Catalogue of

Master's Programs

(Delivered in English)

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## About International Black Sea University

The International Black Sea University (IBSU) has been engaged in educational and scientific activities since 1995. The university is the first English-language educational institution in Georgia, which provides programs in both English and Georgian languages at all three levels of education.

More than 200 local and invited professors from different countries provide a high level of education at the university. International Black Sea University offers many opportunities to students. Namely: diverse public lectures, discussions with experts in various fields, participation in local and international conferences, mock trials, access to more than 25,000 books in the library and constantly updated electronic literature, involvement in more than 30 different clubs; Participation in various sports tournaments, opportunity of training in the gym, basketball court, open and closed stadiums, excursions, picnics, hiking and other extracurricular activities. More than 4,500 graduates of the International Black Sea University hold an high education diploma issued by the university. IBSU students actively benefit from exchange programs. The university has signed 70 memorandums with educational institutions of 24 countries. IBSU is involved in Erasmus+ and DAAD projects.

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Please see the contact information in the section of a program

# Finance

Name of the Educational Programme:	Finance
Awarded Qualification:	Master of Finance
Credit Value of the Programme:	120 ECTS
Language of Education:	English
Programme Admission Preconditions:	Student enrollment is made according to the Georgian legislation - based on the results of the Unified National Master's Exams (Admission to the educational program without passing Unified National exams may be allowed only in cases considered by the Georgian law). for foreign applicants admission criteria is available at IBSU Web-page.  A person with a bachelor's degree or an equivalent academic degree who will be enrolled on the basis of the results of the general master's examinations.  In addition, the applicant should pass the University internal exam in specialty and English language (B2 level).  Candidate who has an English language B2 level international certificate is exempted from passing the language exam. Also, a candidate who has graduated from the English Language Educational Program will be exempt from English Language Requirement.
	Exams in English and Specialty are distributed in accordance with the following coefficient: $40\%$ -60% respectively. Exam in the professional subject will be conducted in a written form. The order of the Minister of Education and Science of Georgia $N^010$ / $N$ (4.02.2010) on the "Rules for Transfer from the Higher Education Institution to Other Higher Education Institutions and Approval of Fees" students shall be enrolled in accordance with the mobility rules.
Purpose of the Programme:	The goal of the Finance Master program is to prepare competent specialists with theoretical knowledge and practical skills of finance, scientific research and creative skills. The task of the program is to prepare specialists who have deep and systemic knowledge in the fields of finances.  1. To achieve this, the program aims to develop competencies based on broad and versatile knowledge and knowledge of the discipline, by providing student deep and systematic knowledge in the field of finance;

		lent with system for managing financial resources; Characteristics of the financial
	· ·	rket theory; Financial intermediaries as a financial system; risk management;
		ructure and Costs; The role of state finances in the financial system and how it is
	managed; different econon	nic mechanisms at the micro- and macro- economic level sssessment of the current
	and future financial condit	tions of an organization
	3. To develop the co.	mpetence of develops practical application of theoretical knowledge received in the
	field of finance, communic	cation skills and ethical standards necessary for professional development.
	4. Carry out research	ch in accordance to the standards of academic integrity and ethics, employing
	contemporary methodolog	gies, and presents the findings in an argumentative way to relevant audiences.
Learning outcome	Knowledge and	1. Explains financial management, the importance of financial concepts and
	understanding	theories in the decision-making process in order to maximize company 'benefits
		as an important means of communication and coordinating entities' resources;
		2. Profounds deep, systematic knowledge of economic mechanism at the
		micro- and macro- economic levels;
		3. Describes the ways how to improve the financial condition of any entity,
		its restructuring and rehabilitation
		4. Determines modern management models and methods, techniques and
		technologies for identifying, analyzing and evaluating the main problems in the
		financial system and financial institutions
	Skill	5. Uses of Business Measurement, Business Assessment and Analysis
		Methods in evaluating and planning practical business development;
		6. Demonstrates context-appropriate communication skills using
		information and communication technologies
		7. Prepars corporate reporting, interpreting financial statements and
		formulating useful conclusions based on them
		8. Makes the right choice out of the most favorable sources of financing and
		prepares an efficient portfolio using equity and fixed-income securities.
	Responsibility and	9. Identifies further learning needs and achieves a high level of
	autonomy	independence.
		10. Performs research independently, employing current methods in a way
		that preserves academic integrity and ethics, and presents findings to interested
		parties in an argumentative manner.
		11. Assesses financial processes and events, considering the ongoing growth
		of organizations, possible risks, costs, and advantages; performs in accordance with

	professional ethics and legal regulations, and autonomously makes rational decisions.
Evaluation Criteria  Output  Description:  The second of t	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:  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 or 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:	A graduate of the program will be able to be employed in both local and multinational businesses as well as in the organization with educational and scientific research profile, NGO, etc. Master of Business Administration in Finance can work as a specialist in finance, financial analyst, or manager in organizations dealing with

