipline
Discipline component	Electives
SubjectID	33580 (3015895)
Course	3
Term	2
Credits count	5
Lectons	15hours
Practical and seminar classes	30hours
Independent work of a student under the guidance of a teacher	35hours
Independent work of the student	70hours
Total	150hours
Knowledge control form	Examination

Short description of discipline

This course examines the general characteristics of insurance management, as well as the principles of organization and management of insurance activities. Health insurance risk management systems; marketing in the insurance business management system; personal insurance management; property insurance management; management liability insurance; management of the tariff policy of the insurance company; insurance company sustainability management are all among the topics covered in the course.

Purpose of studying of the discipline

the formation of students a clear understanding of the theoretical foundations and practical techniques of insurance management

Learning Outcomes

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

Prerequisites

Business Information Management Commercial marketing Management expertise

Postrequisites

Retail Management State regulation of real sector Administration of Kazakhstan Economics Corporate Social Responsibility Advertising of goods and services Effective communications

Financial management

Discipline cycle	Profiling discipline
Discipline component	Electives
SubjectID	33578 (3015893)
Course	3
Term	2
Credits count	5
Lectons	15hours
Practical and seminar classes	30hours
Independent work of a student under the guidance of a teacher	35hours
Independent work of the student	70hours
Total	150hours
Knowledge control form	Examination

Short description of discipline

The course begins with an overview of the fundamentals of financial valuation. The fundamental goal, identified in the main part of the course, is to equip students with the skills to evaluate investments, financial securities, risk and the cost of capital, preparing them to make initial decisions in the long and short term. Prior knowledge of finance and statistics is the most important prerequisite for successful completion of the course.

Purpose of studying of the discipline

The purpose of studying the discipline is to disclose the content of financial management, principles, goals and objectives of managing financial resources of an enterprise in a market economy; anti-crisis financial management, the essence of investment decisions and financing decisions, the development of a logic for making managerial decisions in the field of financial activities of enterprises.

Learning Outcomes

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

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

Prerequisites

Business Information Management Commercial marketing Management expertise

Postrequisites

Retail Management State regulation of real sector Administration of Kazakhstan Economics Corporate Social Responsibility Advertising of goods and services Effective communications

Commercial Logistics

Discipline cycle	Basic disciplines
Discipline component	Electives
SubjectID	33586 (3015902)
Course	4
Term	1
Credits count	5
Lectons	15hours
Practical and seminar classes	30hours
Independent work of a student under the guidance of a teacher	35hours
Independent work of the student	70hours
Total	150hours
Knowledge control form	Examination

Short description of discipline

The course examines the evolution of commercial logistics over time. The main tasks and problems in the management of commercial logistics are highlighted. The course content includes the following main topics: commercial logistics systems; the concept and goals of the organization of commercial logistics; logistics management of procurement activities; management of logistics of production processes; distribution logistics management; transport bases of logistical processes; warehouse logistics management

Purpose of studying of the discipline

The purpose of mastering the discipline: obtaining by students the necessary theoretical knowledge and acquiring practical skills in the field of actively developing methods of logistical management of material and information flows from the moment they are formed to the stage of consumption by various market participants.

Learning Outcomes

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

Prerequisites

International marketing Modern integration processes Commercial risks

Postrequisites

Final examination

Logistics

Discipline cycle	Basic disciplines
Discipline component	Electives
SubjectID	33585 (3015901)
Course	4
Term	1
Credits count	5
Lectons	15hours
Practical and seminar classes	30hours
Independent work of a student under the guidance of a teacher	35hours
Independent work of the student	70hours
Total	150hours
Knowledge control form	Examination

Short description of discipline

The course focuses on the material and information flows required for material and product delivery from the producer to the recipient. Logistics enables goods to be delivered to the correct location, at the correct time, and at the correct cost. Logistics can strongly shorten the time between the raw material semi-finished products purchase and the transportation of the finished product to consumers, achieving significant inventory reductions, speed up the process of obtaining operational information, and improve service level.

Purpose of studying of the discipline

The main goal of studying the course: the formation of students` understanding of the importance and role of applying the logistics approach at the present stage of development of the economy and management as a system of generalized knowledge about the scientific foundations, concept, method, methodology of the logistics approach, basic tasks, as well as practical skills for solving them

Learning Outcomes

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

Prerequisites

International marketing Modern integration processes Commercial risks

Postrequisites

Final examination

Taxes and taxation

Discipline cycle	Basic disciplines
Discipline component	Electives
SubjectID	33583 (3015899)
Course	4
Term	1
Credits count	5
Lectons	15hours
Practical and seminar classes	30hours
Independent work of a student under the guidance of a teacher	35hours
Independent work of the student	70hours
Total	150hours
Knowledge control form	Examination

Short description of discipline

This discipline aims to investigate the stages of creation and development of the Republic of Kazakhstan`s tax system, as well as the functional capabilities of the main tax payments in the system of the Republic of Kazakhstan. The content of the course includes the study of such important topics as the mechanism for calculating and paying taxes, the specifics of the application of a special tax regime, the calculation of royalties and other mandatory payments, as well as the process of tax administration.

Purpose of studying of the discipline

to form a system of theoretical knowledge and practical skills in the field of taxes and taxation necessary to understand the main trends in the development of the modern tax system of Kazakhstan

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.

Prerequisites

Financial Accounting Public administration for investment activity Stock market

Postrequisites

Final examination

Theory and organization of taxes

Discipline cycle	Basic disciplines
Discipline component	Electives
SubjectID	33582 (3015898)
Course	4
Term	1
Credits count	5
Lectons	15hours

Practical and seminar classes	30hours
Independent work of a student under the guidance of a teacher	35hours
Independent work of the student	70hours
Total	150hours
Knowledge control form	Examination

Short description of discipline

This course examines the process of organizing the tax mechanism in the state. Students will learn about the fundamental problems in managing the tax mechanism. Topical issues of the functioning of tax authorities in the process of collections to the budget of various levels will be considered. The economic significance and principles of organization of the tax system, models of tax policy in the national economic system, the most effective directions for modernization and the impact of the reforms on the country's economy are considered.

