

Management

Name of the Educational Programme:	Management	
Awarded Qualification:	Master of Business Administration in Management	
Credit Value of the Programme:	120 ECTS	
Language of Education:	English	
Programme Admission Preconditions:	<p>A person with a bachelor's degree or equivalent academic degree can become a student of the master's program. Students are enrolled in the master's program in accordance with the legislation of Georgia - on the basis of the results of the common master's exams (in the cases stipulated by the law, without passing the common master's exams, see the "conditions of admission to the program for citizens of foreign countries" link - https://iro.ibsu.edu.ge/en/home).</p> <p>In addition, the applicant for the program must pass the internal university exam in the specialty and English language (B2 level).</p> <p>An applicant is exempted from taking the foreign language test if he has completed an English-language educational program within the last three years and his grade point average (GPA) within this program is at least 75 (out of 100) or 3 (out of 4), or represents an appropriate English language International certificate confirming knowledge level (B2). For more information, see IBSU.R04 Graduate Studies Regulations and/or Appendix 1.1</p> <p>Exams in English and specialty are distributed according to the following ratio: 60 - specialty / 40 English</p>	
Purpose of the Programme:	<p>The purpose of the educational program:</p> <p>The goal of the master's program in management, taking into account the requirements of the labor market, is to train highly qualified specialists who will have deep and systematic knowledge of (1) theories and models of business administration and management, (2) analytical, creative, leadership, scientific and research skills, will be innovative and new, Focused on the development of original ideas and (3) provided with practical decision-making skills in the context of managing an organization in a complex, unpredictable environment, which will enable them to be employed in middle and high-level management positions, as well as to continue their studies at the next level of higher education.</p>	
Learning outcome	Knowledge and understanding	➤ In-depth explains the theories, models and tools of the company's strategic planning, implementation and control mechanism, human resources, production

		<p>process management, marketing, finance for effective decision-making and assessment of business opportunities in an uncertain business environment;</p> <ul style="list-style-type: none"> ➤ Identifies complex problems in all functional areas of business and in-depth describes research methods and statistical models of data processing to establish cause-effect relationships between problems and events.
	<p>skills</p>	<ul style="list-style-type: none"> ➤ It is based on a strategic analysis of a separate link of the company's value chain to identify the company's functional areas and their interrelationships (purchasing, production, logistics, marketing, finance, human resources management); Evaluates the position of strategic business units in the market and prepares a strategic plan for their development. ➤ Based on the market demand analysis, prepares proposals for the management of the company's operations and strategic development of enterprise capacities, develops alternative options based on the measurement of enterprise capacities, integrates and coordinates business processes; evaluates the company's financial condition using different approaches, determines and plans financial efficiency, develops the company's financial needs by forecasting financial statements and participates in planning and implementing an effective financial policy; prepares projects, assesses risks for individual projects, plans a budget, develops a mechanism for controlling the quality of products and services and the productivity of personnel; ➤ formulates the long-term development vision of the organization and plans the human resources development strategy to achieve the company's goals, evaluates the productivity of the workforce, prepares a salary and compensation plan, introduces the principles of teamwork, employee motivation and an effective mechanism for managing conflict situations for various stakeholders of the organization, and justifies the importance of professional standards To increase the long-term value of stakeholders in the organization. ➤ By developing an effective accounting and budgeting system, it creates a flexible mechanism for decision-making and conflict of interest control in the organization. ➤ Plans the value creation process by conducting marketing audits and key aspects of strategic analysis. analyzes the factors affecting the customer and the actions of competitors; Based on the assessment and forecasting of the

		<p>attractiveness of the segments, identifies the target segment and prepares the positioning strategy and plans the elements of the marketing complex.</p> <p>➤ integrates quantitative and qualitative research processes and methods in the field of management in order to identify, analyze, formulate recommendations and solve complex managerial problems; Demonstrates critical and analytical thinking skills across all functional areas of business in both local and global contexts through information processing and innovative synthesis, projects and case studies.</p> <p>● Modifies modern aspects of management in a complex and multidisciplinary learning environment and prepares proposals, takes responsibility for professional knowledge management, organizes self-directed learning.</p>
<p>Evaluation Criteria</p>		<p>The goal of evaluation is to determine student’s education results qualitatively in relation to academic program goals and parameters.</p> <p>Students may be assessed orally and/or in a written way. A student’s knowledge and skills are assessed through 100 points grading system. It consists of midterm and final evaluations, the sum of which makes up 100 points. Grading system allows:</p> <p>a) Five types of positive grades</p> <ol style="list-style-type: none"> 1) (A) Excellent – 91 – 100: 2) (B) Very good – 81-90. 3) (C) Good – 71-80: 4) (D) Satisfactory – 61-70. 5) (E) Sufficient – 51-60. <p>b) Two types of negative grades</p> <ol style="list-style-type: none"> 1) (FX) Fail – 41-50 , meaning that a student requires some more work before passing and is given a chance to sit an additional examination after independent work; 2) (F) Fail – 40 and less , meaning that the work of a student is not acceptable and he/she has to study the subject anew. <p>For the midterm and final evaluations minimal passing grade is set. The final evaluation minimal passing grade is 51% of final evaluation grade.</p> <p>Midterm and final evaluation grade distribution, their minimal competence levels and assessment criteria are described in the corresponding syllabus.</p> <p>A credit can be awarded only after the attainment of learning outcomes, envisaged by the course syllabus and following requirements:</p>