#	Course / Module / Internship / Research Component	Status	C re		ribution o							oution of ours			
			di	17	ear?	II Y	ear ear		Contact Hours				Indepe	Total	
				t n u m b er	I Se me ste r	II Se me ster	III Se m est er	IV Se m est er	Lect ure	Seminar / Group Work / Laborato ry Work / Practical work	Mid ter m exa m(s)	Fi na l ex a m	Total numb er of conta ct hours	ndent work	number of hours
I	Compulsory Courses		99												
1	Managerial Economics	Compulsory	8	~				14	14	2	2	32	168	200	
2	Strategic Management	Compulsory	8	~				14	14	2	2	32	168	200	
3	Professional Writing	Compulsory	6	~				14	14	2	2	32	118	150	
4	Financial Management	Compulsory	8	~				14	14	2	2	32	168	200	
5	Quantitative Analysis for Business	Compulsory	8		<b>✓</b>			16	26	2	2	46	154	200	
6	Financial Instrument and Risk Management	Compulsory	8		<b>✓</b>			15	13	2	2	32	168	200	
7	Corporate Financial Reporting	Compulsory	8		~			14	14	2	2	32	168	200	
8	Corporate Valuation and Financial Analysis	Compulsory	10			<b>✓</b>		28	14	2	2	46	204	250	
9	Research Methods for Business	Compulsory	5			~		14	14	2	2	32	93	125	
10	Master thesis	Compulsory	30				~	-	-	-	2	32	718	750	
П	Elective Courses		21												
1	Portfolio Management	Elective	6			<b>✓</b>		14	14	2	2	32	118	150	
2	Business Simulations and Analysis	Elective	6		~			12	16	2	2	32	118	150	
3	Advanced Project Management	Elective	6		$\overline{\mathbf{A}}$			14	14	2	2	32	118	150	
4	Managerial Accounting and Control	Elective	6		<b>✓</b>			14	14	2	2	32	118	150	

5	Corporate Governance and Social Responsibility Management	Elective	6			~	14	14	2	2	32	118	150
6	Banking Management	Elective	5			<b>✓</b>	14	14	2	2	32	93	125
7	Derivative Securities Market	Elective	5			<b>✓</b>	14	14	2	2	32	93	125
8	Merger and Acquisitions, Reorganization	Elective	5			$\checkmark$	14	14	2	2	32	93	125
9	Financial Regulations	Elective	5			<b>✓</b>	22	6	2	2	32	93	125
10	Financial Accounting for Managers	Elective	5	<b>✓</b>			14	14	2	2	32	93	125
11	Internship	Elective	5			~	_	-	-	1	-	124	125
IV	Free elective courses		5	~	<b>✓</b>	~							
	Any educational course of the corresponding level of the university, with the corresponding prerequisite												
	Total		120										

# 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 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).  In addition, the applicant for the program must pass the internal university exam in the specialty and English language (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 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  Exams in English and specialty are distributed according to the following ratio: 60 - specialty / 40 English									
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 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.									
Learning outcome	Knowledge and ➤ In-depth explains the theories, models and tools of the company's strategic understanding 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:

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	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 or
	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	of credits		oution of or training		Distribution of h	ours	Number of contact hours per week	
			Number of	Year 1	Year 2	Cont	act	Independent work	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										

# Marketing

Name of the Educational Programme:	Marketing								
Awarded Qualification:	Master of Business Administration (MBA) in Marketing/ბიზნესის ადმინისტრირების მაგისტრი								
	მარკეტინგში								
Credit Value of the Programme:	120 ECTS								
Language of Education:	English								
Programme Admission Preconditions:	• A person with a bachelor's degree or an equivalent academic degree who will be enrolled on the basis								
	of the results of the Unified Master's examinations.								
	· Student enrollment is conducted according to the Georgian legislation - based on the results of the								
	Unified Master's Exams (Admission to the educational program without passing Unified National exams may								
	be allowed only in cases considered by the Georgian law), for foreign applicants admission criteria is available								
	at - https://iro.ibsu.edu.ge/en/home)								
	· In addition, the applicant should pass the University internal exam in specialty and English language								
	(B2 level) or/and interview with the candidate.								
	· Candidate who has an English language B2 level international certificate is exempted from passing the								
	language exam. Also, a candidate who has graduated from the English Language Educational Program will be								
	exempt from English Language Requirement.								
	• The order of the Minister of Education and Science of Georgia $N^{\circ}10$ / $N$ (4.02.2010) on the "Rules for								
	Transfer from the Higher Education Institution to Other Higher Education Institutions and Approval of Fees"								
	students shall be enrolled in accordance with the mobility rules.								
Purpose of the Programme:	The purpose of the program is to prepare:								
	1) Master of Business Administration in marketing suitable for current market demands in marketing, having								
	deep and systematic theoretical and practical knowledge in the modern business administration and marketing								
	industry, and conducting academic research in the field.								
	2) A graduate who is capable of doing the proper marketing planning and management of public and private								
	entities, including business organizations and understands ethics and responsibilities in business.								
	3) A Graduate who will gain new knowledge throughout his/her life due to rapidly changing market conditions								
	- acquiring, refining and updating current marketing and business administration knowledge								
Learning outcome	Knowledge and 1) Identifies problems of a company on the basis of his / her knowledge, determine								
	<b>understanding</b> the market share of an organization, marketing value of its products and services,								