Purpose of studying of the discipline

studying the theory of taxes and theoretical aspects of building a tax system, namely the disclosure of the economic content, functions and principles of taxes, the historical stages of the formation and development of taxes and the tax system of the Republic of Kazakhstan, the basic concepts of tax reforms in the country, etc .

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.

Prerequisites

Financial Accounting Public administration for investment activity Stock market

Postrequisites

Final examination

Managerial Accounting

Discipline cycle	Basic disciplines
Discipline component	Electives
SubjectID	33581 (3015897)
Course	4
Term	1
Credits count	5
Lectons	15hours
Practical and seminar classes	30hours
Independent work of a student under the guidance of a teacher	35hours
Independent work of the student	70hours
Total	150hours
Knowledge control form	Examination

Short description of discipline

The course will teach students how managers use accounting data to make decisions, evaluate performance, and control. This allows students to understand how management accounting information is generated and used for strategic and managerial purposes in various types of enterprises. It also teaches students how to evaluate and improve current management accounting practices in various organizations, evaluate profitability, calculate and allocate costs.

Purpose of studying of the discipline

To study the methods and ways of organizing the accounting of the state and use of resources for the purposes of managing business activities and determining financial results

Learning Outcomes

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

Prerequisites

Financial Accounting Public administration for investment activity Stock market

Postrequisites

Final examination

Module 5. Human Resource Management

Personality Development and Social Skills

Discipline cycle	Basic disciplines
Discipline component	University component
SubjectID	33467 (3015845)
Course	1
Term	2
Credits count	5
Lectons	30hours
Practical and seminar classes	15hours
Independent work of a student under the guidance of a teacher	35hours
Independent work of the student	70hours
Total	150hours

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.

Prerequisites

School course

Postrequisites

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

Community Development

Discipline cycle	Basic disciplines
Discipline component	Electives
SubjectID	33470 (3015848)
Course	1
Term	2
Credits count	5
Lectons	30hours
Practical and seminar classes	15hours
Independent work of a student under the guidance of a teacher	35hours
Independent work of the student	70hours
Total	150hours
Knowledge control form	Examination

Short description of discipline

This course examines the processes for providing resources to disadvantaged groups. Students learn about the activities of numerous departments and institutions in the socio-economic sphere, the business sector and government structures. Particular attention is paid to the importance of the participation of commercial organizations in improving the living conditions of the population. The key ideas are considered that guarantee the meaningful participation of society in its growth through projects and initiatives that are sustainable, self-sufficient and controlled by the community.

Purpose of studying of the discipline

Formation of systemic knowledge among students about the theory and practice of the functioning of the public relations institute, principles, patterns, models and its role in the socio-economic and political development of society

Learning Outcomes

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

Prerequisites

Multicultural Studies

Postrequisites

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

Customer Relationship Management

Discipline cycle	Basic disciplines
Discipline component	Electives
SubjectID	33468 (3015846)
Course	1
Term	2
Credits count	5
Lectons	30hours
Practical and seminar classes	15hours
Independent work of a student under the guidance of a teacher	35hours
Independent work of the student	70hours
Total	150hours
Knowledge control form	Examination

Short description of discipline

Customer Relationship Management (CRM) is a critical component to the survival and growth of an organization. With the development of software and hardware, significant advances have been made in the development and management of CRM systems. These efforts are aimed at improving customer interaction and better understanding of customers. The course will provide students with a deep understanding of the software components in various CRM systems and how CRM can be applied in practice across industries.

Purpose of studying of the discipline

Formation of knowledge that allows creating a holistic view of the concept of customer relationship management (CRM), understanding the basic principles and essence of a customer-oriented approach, studying the process of developing and implementing the CRM concept in an enterprise, instilling skills of independent work with software products of the appropriate class (CRM systems).

Learning Outcomes

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

Prerequisites

Multicultural Studies

Postrequisites

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

Human resource management

Discipline cycle	Basic disciplines
Discipline component	University component
SubjectID	33472 (3015906)
Course	1
Term	2
Credits count	5
Lectons	30hours
Practical and seminar classes	15hours
Independent work of a student under the guidance of a teacher	35hours
Independent work of the student	70hours
Total	150hours
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.

Prerequisites

Multicultural Studies

Postrequisites

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

Research Ethics and Methods

Discipline cycle	Basic disciplines
Discipline component	Electives
SubjectID	33469 (3015847)
Course	1
Term	2
Credits count	5
Lectons	30hours
Practical and seminar classes	15hours
Independent work of a student under the guidance of a teacher	35hours
Independent work of the student	70hours
Total	150hours
Knowledge control form	Examination

Short description of discipline

The course will introduce students to the current state of research ethics. It covers the basic principles and standards for the safety of study participants. It also covers advanced ethical topics such as reflexivity and positionality, researcher-related trauma, each participant`s responsibility to the research team, data security and other logistics, and research fatigue. The course covers all relevant forms of data collection.

Purpose of studying of the discipline

Provide students with an understanding of the ethical guidelines that authors must follow in order to improve the quality of scientific publications and prevent copyright infringement

Learning Outcomes

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

Prerequisites

Multicultural Studies

Postrequisites

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

Methods of psychological research

Discipline cycle	Basic disciplines
Discipline component	Electives
SubjectID	33535 (3015855)
Course	2
Term	1
Credits count	5
Lectons	30hours
Practical and seminar classes	15hours
Independent work of a student under the guidance of a teacher	35hours
Independent work of the student	70hours
Total	150hours
Knowledge control form	Examination

Short description of discipline

This course is an overview of the methods used in psychological research. The main problems in the preparation and conduct of psychological research are considered. Course topics include: introspection and observation; natural and laboratory experiment; testing, content analysis, questionnaires, surveys, conversations and interviews. The relationship of psychological methods with the methods of related sciences is shown. The value of modeling and mathematical processing for obtaining reliable research results is determined.

