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:	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 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" line https://iro.ibsu.edu.ge/en/home). In addition, the applicant for the program must pass the internal university exam in the specialty and Englianguage (B2 level). 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 least 75 (out of 100) or 3 (out of 4), or represents an appropriate English language International certification confirming knowledge level (B2). For more information, see IBSU.R04 Graduate Studies Regulations and Appendix 1.1 Exams in English and specialty are distributed according to the following ratio:										
Purpose of the Programme:	The purpose of the educational program: 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 model 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.										
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									

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process management, marketing, finance for effective decision-making and assessment of business opportunities in an uncertain business environment;

> Identifies complex problems in all functional areas of business and indepth describes research methods and statistical models of data processing to establish cause-effect relationships between problems and events.

- > It is based on a strategic analysis of a separate link of the company's value chainto 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

	positioning strategy and plans the elements of the marketing complex. 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.
	Responsibility and • Modifies modern aspects of management in a complex and
	autonomy multidisciplinary learning environment and prepares proposals, takes
	responsibility for professional knowledge management, organizes self-directed
	learning.
Evaluation Criteria	The goal of evaluation is to determine student's education results qualitatively in relation to academic program
	goals and parameters.
	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:
	a) Five types of positive grades
	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.
	b) Two types of negative grades
	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.
	For the midterm and final evaluations minimal passing grade is set. The final evaluation minimal passing grade
	is 51% of final evaluation grade.
	Midterm and final evaluation grade distribution, their minimal competence levels and assessment criteria are
	described in the corresponding syllabus.
	A credit can be awarded only after the attainment of learning outcomes, envisaged by the course syllabus and
	following requirements:

attractiveness of the segments, identifies the target segment and prepares the

	a) Obtaining minimal competence levels set for midterm and final evaluations;								
	b) Obtaining minimum 51 points out of 100 points of final grade.								
	A student is allowed to take an additional (make-up) exam in case he/she scored 41-50 points of final grade								
	minimum 51 points, but did not obtain minimal competence level set for final evaluation.								
	Considering its specification, the format and the assessment criteria of mid-term and final evaluations can be								
	determined in the specific module/course syllabus.								
Field of Employment:	of management With the help of the knowledge acquired within the framework of the master's program and								
	the multifaceted sectoral and general (transferable) skills acquired, the graduate will have the opportunity to								
	be employed in both local and international organizations operating in the private and state sectors, consulting								
	firms, educational and scientific-research organizations, foundations, non-governmental organizations and								
	A.S. A graduate of the program can work in all aspects of business management and occupy high-level								
	managerial positions.								
	of management A graduate of the master's program can continue his studies not only in management, but also								
	in a broad profile of economics and business administration, taking into account the prerequisites for admission								
	to the corresponding doctoral program.								

#	Training course / practice / research component	Status	credits	Distribution of credits for training			Distribution of h	ours	Number of contact hours per week	
			Number of	Year 1	Year 2	Conta	act	Independent	total hours	

				I semester	II semester	III semester	IV semester	Lecture/consultation	Seminar/group work/ practical work	midterm exam(s)	final exam	All contact			
	Compulsory business administration and management training courses		78												
1	Professional writing	Compulsory	6	6				14	14	2	2	32	118	150	2
2	Managerial economics	Compulsory	8	8				14	14	2	2	32	168	200	2
3	Strategic management	Compulsory	8	8				14	14	2	2	32	168	200	2
4	Marketing Cases and Analysis	Compulsory	5	5				12	16	2	2	32	93	125	2
5	financial management	Compulsory	8	8				14	14	2	2	32	168	200	2
6	Quantitative analysis for business	Compulsory	8		8			16	26	2	2	46	154	200	3
7	Managerial accounting and control	Compulsory	6		6			14	14	2	2	32	118	150	2
8	Advanced project management	Compulsory	6		6			14	14	2	2	32	118	150	2
9	Leadership strategies	Compulsory	5			5		16	12	2	2	32	93	125	2
10	Strategic management of human resources	Compulsory	6			6		16	12	2	2	32	118	150	2
11	Operations and supply chain management	Compulsory	7			7		16	26	2	2	46	129	175	3
12	Research Methods for Business	Compulsory	5			5		14	14	2	2	32	93	125	2
	Research Component		30												
13	Master thesis	Compulsory	30				30					32	718	750	
	Elective courses in business administration and management		12												

1	Total quality management	Elective	6	6		14	14	2	2	32	118	150	2
2	Branding methods and analysis	Elective	5		5	16	12	2	2	32	93	125	2
3	Business simulations and analysis	Elective	6		6	12	16	2	2	32	118	150	2
4	Competition and Regulatory Law	Elective	5	5		15	15	2	2	32	93	125	2
5	Practice	Elective	10		10							250	
6	Portfolio analysis and asset valuation	Elective	8	8		14	14	2	2	32	168	200	2
7	corporate governance	Elective	6	6		14	12	2	2	32	118	150	2
8	Digital marketing	Elective	5		5	16	12	2	2	32	93	125	2
9	Strategic Marketing Cases and Analysis	Elective	5		5	16	12	2	2	32	93	125	2
10	Decision Support Information Systems	Elective	5	5		16	12	2	2	32	93	125	2
	all	120 ECTS credi	ts										