		and analyze the entire business sector and market and understands digital						
		marketing tools and strategies.						
		2) Recognizes quantitative characteristics of consumer markets into consumer						
		segments, categories, and clusters, identify customer motivation, conduct						
		quantitative and qualitative research, and increase the sustainability of an						
		•						
		organization with the right strategic decision.						
		3) Describes how to implement innovation using the knowledge gained, critical						
		understanding of the latest advances in business administration and marketing.						
	Skills	4) Organizes market and business research in an unfamiliar and multidisciplinary						
		market environment and find new, original ways of doing strategic marketing						
		planning, branding/rebranding, and customer positioning in both local and						
		international markets.						
		5) Analyze complex or incomplete business information, including critical analysis						
		of consumer subconsciousness based on up-to-date research and surveys.						
		6) Organizes accurate and timely information regarding marketing activities to be						
		conducted or already carried out and implementing the activities with respect to						
		corporate social responsibility and business ethics norms.						
	Responsibility and	7) Develops professional knowledge towards the customer, company,						
	autonomy	implemented projects, products, and services.						
		8) Develops professional responsibility and leadership skills for updating and						
		maintaining marketing and business administration knowledge throughout the						
		lifetime.						
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 of	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 posit	tive grades						
	1) (A) Excellent – 91							
	2) (B) Very good – 81-90. 3) (C) Good – 71-80:							
	4) (D) Satisfactory –							
	5) (E) Sufficient – 51							
	b) Two types of negative g							
	o, i no e, pes or negative g	, and o						

- 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:

- 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 or 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:

With the help of acquired multilateral sectoral and general (transferable) skills of the Marketing Masters Program, graduates can be employed in the private and public sectors, in the existing business structures outside and within Georgia, companies and corporations, especially in marketing and sales departments, as well as research and development (Research & Development), in front and back offices. Besides, master's graduates can be employed by state organizations and public organizations where they can carry out business planning, management and work / operational issues, as well as facilitating the exchange of services among corporations and individuals, research issues such as consumer behavior and demands, business development and plannings.

Graduate can be employed in the marketing departments of non-governmental and non-profit organizations and work in the marketing direction of those organizations. Graduates will be aware of the activities and functioning of institutions and organizations in the planning, management and work / operational issues and facilitating the exchange of services among corporations and individuals, as well as study consumer behavior and their demands.

Graduates of Master's Program in Marketing can continue their studies not only in Marketing, but also in Economics and Business Administration wide profile with the relevant PhD admissions qualification.

				Distribu		redits pe nesters	r courses		Distribution of hours							
				Ye	ar I	Ye	ear II		C	Contact 1	hrs.					
Module / Internship / Research Component		Status	Cr edi t nu m be r	I sem este r	II sem este r	II I se m es te r	IV seme ster	Le ct ur e	Seminar / Group Work / Laboratory Work / Practical work	M id te r m e x a m (s )	Fi n al e x a m	Tot al nu mb er of con tact hou rs	Ind epe nd ent wo rk	To tal nu m be r of ho ur s		
Learning component	Code	Mandatory	80													
Mandatory Learning courses																
Managerial Economics	FIN1013	Mandatory	8	8				14	14	2	2	32	168	200		
Quantitative Analysis for Business	BUS1021	Mandatory	8		8			16	26	2	2	46	154	200		
Professional writing	BUS1020	Mandatory	6	6				14	14	2	2	32	118	150		
Strategic Management	MGT1034	Mandatory	8	8				14	14	2	2	32	168	200		
Research Methods for Business	BUS1008	Mandatory	5			5		14	14	2	2	32	93	125		
Marketing Cases and Analysis	MKT1006	Mandatory	5	5				11	17	2	2	32	93	125		
Digital Marketing	MKT1028	Mandatory	5			5		19	9	2	2	32	93	125		
Social Media Usage	MKT1007	Mandatory	5			5		14	14	2	2	32	93	125		
Strategic Management of Human Resources	MGT1038	Mandatory	6			6		16	12	2	2	32	118	150		
Financial Management	BUS1009	Mandatory	8	8				14	14	2	2	32	168	200		
Marketing Plan and Analysis	MKT1001	Mandatory	5		5			12	16	2	2	46	79	125		
Strategic Marketing Cases and Analysis	MKT1125	Mandatory	5			5		19	9	2	2	32	93	125		
Advanced Project Management	MGT1002	Mandatory	6		6			14	14	2	2	32	118	150		
Research Component - Master Thesis	BUS1025	Mandatory	30				30	30			2	32	718	750		
Elective courses		Elective	10		5/	5/6										
Neuromarketing	MKT1123	Elective	6		*			16	12	2	2	32	118	150		
Competition and Regulatory Law	FIN1001	Elective	5		*			14	14	2	2	32	93	125		