Purpose of studying of the discipline

Students mastering the basic laws of building a psychological study

Learning Outcomes

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

Prerequisites

Personality Development and Social Skills Human resource management

Postrequisites

Organizational behavior International Human Resources Management Cross-Cultural Management

Psychology of activity and work

Discipline cycle	Basic disciplines
Discipline component	Electives
SubjectID	33534 (3015854)
Course	2
Term	1
Credits count	5
Lectons	30hours
Practical and seminar classes	15hours
Independent work of a student under the guidance of a teacher	35hours
Independent work of the student	70hours
Total	150hours
Knowledge control form	Examination

Short description of discipline

The course covers the basics of labor psychology as a scientific and applied discipline. The content of the course is designed to clearly demonstrate to students that in today's dynamically developing society, an effective specialist is one who knows how to effectively manage his professional experience, is open to constant self-education, and has a high potential for self-development. The course includes sections on traditional concepts of psychology, as well as issues of labor psychology.

Purpose of studying of the discipline

To acquaint students with the basic aspects of the functioning and development of man as a subject of labor

Learning Outcomes

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

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

Prerequisites

Personality Development and Social Skills Human resource management

Postrequisites

Organizational behavior International Human Resources Management Cross-Cultural Management

Human Resource Development

Discipline cycle	Basic disciplines
Discipline component	Electives
SubjectID	33533 (3015853)
Course	2
Term	1
Credits count	5
Lectons	30hours
Practical and seminar classes	15hours

Independent work of a student under the guidance of a teacher	35hours
Independent work of the student	70hours
Total	150hours
Knowledge control form	Examination

Short description of discipline

This course aims to enhance the skills and knowledge required for effective and enjoyable work, which is required for the organization's success. It provides vital services to today's workers, employers, businesses, and society as a key area of specialization for human resources. Automation, information technology, increased productivity and quality, increased professional awareness, and other factors all contribute to the dynamic flow of work.

Purpose of studying of the discipline

Determining of the best HR and career development program that will answer the training needs of the employees in the short and in the long run.

Learning Outcomes

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

Prerequisites

Personality Development and Social Skills Human resource management

Postrequisites

Organizational behavior International Human Resources Management Cross-Cultural Management

International Human Resources Management

Discipline cycle	Basic disciplines
Discipline component	Electives
SubjectID	33543 (3015864)
Course	2
Term	2
Credits count	5
Lectons	30hours
Practical and seminar classes	15hours
Independent work of a student under the guidance of a teacher	35hours
Independent work of the student	70hours
Total	150hours
Knowledge control form	Examination

Short description of discipline

Students will learn about the role of Human Resource Management (HRM) in international companies. The course is divided into three sections: international human resource management, strategic and functional human resource management in an international context, and comparative international human resource management. Globalization, labor, and labor regulation; international strategic HRM issues; nationals of the host country, country of residence, and third countries; international recruitment, selection, training, development, and compensation.

Purpose of studying of the discipline

To give students an idea of the principles of personnel management in an international company, approaches to the selection of personnel for foreign operations; about the role functions of an international manager

Learning Outcomes

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

Prerequisites

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

Postrequisites

Personnel management

Organizational behavior

Discipline cycle	Basic disciplines
Discipline component	Electives
SubjectID	33544 (3015863)
Course	2
Term	2
Credits count	5
Lectons	30hours
Practical and seminar classes	15hours
Independent work of a student under the guidance of a teacher	35hours
Independent work of the student	70hours
Total	150hours
Knowledge control form	Examination

Short description of discipline

Students study the behavior of employees in an organization. Topics include employee emotions and attitudes, employee motivation, teamwork, communication processes, conflict resolution, leadership styles, decision making and organizational culture, as well as learning, group behavior formation in the organization, orientation in the human resource market, organization behavior in the

international trading system. , changes in the organizational system of the enterprise, promotion of employees through the ranks.

Purpose of studying of the discipline

The study of individual, group and corporate behavior, the acquisition of knowledge, skills in the field of personnel management.

Learning Outcomes

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

Prerequisites

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

Postrequisites

Personnel management

Personnel management

Discipline cycle	Basic disciplines
Discipline component	University component
SubjectID	33559 (3015877)
Course	3
Term	1
Credits count	5
Lectons	30hours
Practical and seminar classes	15hours
Independent work of a student under the guidance of a teacher	35hours
Independent work of the student	70hours
Total	150hours
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.

Prerequisites

Organizational behavior International Human Resources Management Cross-Cultural Management

Postrequisites

International Conflict Management Office Document Support Office work

Internship II

Discipline cycle	Basic disciplines
Discipline component	University component
SubjectID	33574 (3015896)
Course	3
Term	2
Credits count	5
Working practice	150hours
Total	150hours
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.

Prerequisites

Basic and profile disciplines of the EP

Postrequisites

Basic and profile disciplines of the EP

Effective communications

Discipline cycle	Profiling discipline
Discipline component	Electives
SubjectID	33592 (3015909)
Course	4

Term	1
Credits count	5
Lectures	15hours
Practical and seminar classes	30hours
Independent work of a student under the guidance of a teacher	35hours
Independent work of the student	70hours
Total	150hours
Knowledge control form	Examination

Short description of discipline

The course examines the characteristics of effective communication in the context of a manager's competence. Basic models and practical presentation and negotiation skills, as well as other communication skills, are discussed. The course is devoted to the development of professional communication skills in a team and teamwork, as well as such issues as the psychological aspect of business communication, verbal and non-verbal communication, communication in conflict conditions and in conditions of information distortion.