Electro Business	MKT1124	Elective	6	*		16	12	2	2	32	118	150
Public Relations Cases and Analysis	MKT1004	Elective	5	*	*	14	14	2	2	32	93	125
Holistic Marketing	MKT1008	Elective	6	*		15	13	2	2	32	118	150
Branding Methods and Analysis	MKT1003	Elective	5		*	15	13	2	2	32	93	125
Pricing Policy and Tactics	MKT1126	Elective	6		*	13	15	2	2	32	118	150
Business Simulations and Analysis	BUS1007	Elective	6		*	12	16	2	2	32	118	150
3D Design and Product Development	MKT1127	Elective	5		*	14	14	2	2	32	93	125
Internship	BUS1024	Elective	10		*				1		249	250
Total			120									

# Computer science

Name of the Educational Programme:	Computer Science
Awarded Qualification:	Master of Computer Science
Credit Value of the Programme:	120 ECTS
Language of Education:	English
Programme Admission Preconditions:	Student enrolment is made according to the Georgian legislation - based on the results of the Unified National Master's Exams (Admission to the educational program without passing Unified National exams may be allowed only in cases considered by the Georgian law).  A person can become a student of Master program if he/she has a bachelor or equivalent degree. In addition, the applicant should pass the University internal exam in specialty and English language (B2 level). The issues of the entrance exams and the evaluation system will be posted on the University website.  Those students who have graduated from English Language Educational Program or presented certificate of exam which correspondent to B2 level, is exempted from passing the language exam. For more information, see Regulation for Master's Education. Exams in English and specialty are distributed according to the following ratio: 40%-60% respectively.  International students are enrolled on the program in accordance with the Georgian legislation without Unified National Exams. Program admission preconditions could be accessed on the following link https://iro.ibsu.edu.ge/en/home
Purpose of the Programme:	Aims of the Master's Program in Computer Science are:  (1) To provide Master's students research-based learning, which will deepen their knowledge in theoretical and practical issues of computer science. In particular, the Master's program focuses on giving students a deep understanding of courses from three areas of computer science: theoretical computer science, systems design and security, artificial intelligence.  (2) To enhance Master's students' knowledge needed for industry. This means that the program will master students to formulate, analyse, solve, and realize with the industry specific tasks. Also, the program will deepen Master's students' skills required for the search and preparation of technical documentation, and the communication with field experts.  (3) To enable Master's students' to pursue studies at the next level of academic education in computer science, computer engineering, information sciences, artificial intelligence, and information technology.

# Learning outcome 1. Deeply and critically discusses the issues of algorithms and modeling theory, programming languages and systems implementation, data acquisition, protection and processing. 2. Determines the possibilities of using computer science for solving practical and theoretical problems; Describes in detail the computer systems required by industry. Establishes ways to model and solve problem. 3. Classifies research methods, discusses relevant technical literature in the field of computer science, means of preparing a report, writing a master's thesis and making a report. 4. Adhering to the principles of good faith, conducts collaborative research, creates and uses software to solve the relevant task in the field of computer science, observing the norms of professional ethics, academic honesty and standards. 5. Develops secure computer systems and network-based technologies in various fields, using technical

knowledge and skills, information technology research and design methods.

algorithmic presentation, analysis and implementation.

### **Evaluation Criteria**

The goal of evaluation is to determine student's education results qualitatively in relation to academic program goals and parameters.

field of computer science needed for research and prepares a report/article/master's thesis, a small project

proposal. Presents the obtained research results to both the academic and professional community.

these decisions, independently determines the professional development needs of the team members.

Develops new approaches for solving complex problems, creates mathematical models, performs

Divides complex problems into subproblems, searches for a suitable programming paradigm for each

In compliance with the standards of academic ethics, he/she investigates information relevant to the

Solves issues related to computer science in a multidisciplinary environment, takes responsibility for

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:

subproblem and implements it.

- 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:

- 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 or 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:

The Master of Science program in Computer Science will prepare internationally competitive specialists. The knowledge and skills acquired by the graduates will enable them to respond to modern technology related challenges. Graduates will be able to be employed both the private and public sectors, as a leading specialist, where they perform professional functions both independently and in teams. In particular, they will be able to work as a software developers, software engineers, data analysts, information technology specialists, network administrators, etc. Graduates can also continue their studies at the next level of academic education in the direction of computer science, computer engineering, information science, artificial intelligence and information technologies.

#	# Course / Module / Internship / Research Component	Status	Distribution of credits per courses and semesters									Distribution of Hours		
				I Yea	r	II Y	Year		Conta	act Hours				
			Credit number	I Semester	II Semester	III Semester	IV Semester	Lecture	Seminar / Group Work / Laboratory Work / Practical work	Midterm exam(s)	Final exam	Total number of contact hours	Independent work	Total number of hours

1	Logic for Computer Science and Artificial Intelligence	Mandatory	7	7				14	14	2	2	32	143	175
2	Principles of Programming Languages	Mandatory	7	7				16	12	2	2	32	143	175
3	Computer Networks Design	Mandatory	6	6				14	14	2	2	32	118	150
4	Models of Computation	Mandatory	8		8			16	12	2	2	32	168	200
5	Advanced Algorithms	Mandatory	8		8			29	13	2	2	46	154	200
6	Information Security	Mandatory	6		6			14	14	2	2	32	118	150
7	Seminar I	Mandatory	3		3			-	28	2	2	32	43	75
8	Data Mining and Analysis	Mandatory	8			8		16	12	2	2	32	168	200
9	IoT Design	Mandatory	7			7		14	28	2	2	46	129	175
10	Human-Machine Interaction	Mandatory	6			6		14	14	2	2	32	118	150
11	Seminar II	Mandatory	3			3		-	28	2	2	32	43	75
12	MSc Thesis	Mandatory	30				30	-	28	1	1	30	720	750
13	Computer algebra	Elective	5	5				16	12	2	2	32	93	125
14	Approximation Theory	Elective	5	5				14	14	2	2	32	93	125
15	Numerical Analysis	Elective	5	5				16	12	2	2	32	93	125
16	Modelling and Simulation	Elective	5	5				14	14	2	2	32	93	125
17	Distributed Application Development	Elective	5	5				18	10	2	2	32	93	125
18	Artificial Intelligence Applications	Elective	5	5				14	14	2	2	32	93	125
19	Software Development System Analysis	Elective	5		5			14	14	2	2	32	93	125
20	Semantic Web Technologies	Elective	5		5			16	12	2	2	32	93	125
21	Knowledge Representation and Reasoning	Elective	5		5			16	12	2	2	32	93	125

22	Software Verification	Elective	5		5			14	14	2	2	32	93	125
23	Expert Systems	Elective	5		5			10	18	2	2	32	93	125
24	Bayesian and probabilistic programming	Elective	5		5			17	11	2	2	32	93	125
25	Digital Signal Processing	Elective	5		5			14	14	2	2	32	93	125
26	Graph Algorithms and Computational Geometry	Elective	6			6		22	6	2	2	32	118	150
27	Neural networks	Elective	6			6		17	11	2	2	32	118	150
28	Network Modelling	Elective	6			6		22	6	2	2	32	118	150
29	Operations Research	Elective	6			6		22	6	2	2	32	118	150
30	Deep Reinforcement Learning	Elective	6			6		14	14	2	2	32	118	150
31	Internship	Elective	6			6		-	84	2	2	88	62	150
	Total		120	30	30	30	30							

# Management and Information Technology

Name of the Educational Programme:	Management and Information Technology
	International Black Sea University (Georgia) – "Master of Science in IT Management"
Awarded Qualification (DUAL DEGREE)	University of Applied Sciences Zwickau (Germany) – "Master of Science in Management and Information
	<b>Technologies",</b> which is expanded into five profiles (these profiles are regulated by elective subjects during all
	4 semesters).
Credit Value of the Programme:	120 ECTS
Language of Education:	English
Programme Admission Preconditions:	The following enrolment conditions for the joint Master's study program "Management and Computer Science" is fulfilled and monitored by the agreement between partner universities:
	A first university degree in the fields of Computer Science, Information Technologies, Management, Business
	Administration, International Relations, Language Science or related fields.
	The candidate must successfully pass the general Master's Exam;
	The candidate must successfully the B2 level English language intra-university exam;
	The candidate must successfully pass the interview, which examines the applicant's motivation, proficiency in
	the language of instruction of the program (English at least B2 level) and a good basic knowledge of fundamental topics related to business administration and computer science.
	NOTE: Interview will be conducted in online mode with the commission members from IBSU and WHZ, as
	well as 2 external subject experts from Computer Science, Management and/or Business Administration.
	Interview will address topics related to the program curriculum and will cover most of the questions related to
	computer science, information technology, management, business administration and related topics.
	Applicants who have an international certificate proving their knowledge of a English language at the B2 level
	are exempted from passing the English language exam;
	The applicant is exempted from passing the English language exam if he/she has completed an English language
	educational program;
	In case of equal points, the motivation letter and GPA of the master's degree candidate is considered in terms
	of the contest conditions;
Purpose of the Programme:	The internationally accredited double degree Master's program "Management and Information Technology"
	offers unique opportunities for future Master's students. The educational program was developed as a result of

an international partnership with the University of Applied Sciences Zwickau (Germany) and 4 partner universities from Asia and the South Caucasus. Partner universities are: International Black Sea University (IBSU), Kazakh-American Free University (KAFU), Armenian State University of Economics (ASUE), Kyrgyz-German Institute of Applied Informatics (INAI.KG).