Purpose of studying of the discipline

to teach effective communication

Learning Outcomes

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

Prerequisites

Financial management Tax management Insurance management

Postrequisites

Final examination

Office work

Discipline cycle	Basic disciplines
Discipline component	Electives
SubjectID	33595 (3015914)
Course	4
Term	2
Credits count	5
Lectures	30hours
Practical and seminar classes	15hours
Independent work of a student under the guidance of a teacher	35hours
Independent work of the student	70hours
Total	150hours
Knowledge control form	Examination

Short description of discipline

The course examines state documentation standards, as well as the laws of the Republic of Kazakhstan governing office work. Students receive instructions on document management, recommendations for creating documentation, as well as collecting and processing information about the available nomenclature. Documentation for professional activities, contractual business activities, document flow structure, documentation systems, organizational and technical support for working with documents are some of the main topics of the course.

Purpose of studying of the discipline

The purpose of studying the discipline is to master the basics of the correct execution of documents and the proper organization of document management in an institution in accordance with the requirements of GOST mechanical and electronic methods

Learning Outcomes

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

Prerequisites

Personnel management

Postrequisites

Final examination

Office Document Support

Discipline cycle	Basic disciplines
Discipline component	Electives
SubjectID	33594 (3015913)
Course	4
Term	2
Credits count	5
Lectures	30hours
Practical and seminar classes	15hours
Independent work of a student under the guidance of a teacher	35hours
Independent work of the student	70hours
Total	150hours

Knowledge control form

Examination

Short description of discipline

The course is designed to teach theoretical foundations as well as practical skills in the field of document management. Students will learn the rules for creating management documents based on current legislation in the Republic of Kazakhstan, as well as the skills for their preparation, compilation, and storage. They will also study the various styles of official documents. The course will provide an overview of government office automation and electronic document management technologies.

Purpose of studying of the discipline

the formation of students theoretical knowledge and practical skills of documenting on the basis of modern requirements for the preparation and execution of management documents

Learning Outcomes

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

Prerequisites

Personnel management

Postrequisites

Final examination

International Conflict Management

Discipline cycle	Basic disciplines
Discipline component	Electives
SubjectID	33593 (3015912)
Course	4
Term	2
Credits count	5
Lectons	30hours
Practical and seminar classes	15hours
Independent work of a student under the guidance of a teacher	35hours
Independent work of the student	70hours
Total	150hours
Knowledge control form	Examination

Short description of discipline

The course examines the theoretical and practical aspects of conflicts and conflict management. An excursion into the history of the development of interethnic labor relations and the resulting conflict situations is given. Students will learn in detail about the disagreements that arise in interethnic labor relations in the field of labor, intellectual property rights, in the field of obtaining financial services, healthcare services, and commercial disputes. The course provides tools for the prevention and resolution of conflict situations

Purpose of studying of the discipline

provide students with the study of ways and means of preventing and overcoming international labor conflicts, contribute to mastering the skills of managing international labor conflict situations

Learning Outcomes

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

Prerequisites

Personnel management

Postrequisites

Final examination

Module 6. Information Systems

Statistics

Discipline cycle	Basic disciplines
Discipline component	University component
SubjectID	32881 (3015836)
Course	1
Term	1
Credits count	5
Lectons	30hours
Practical and seminar classes	15hours
Independent work of a student under the guidance of a teacher	35hours
Independent work of the student	70hours
Total	150hours
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.

Prerequisites

School course

Postrequisites

Basic and profile disciplines of the EP Microeconomics Macroeconomics

Principles of E-Business

Discipline cycle	Basic disciplines
Discipline component	University component
SubjectID	33532 (3015852)
Course	2
Term	1
Credits count	5
Lectons	30hours
Practical and seminar classes	15hours
Independent work of a student under the guidance of a teacher	35hours
Independent work of the student	70hours
Total	150hours
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.

Prerequisites

Principles of Marketing

Postrequisites

Business Information Management Commercial marketing Management expertise Business Software

Business Information Management

Discipline cycle	Profiling discipline
Discipline component	Electives
SubjectID	33550 (3015866)
Course	2
Term	2
Credits count	5
Lectons	15hours
Practical and seminar classes	30hours
Independent work of a student under the guidance of a teacher	35hours
Independent work of the student	70hours
Total	150hours
Knowledge control form	Examination

Short description of discipline

Business information systems are used to improve the efficiency of organizations, make communications accessible, and help develop business strategies. The course is aimed at developing skills in the use of various applications for information processing. The course examines the basics of working with textual information, spreadsheets, databases, presentations, operating systems using the appropriate software. General business writing, reading and teamwork skills are also developed.

Purpose of studying of the discipline

To teach how to analyze and manage business information

Learning Outcomes

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

Prerequisites

Principles of E-Business

Postrequisites

Financial management Tax management Insurance management

Decision Support Systems

Discipline cycle	Profiling discipline
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Discipline component	University component
SubjectID	33567 (3015884)
Course	3
Term	1
Credits count	5
Lectons	30hours
Practical and seminar classes	15hours
Independent work of a student under the guidance of a teacher	35hours
Independent work of the student	70hours
Total	150hours
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.

Prerequisites

Global Strategic Management Advertising Industrial Management

Postrequisites

Business Entrepreneurship Innovation management Development of managerial decisions

Business Software

Discipline cycle	Basic disciplines
Discipline component	University component
SubjectID	33569 (3015885)
Course	3
Term	2
Credits count	5
Lectons	15hours
Practical and seminar classes	30hours
Independent work of a student under the guidance of a teacher	35hours
Independent work of the student	70hours
Total	150hours
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.