The goal of the study program is to train a Master of Science (M.Sc.):

- 1. The study program is intended to deepen and supplement existing knowledge and skills in the disciplines of management, business administration, business information systems, inforamtion technologies and computer science.
- 2. The methodological competence of the students is to be strengthened in a targeted manner within the framework of the master's program in order to create the basis for responsible professional activities.
- 3. The students should be enabled to analyze and evaluate complex business management and information technologies problems based on the subject-specific knowledge acquired in the master's program and to develop adequate solutions in this regard.
- 4. Furthermore, the study program enhances the students' abilities to think interdisciplinary and work in global intercultural structures and become so-called "Business Allrounder". Therefore, social, language and intercultural skills will be trained and expanded.
- 5. The study program offers a wide variety of elective subjects from the disciplines of management, business administration, business information systems, and computer science. Therefore, it is intended that students individually choose their elective subjects according to their preferred field of qualification and work profile. In addition, depending on the chosen elective subjects, students can also achieve the following qualifications: IT/Project-Manager, Software Engineer, Data Analyst, and Scientific Assistant.
- 6. The master's program should also provide methods and knowledge that qualify the graduate for further scientific activities, especially in an international context.

Learning outcome

The program is practice-oriented, with an additional focus on research topics and projects. It is designed to cover the needs of national and international Business Management and Information Technologies with an additional focus on Business and Information Systems.

In the first three semesters, each semester is structured in three cornerstones:

- 1. Core disciplines of Business Management,
- 2. Business and Information Systems,
- 3. Information Technologies.

- Through the first cornerstone, the students will improve and expand their existing knowledge in Risk Management, Management Control Systems, Financial Management, especially Green Finance and Digital Finance, Innovation-Management, Agile Project Management, Entrepreneurship and Startup Management, Operations and Supply Chain Management and Strategic Management.
- The second cornerstone builds up expert knowledge in the areas of Business Information Systems, Business Analytics and Intelligence, Digital Business Modelling, and Change Management and focuses on the integrative connection between cornerstones one and three.
- Furthermore, enables the third cornerstone top-notch skills and practice-oriented competencies in Infromation Technologies Computer Science, Programming Languages, Software Engineering, Application Development, Robotics and Machine Learning.

The elective subjects of the first three semesters of the program offer the students three pathways of specialization:

- Management
- Business and Information Systems
- Information Technologies

Moreover is, the program designed as a Double Degree and is offered in a consortium between the University of Applied Sciences Zwickau (WHZ), Kazakh-American Free University (KAFU) – Ust Kamenogorsk, Kazakhstan, Armenian State University of Economics (ASUE) - Erevan, Armenia, International Black Sea University (IBSU) - Tbilisi, Georgia and Kyrgyz-German Institute of Applied Informatics (INAI.KG) - Bishkek, Kyrgyzstan. Therefore, students will acquire and expand their intercultural and language skills. They will learn to work in multicultural work and expand their knowledge of international project management.

Furthermore, they receive interdisciplinary training, independently connecting the gained knowledge from the fields of Management and Information Technologies.

### **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:

Five types of positive grades

(B) Very good – 81-90. (C) Good - 71-80: 3) (D) Satisfactory – 61-70. 4) 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; (F) Fail - 40 and less, meaning that the work of a student is not acceptable and he/she has to study 2) 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: a) Obtaining minimal competence levels set for midterm and final evaluations; 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 or 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: This double degree programme prepares students for future tasks in the international and regional/local economy in a well-founded and practical manner. Graduates will be able to assume sustainable responsibility for economic development in the global and regional/local economy. In an increasingly global and digital world, the degree programme enables graduates to work in the areas of management and informatics as well as their intersections. Examples of specific occupational fields include middle and senior management, in particular the management of IT projects or change management in the transformation to digital business models, regional and international companies, (IT) project management, (IT) strategy development, start-up foundation, software engineering, and business intelligence/analytics. After successful completion of the

program, the student will be awarded 2 diplomas – one from International Black Sea University (IBSU-Georgia)

and another from Zwickau University of Applied Sciences (WHZ-Germany).

(A) Excellent -91 - 100:

1)
 2)

### Semester at WHZ

1. Semester	Module	Language	ECTS 20	Lecturing hours 1 = 45 minutes
PTIOOSO	Management and Computer Science – compulsory courses			•
PTI90230	Programming Paradigms	E	5	3
WIW64000	Business Information Systems	E	5	4
WIW32090	Risk Management and Management Control	E	5	4
WIW03750	Training of Language, Research and Intercultural Skills	E	5	4
	Elective Courses - winter term Elective Digital Courses - winter term *choose courses for 10 ECTS	E	10	
	Elective methodologic courses - Computer Science	E		
PTI90300	Science Communication	E	5	2
PTI90190	Computer Science Project	E	5	2
PTI90180	Car-to-Car Communication	E	5	3
PTI90220	Advanced Computer Graphics	E	5	4
	Elective methodologic courses - Business & Information Systems	E		
WIW64010	Digital Business Models	E	5	4
WIW00390	Change Management	E	5	1.5
	Elective methodologic courses - Management	E		
WIW31500	Managerial Challenges in the Globalized Economy	E	5	4
WIW65540	International Human Resource Management	E	5	2
WIW08520	Managing Intercultural Collaboration	E	5	4

Total 30

2. Semester	Module Name in Curriculum	Existing Course at IBSU which may needs to be adjusted	Language	ECTS	Lecturing hours 1= 45 minutes		
	Management and Computer Science – compul	sory courses	E	15			
IBSU	Machine Learning	Logic for Computer Science and Artificial	E	5	4		
IBSU	Analytics for Data Driven Decisions	Data Mining and Analysis	E	5	4		
IBSU	Advanced Fields of Management	Operations and Supply Chain Management	Е	5	8		
	Elective Courses – summer term Elective Digital Courses – summer term *choose courses for 15 ECTS	e Digital Courses – summer term					
	Elective methodologic courses - Computer Sc	ience					
IBSU	Models of Computation		E	5	4		
IBSU	Advanced Algorithms		E	5	3		
IBSU	Computer Networks and Security		E	5	3		
IBSU	Numerical Analysis		E	5	3		
	Elective methodologic courses - Business & Ir	nformation Systems					
IBSU	Artificial Intelligence Applications		E	5	3		
IBSU	Human-Machine Interaction		E	5	3		
IBSU	Deep Reinforcement Learning		Е	5	3		
	Elective methodologic courses - Management						
IBSU	Research Methods for Business		E	5	4		
IBSU	Advanced Project Management		Е	5	3		

IBSU

3. Semester	Module Name in Curriculum	Language	ECTS	Lecturing hours 1= 45 minute:			
	Management and Computer Science - compulso	Management and Computer Science – compulsory courses					
IBSU	Design and Implementation of Software	SECTION AND ADDRESS OF A SECTION ADDRESS OF A SECTION AND ADDRESS OF A SECTION AND ADDRESS OF A SECTION ADDRESS OF A SECTI					
		Computer Algebra					
IBSU		Digital Business Modeling	E	5	4		
IBSU	Strategic Management	Strategic Management	Е	5	4		
	Elective Courses - winter term						
	Elective Digital Courses - summer term		E	15			
	*choose courses for 15 ECTS						
IDOL I	Elective methodologic courses - Computer Scien	nce					
IBSU	Models of Computation		E	5	4		
IBSU	Advanced Algorithms		E	5	3		
IBSU	Computer Networks and Security	rorks and Security					
IBSU	Numerical Analysis	Е	5	3			
	Elective methodologic courses - Business & Info	rmation Systems					
IBSU	Artificial Intelligence Applications		E	5	3		
IBSU	Human-Machine Interaction		E	5	3		
IBSU	Deep Reinforcement Learning				3		
	Elective methodologic courses - Management			· · · · · · · · · · · · · · · · · · ·			
IBSU	Research Methods for Business		Е	5	4		
IBSU	Advanced Project Management		E	5	3		
IBSU	Leadership Strategies		E	5	3		
IBSU	International Coaching Project		Е	5	1		

4. Semester	Module Name in Curriculum	Language	ECTS	Lecturing hours 1= 45 minutes	
IBSU	Master Thesis	E	25		
IBSU	Titan Talks	E	5	2	
	Total Total-ECTS	120			

# **International Relations**

Name of the Educational Programme:	International Relations						
Awarded Qualification:	Master of International Relations / საერთაშორისო ურთიერთობების მაგისტრი						
Credit Value of the Programme:	120 ECTS						
Language of Education:	English						
Programme Admission Preconditions:	Student enrollment is conducted according to the Georgian legislation - based on the results of the Unified						
	National Master's Exams (Admission to the educational program without passing Unified National exams may						
	be allowed only in cases considered by the Georgian law). Admission requirements for foreign citizens can be						
	found at the link https://iro.ibsu.edu.ge/en/home						
	A person can become a student of Master program if he/she has a bachelor or equivalent degree. In addition,						
	the applicant should pass the University internal exam in specialty and English language (B2 level).						
	In following cases, the applicants will be exempted from passing the language exam: (1) applicants, who have						
	graduated from English language educational program within the last 3 years and their GPA is at least 75 (out						
	of 100) or 3 (out of 4); (2) if an applicant is a citizen of a country, where first/second official language is English,						
	(3) if an applicant presents one of the international certificate: CEFR, TOEFL iBT, IELTS, YDS, or Cambridge,						
	corresponding to B2 level of English. For detailed information, please see IBSU.R04 Regulation for Master's						
	Education.						
	Exams in English language and specialty are distributed in accordance with the following coefficient: 40% -						
	60% respectively.						
Purpose of the Programme:	The aim of the Master program in International Relations is to train highly qualified specialists who are						
	competitive in the local and international labor markets and satisfy contemporary requirements that enable						
	them to pursue a successful professional path as well as/or proceed with further education goals at the next						
	study cycle. With the view to achieve this, the program envisages three core objectives:						
	1. To give students a deep and systematic knowledge of the history of evolution and theory of						
	international relations (IR) as well as equip them with the tools to critically analyze key issues, current						
	processes and challenges in the field;						