Prerequisites

Principles of E-Business

Postrequisites

Final examination

Module 7. Globalization-Localization

Cross-Cultural Management

Discipline cycle	Basic disciplines
Discipline component	Electives
SubjectID	33542 (3015865)
Course	2
Term	2
Credits count	5
Lectons	30hours
Practical and seminar classes	15hours
Independent work of a student under the guidance of a teacher	35hours

Independent work of the student	70hours
Total	150hours
Knowledge control form	Examination

Short description of discipline

During the study of this course, there is an active development of students` abilities to communicate effectively with representatives of different cultures, especially in the context of building international business. The course is designed to significantly enhance the ability of experienced managers to transform into effective global managers. The course discusses issues and problems related to the relationship between people of different cultures that arise in the process of business functioning and the development of international business relations.

Purpose of studying of the discipline

Formation of an intercultural approach to doing business in modern conditions of globalization in order to increase the efficiency of negotiation, as well as personnel management in multicultural organizations and the application of the acquired knowledge in practice

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.

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

Prerequisites

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

Postrequisites

Personnel management

Global Strategic Management

Discipline cycle	Profiling discipline
Discipline component	Electives
SubjectID	33553 (3015869)
Course	2
Term	2
Credits count	5
Lectons	15hours
Practical and seminar classes	30hours
Independent work of a student under the guidance of a teacher	35hours
Independent work of the student	70hours
Total	150hours
Knowledge control form	Examination

Short description of discipline

The course provides the theoretical foundations and modern practice of combating health threats. The main stages in the consideration and development of complex goals of the organization are considered. Particular attention is paid to multinational companies operating in different countries, often incompatible with the cultural and market system. Students learn methods of diagnosing the external and external environment of the organization, as well as its productivity.

Purpose of studying of the discipline

The aim of this course is to increase the ability of students to effectively communicate with cultural peculiarities, especially in the context of international business

Learning Outcomes

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

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

Prerequisites

Principles of business administration

Postrequisites

Decision Support Systems

International Business Administration

Discipline cycle	Profiling discipline
Discipline component	Electives
SubjectID	33556 (3015872)
Course	2
Term	2
Credits count	5
Lectons	15hours
Practical and seminar classes	30hours
Independent work of a student under the guidance of a teacher	35hours
Independent work of the student	70hours
Total	150hours
Knowledge control form	Examination

Short description of discipline

The course provides students with an understanding of economic issues and their role in society, organization and at the individual level, in addition to understanding business administration from an international perspective. International Business Management focuses on

critical business disciplines in a global context. The course integrates knowledge of the fundamentals of finance, marketing, international marketing, global strategic planning, supply chains and human resources.

Purpose of studying of the discipline

Get an idea of the organization and functioning of international business.

Learning Outcomes

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

Prerequisites

Principles of business administration

Postrequisites

International Business Law

Fundamentals of public-private partnership

Discipline cycle	Profiling discipline
Discipline component	Electives
SubjectID	33558 (3015874)
Course	2
Term	2
Credits count	5
Lectons	15hours
Practical and seminar classes	30hours
Independent work of a student under the guidance of a teacher	35hours
Independent work of the student	70hours
Total	150hours
Knowledge control form	Examination

Short description of discipline

The course examines the theoretical aspects of public and private partnership and its place in the system of political and economic sciences. The role of public and private partnership in public administration. Models and types of public and private partnerships The main areas of application of public and private partnerships in Kazakhstan. Legislation on public and private partnership. Problems and objectives of the development of public and private partnerships in Kazakhstan.

Purpose of studying of the discipline

To get an idea of the nature of public-private partnerships and methods for its implementation.

Learning Outcomes

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

Prerequisites

Principles of business administration

Postrequisites

International Business Law

Legal regulation of commercial activities

Discipline cycle	Profiling discipline
Discipline component	Electives
SubjectID	33557 (3015873)
Course	2
Term	2
Credits count	5
Lectons	15hours
Practical and seminar classes	30hours
Independent work of a student under the guidance of a teacher	35hours
Independent work of the student	70hours
Total	150hours
Knowledge control form	Examination

Short description of discipline

The course examines the features of the organization of commercial activities of enterprises of various profiles. The organizational and production structure of enterprises is considered. Students will learn how to model the commercial activities of an enterprise in the markets for services and goods, as well as learn how to analyze the effectiveness of the measures taken. Issues of improving and organizing the activities of various economic units at enterprises of all forms of ownership will be considered, taking into account regulatory and legal restrictions.

Purpose of studying of the discipline

Obtaining theoretical knowledge and practical skills in the field of managing commercial processes and operations

Learning Outcomes

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

Prerequisites

Principles of business administration

Postrequisites

International Business Law

Management expertise

Discipline cycle	Profiling discipline
Discipline component	Electives
SubjectID	33552 (3015868)
Course	2
Term	2
Credits count	5
Lectons	15hours
Practical and seminar classes	30hours
Independent work of a student under the guidance of a teacher	35hours
Independent work of the student	70hours
Total	150hours
Knowledge control form	Examination

Short description of discipline

The course provides a general description of the management review process. The basic concepts, purpose, principles and methods of assessing the state of a business are studied. Students master the methods of estimating the value of non-controlling and controlling stakes, investment programs, the methodology for carrying out restructuring measures at an enterprise, taking into account the assessment. Special attention is paid to the process of developing programs for the financial recovery of the enterprise.

Purpose of studying of the discipline

To conduct a management assessment and examination of theoretical, methodological and practical direction.

Learning Outcomes

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

Prerequisites

Principles of E-Business

Postrequisites

Financial management Tax management Insurance management

Research Methodology

Discipline cycle	Profiling discipline
Discipline component	University component
SubjectID	33566 (3015876)
Course	3
Term	1
Credits count	5
Lectons	15hours
Practical and seminar classes	30hours
Independent work of a student under the guidance of a teacher	35hours
Independent work of the student	70hours
Total	150hours
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.

Prerequisites

Basic and profile disciplines of the EP

Postrequisites

Final examination

Modern integration processes

Discipline cycle	Basic disciplines
Discipline component	Electives
SubjectID	33572 (3015888)
Course	3
Term	2
Credits count	5
Lectons	15hours
Practical and seminar classes	30hours

Independent work of a student under the guidance of a teacher	35hours
Independent work of the student	70hours
Total	150hours
Knowledge control form	Examination

Short description of discipline

Conceptual foundations of economic integration and the role of the Asia-Pacific region in global integration processes. The evolution of economic cooperation in the Asia-Pacific region. Causes and history of international organizations. Types of international organizations (international governmental and non-governmental organizations, transnational companies). Modern trends in the development of international organizations. Integration trends in the post-Soviet space. Processes and mechanisms of modern integration.

Purpose of studying of the discipline

to know the essence of international economic integration, its causes and the current state of integration processes in the main regions of the world.

Learning Outcomes

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

Prerequisites

Services Marketing Corporate governance Investment management

Postrequisites

Global Supply Chain Management Logistics Commercial Logistics

Innovation management

Discipline cycle	Profiling discipline
Discipline component	Electives
SubjectID	33576 (3015891)
Course	3
Term	2
Credits count	5
Lectons	30hours
Practical and seminar classes	15hours
Independent work of a student under the guidance of a teacher	35hours
Independent work of the student	70hours
Total	150hours
Knowledge control form	Examination

Short description of discipline

The course examines the main strategies of innovation management. The relationship between innovation management and the scientific and technological policy pursued by the enterprise is discussed. Students master the skills of applying CALS technologies, methods of analyzing supply and demand in the market for innovative products. Measures of state support for innovative business. Protection of intellectual property. Investments in innovative programs. Web technologies and innovative activity. Process-oriented management. Techniques for developing and adapting quality standards.

Purpose of studying of the discipline

to give the concept of innovation and teach how to organize and manage it

Learning Outcomes

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

Prerequisites

Decision Support Systems

Postrequisites

Operations and Productions Management Engineering Economics of the production sphere

Business Entrepreneurship

Discipline cycle	Profiling discipline
Discipline component	Electives
SubjectID	33575 (3015890)
Course	3
Term	2
Credits count	5
Lectons	30hours
Practical and seminar classes	15hours
Independent work of a student under the guidance of a teacher	35hours
Independent work of the student	70hours
Total	150hours
Knowledge control form	Examination

Short description of discipline

Entrepreneurship is a process where individuals (or groups) identify opportunities, evaluate their viability, and then gather the necessary resources to create a new business. This course is a detailed overview of the first step in this process. The main purpose of the course is to help students generate potential business ideas. Through a combination of reading, video, brainstorming sessions, presentations, and online discussions, students learn to explore and identify business opportunities.

Purpose of studying of the discipline

to teach the essence of entrepreneurship, organization and implementation of entrepreneurial activity

Learning Outcomes

ON 3 To have competencies in economic and financial trends.

Prerequisites

Decision Support Systems

Postrequisites

Operations and Productions Management Engineering Economics of the production sphere

Development of managerial decisions

Discipline cycle	Profiling discipline
Discipline component	Electives
SubjectID	33577 (3015892)
Course	3
Term	2
Credits count	5
Lectons	30hours
Practical and seminar classes	15hours
Independent work of a student under the guidance of a teacher	35hours
Independent work of the student	70hours
Total	150hours
Knowledge control form	Examination

Short description of discipline

This course introduces students to contemporary theories, research, and practice of judgment and decision making. The main objectives of the course are to help students better understand the processes that influence choice and behavior, as well as how judgments and decisions can shape the life of an organization and the world in which we live. The course covers topics such as intuitive decision making, expert judgment and risk behavior.

Purpose of studying of the discipline

to learn to develop management decisions

Learning Outcomes

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

Prerequisites

Decision Support Systems

Postrequisites

Operations and Productions Management Engineering Economics of the production sphere

Global Supply Chain Management

Discipline cycle	Basic disciplines
Discipline component	Electives
SubjectID	33584 (3015900)
Course	4
Term	1
Credits count	5
Lectons	15hours
Practical and seminar classes	30hours
Independent work of a student under the guidance of a teacher	35hours
Independent work of the student	70hours
Total	150hours
Knowledge control form	Examination

Short description of discipline

The course covers the fundamental concepts of managing the entire flow of products in a supply chain, from suppliers to clients. The course includes the production, distribution, customer support, and retail industries. It also includes the fundamental interactions that emerge during the design, making plans, implementation, supervising, and controlling processes. As global supply chains grow in size and complexity, so does the demand for specialists to manage them.

Purpose of studying of the discipline

To study the methodology of supply chain management of products and services of enterprises and organizations of the economy.

Learning Outcomes

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

Prerequisites

International marketing Modern integration processes Commercial risks

Postrequisites

Final examination

Corporate Social Responsibility

Discipline cycle	Profiling discipline
Discipline component	Electives

SubjectID	33590 (3015907)
Course	4
Term	1
Credits count	5
Lectons	15hours
Practical and seminar classes	30hours
Independent work of a student under the guidance of a teacher	35hours
Independent work of the student	70hours
Total	150hours
Knowledge control form	Examination

Short description of discipline

The course is designed to enable learners to improve their ethical business practices. The course will outline the general underpinnings of value-adding factors as well as the interests of management and investors. Understanding corporate social responsibility, citizenship and reputation, environmental stewardship and accountability, corporate philanthropy, and the impact of a firm's activities on various stakeholders are just some of the topics covered.

Purpose of studying of the discipline

To give the concept of social responsibility of the business and instill relevant skills.

Learning Outcomes

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

Prerequisites

Financial management Tax management Insurance management

Postrequisites

Final examination

Administration of Kazakhstan Economics

Discipline cycle	Profiling discipline
Discipline component	Electives
SubjectID	33589 (3015905)
Course	4
Term	1
Credits count	5
Lectons	15hours
Practical and seminar classes	30hours
Independent work of a student under the guidance of a teacher	35hours
Independent work of the student	70hours
Total	150hours
Knowledge control form	Examination

Short description of discipline

The course examines the main stages of the development of the economy of the Republic of Kazakhstan, discusses important issues aimed at researching the stages of the formation of market relations in the country. The course examines such topics as the current economic state of the Republic of Kazakhstan and development prospects, current problems of the management of the economy of Kazakhstan, the impact of various management models on the functioning of the market, the essence and effectiveness of ongoing reforms in the economics.

Purpose of studying of the discipline

Teaching the theoretical foundations of management based on the study of Laws, Decrees and Resolutions of the President, Parliament and Government of the Republic of Kazakhstan and their use in practice

Learning Outcomes

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

Prerequisites

Financial management Tax management Insurance management

Postrequisites

Final examination

International Business Law

Discipline cycle	Profiling discipline
Discipline component	University component
SubjectID	33599 (3015910)
Course	4
Term	2
Credits count	5
Lectons	30hours
Practical and seminar classes	15hours
Independent work of a student under the guidance of a teacher	35hours
Independent work of the student	70hours

Total	150hours
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.

Prerequisites

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

Postrequisites

Final examination

Pre-diploma practice

Discipline cycle	Profiling discipline
Discipline component	Electives
SubjectID	33602 (3015919)
Course	4
Term	2
Credits count	15
Undergraduate practice	450hours
Total	450hours
Knowledge control form	Total mark on practice

Short description of discipline

Students complete practical internships with approved private and public companies. During the internship, students will be given a task that has been agreed by the university and the company. This course allows to find profound knowledge for performance of a wide range of tasks, since researches, development, design, production, introduction and management; to put into practice skills of development and the feasibility study for the offered actions for ensuring competitiveness of the enterprise, the region, country.

Purpose of studying of the discipline

Deepening and consolidating theoretical knowledge gained in the learning process, developing skills in working with legislative and instructive materials; studying the practical use of economic management methods, the structure and foundations of organizing the activities of enterprises; mastering the practical skills of the future educational program.

Learning Outcomes

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

Prerequisites

Basic and profile disciplines of the EP

Postrequisites

Final examination

Internship III

Discipline cycle	Profiling discipline
Discipline component	Electives
SubjectID	33601 (3015918)
Course	4
Term	2
Credits count	15
Working practice	450hours
Total	450hours
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

Deepening and consolidating theoretical knowledge gained in the learning process, developing skills in working with legislative and instructive materials; studying the practical use of economic management methods, the structure and foundations of organizing the activities of enterprises; mastering the practical skills of the future educational program.

Learning Outcomes

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

Prerequisites

Basic and profile disciplines of the EP

Postrequisites*Final examination***Final certification**

Writing and defending a thesis or preparing and passing a comprehensive exam

Diploma work

Credits count 8

Comprehensive exam

Credits count 8

4. Summary table on the scope of the educational program «6B04106 - Management / Business Administration»

Name of discipline	Cycle/ Component	Term	Number of credits	Total hours	Lec	SPL	LC	IWST	IWS	Knowledge control form
Module 1. Fundamentals of social and humanitarian knowledge										
Foreign language	GER/CC	1	5	150		45		35	70	Examination
History of Kazakhstan	GER/CC	1	5	150	30	15		35	70	Qualification examination
Kazakh language	GER/CC	1	5	150		45		35	70	Examination
Bases of economics, law and ecological knowledge	GER/US	1	5	150	15	30		35	70	Examination
Physical Culture	GER/CC	1	2	60		60				Differentiated attestation
Kazakh language	GER/CC	2	5	150		45		35	70	Examination
Foreign language	GER/CC	2	5	150		45		35	70	Examination
The module of socio-political knowledge (sociology, political science, cultural studies, psychology)	GER/CC	2	8	240	30	45		55	110	Examination
Physical Culture	GER/CC	2	2	60		60				Differentiated attestation
Information and communication technology	GER/CC	3	5	150	15	15	15	35	70	Examination
Physical Culture	GER/CC	3	2	60		60				Differentiated attestation
Physical Culture	GER/CC	4	2	60		60				Differentiated attestation
Philosophy	GER/CC	4	5	150	30	15		35	70	Examination
Module 2. Intercultural communication										
Korean I	BS/US	1	6	180		60		40	80	Examination
Multicultural Studies	BS/CC	1	5	150	30	15		35	70	Examination
Korean II	BS/US	2	6	180		60		40	80	Examination
Korean III	BS/US	3	6	180		60		40	80	Examination
Korean IV	BS/US	4	6	180		60		40	80	Examination
Module 3. Marketing and Operations										
Principles of Marketing	BS/US	1	5	150	30	15		35	70	Examination
Principles of business administration	BS/US	1	5	150	15	30		35	70	Examination
Educational practice	BS/US	2	2	60						Total mark on practice
Office Management	BS/CCh	3	5	150	30	15		35	70	Examination
Commodity research and examination of goods	BS/CCh	3	5	150	30	15		35	70	Examination
Brand Management	BS/CCh	3	5	150	30	15		35	70	Examination

Consumer Behavior	BS/CCh	4	5	150	15	30		35	70	Examination
Internship I	BS/US	4	5	150						Total mark on practice
Strategic marketing	BS/CCh	4	5	150	15	30		35	70	Examination
Marketing Management	BS/CCh	4	5	150	15	30		35	70	Examination
Commercial marketing	AS/CCh	4	5	150	15	30		35	70	Examination
Industrial Management	AS/CCh	4	5	150	15	30		35	70	Examination
Advertising	AS/CCh	4	5	150	15	30		35	70	Examination
Investment management	BS/CCh	5	5	150	15	30		35	70	Examination
Corporate governance	BS/CCh	5	5	150	15	30		35	70	Examination
Services Marketing	BS/CCh	5	5	150	15	30		35	70	Examination
Commercial risks	BS/CCh	6	5	150	15	30		35	70	Examination
International marketing	BS/CCh	6	5	150	15	30		35	70	Examination
State regulation of real sector	AS/CCh	7	5	150	15	30		35	70	Examination
Advertising of goods and services	AS/CCh	7	5	150	15	30		35	70	Examination
Retail Management	AS/CCh	7	5	150	15	30		35	70	Examination
Engineering	BS/CCh	8	5	150	15	30		35	70	Examination
Operations and Productions Management	BS/CCh	8	5	150	15	30		35	70	Examination
Economics of the production sphere	BS/CCh	8	5	150	15	30		35	70	Examination
Total Quality Management	AS/US	8	5	150	30	15		35	70	Examination
Module 4. Accounting and Finance										
Economic Theory	BS/US	1	5	150	15	30		35	70	Examination
Microeconomics	BS/US	3	5	150	30	15		35	70	Examination
Principles of Finance	BS/US	3	5	150	15	30		35	70	Examination
Principles of Accounting	BS/US	4	5	150	30	15		35	70	Examination
Public administration for investment activity	BS/CCh	5	5	150	15	30		35	70	Examination
Stock market	BS/CCh	5	5	150	15	30		35	70	Examination
Financial Accounting	BS/CCh	5	5	150	15	30		35	70	Examination
Macroeconomics	BS/US	6	5	150	30	15		35	70	Examination
Tax management	AS/CCh	6	5	150	15	30		35	70	Examination
Insurance management	AS/CCh	6	5	150	15	30		35	70	Examination
Financial management	AS/CCh	6	5	150	15	30		35	70	Examination
Commercial Logistics	BS/CCh	7	5	150	15	30		35	70	Examination
Logistics	BS/CCh	7	5	150	15	30		35	70	Examination
Taxes and taxation	BS/CCh	7	5	150	15	30		35	70	Examination

Theory and organization of taxes	BS/CCh	7	5	150	15	30		35	70	Examination
Managerial Accounting	BS/CCh	7	5	150	15	30		35	70	Examination
Module 5. Human Resource Management										
Personality Development and Social Skills	BS/US	2	5	150	30	15		35	70	Examination
Community Development	BS/CCh	2	5	150	30	15		35	70	Examination
Customer Relationship Management	BS/CCh	2	5	150	30	15		35	70	Examination
Human resource management	BS/US	2	5	150	30	15		35	70	Examination
Research Ethics and Methods	BS/CCh	2	5	150	30	15		35	70	Examination
Methods of psychological research	BS/CCh	3	5	150	30	15		35	70	Examination
Psychology of activity and work	BS/CCh	3	5	150	30	15		35	70	Examination
Human Resource Development	BS/CCh	3	5	150	30	15		35	70	Examination
International Human Resources Management	BS/CCh	4	5	150	30	15		35	70	Examination
Organizational behavior	BS/CCh	4	5	150	30	15		35	70	Examination
Personnel management	BS/US	5	5	150	30	15		35	70	Examination
Internship II	BS/US	6	5	150						Total mark on practice
Effective communications	AS/CCh	7	5	150	15	30		35	70	Examination
Office work	BS/CCh	8	5	150	30	15		35	70	Examination
Office Document Support	BS/CCh	8	5	150	30	15		35	70	Examination
International Conflict Management	BS/CCh	8	5	150	30	15		35	70	Examination
Module 6. Information Systems										
Statistics	BS/US	1	5	150	30	15		35	70	Examination
Principles of E-Business	BS/US	3	5	150	30	15		35	70	Examination
Business Information Management	AS/CCh	4	5	150	15	30		35	70	Examination
Decision Support Systems	AS/US	5	5	150	30	15		35	70	Examination
Business Software	BS/US	6	5	150	15	30		35	70	Examination
Module 7. Globalization-Localization										
Cross-Cultural Management	BS/CCh	4	5	150	30	15		35	70	Examination
Global Strategic Management	AS/CCh	4	5	150	15	30		35	70	Examination
International Business Administration	AS/CCh	4	5	150	15	30		35	70	Examination
Fundamentals of public-private partnership	AS/CCh	4	5	150	15	30		35	70	Examination
Legal regulation of commercial activities	AS/CCh	4	5	150	15	30		35	70	Examination
Management expertise	AS/CCh	4	5	150	15	30		35	70	Examination
Research Methodology	AS/US	5	5	150	15	30		35	70	Examination
Modern integration processes	BS/CCh	6	5	150	15	30		35	70	Examination

Innovation management	AS/CCh	6	5	150	30	15		35	70	Examination
Business Entrepreneurship	AS/CCh	6	5	150	30	15		35	70	Examination
Development of managerial decisions	AS/CCh	6	5	150	30	15		35	70	Examination
Global Supply Chain Management	BS/CCh	7	5	150	15	30		35	70	Examination
Corporate Social Responsibility	AS/CCh	7	5	150	15	30		35	70	Examination
Administration of Kazakhstan Economics	AS/CCh	7	5	150	15	30		35	70	Examination
International Business Law	AS/US	8	5	150	30	15		35	70	Examination
Pre-diploma practice	AS/CCh	8	15	450						Total mark on practice
Internship III	AS/CCh	8	15	450						Total mark on practice
Final certification										
Diploma work		8	8	240						
Comprehensive exam		8	8	240						