	2. Based on an acquired comprehensive, substantive and practical knowledge of the field, develop					
	analytical and critical thinking skills, enabling students to create original ideas and solve complex problems in					
	a multidisciplinary environment;					
	3. To develop a sound command of research methods selected and applied in an independent manner					
	embarking upon the latest methodological approaches and innovative techniques in the field while observing					
	academic and ethical standards.					
	The BA program in International Relations is consistent with the mission and strategic objectives of the					
	International Black Sea University and is in line with labour market requirements.					
Learning outcome	Upon completion of the program, the following general and field specific competencies required from					
	graduates will be acquired including knowledge and understanding; skills; responsibility and autonomy:					
	1. Interprets contemporary scholarly polemics in relation to core ontological, epistemological and					
	methodological issues of the field; applies philosophical paradigms and concepts in own research;					
	2. Explains, contrasts and interprets in a critical manner the classical theories of international relations					
	as well as modern trends and paradigms; classifies theoretical schools and evaluates them both through the					
	lens of scholarly discourse as well as from the standpoint of behavior determinants for key actors studied by					
	theories of international relations; puts forward a theoretical framework for own research project and					
	interprets empirical data through relevant theoretical arguments;					
	3. Critically interprets key events in the history of international relations and puts them into the relevant					
	context; Outlines and interprets the important historical processes that have shaped IR as an academic					
	discipline;					

contradictions of war-related issues;

relations, modern processes and challenges;

5.

Interprets and critically analyzes the concept of the modern world order; Demonstrates

Explains the concepts and possibilities of war and peace in international relations while applying the

comprehensive, substantive and practical knowledge in the field when assessing key issues of international

relevant theoretical framework; demonstrates an in-depth understanding of the essence of both interstate and intrastate conflicts; interprets and critically analyzes the challenges to international security; Distinguishes between just and unjust wars at theoretical and practical (case study analysis) levels; Explores normative

	6. Defines and critically interprets the latest methodological approaches and innovative techniques in						
	the field and conducts research independently, embarking upon them in compliance with academic and						
	ethical standards; Compiles the analytical framework and methodology for own research; Applies qualitative						
	and quantitative research methods in an independent manner, draws their sampling strategies and data analysis						
	techniques; arranges empirical data from an appropriate theoretical standpoint, synthesizes and evaluates them						
	in an innovative manner, puts forward conclusions based on research findings; critically evaluates the quality						
	of a research paper departing from an author's philosophical perspective as well as epistemological and						
	methodological approaches of paper under discussion;						
	7. Delivers professional communication with researchers and practitioners in the field of international						
	relations in accordance with the standards of academic ethics; presents own opinion during discussions and						
	workshops based upon original analysis of complex data; prepares and submits a research project;						
	8. Analyzes the moral dilemmas that a social science researcher faces while carrying out research,						
	recognizes the utmost importance of ethical behavior and shapes own values system based on the knowledge						
	of modern norms and standards in the field;						
	9. Plans and conducts own study process in an independent manner; Discusses issues that are						
	insufficiently studied in the field of international relations and identifies the need for further research;						
	Independently defines own research interests.						
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:

- 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 or 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. The evaluation system of the research component (Master thesis) is similar to the above, except for the following cases: in case of (FX) assessment, the student is allowed to submit the re-considered master's thesis during the following semester, and in case of receiving (F), loses the right to submit the same thesis.

Specific components and criteria for the evaluation of the research component are given in the syllabus of the Master thesis.

MA students of International Relations and Politics will be able to work at the Ministry of Foreign Affairs, State structures responsible for foreign policy and national security issues, namely, Office of National Security Council, Ministry of Defense, foreign relations departments of various Ministries, NGOs working on international relations and national security issues, research centers, universities etc.

Besides, MA graduate can continue studies in Ph.D. program to increase his/her competence and qualification.

### Field of Employment:

#	Course / Module / Internship / Research Component	Status		Credit distribution teaching						Distribution of hours					Number of contact hours per week
				I year		II year			Contact	Contact					
			Gredit Number	I semester	II semester	III semester	IV semester	Lecture / Consultation	Workshop / Group Work / Practical work	midterm exam (s)	Final exam	Total contact	Independent work	Total hours	
I	Mandatory Study Courses		58	22	22	14								1450	
1	IRP001 Philosophy of Social Sciences	Mandatory	6	6				13	15	2	2	32	118	150	2
2	IRP005 Analysis of the Evolution of International Relations	Mandatory	8	8				15	13	2	2	32	168	200	2
3	IRP004 Theory of International Relations	Mandatory	8	8				14	14	-	2	30	170	200	2
4	IRP003 Qualitative Research Methods	Mandatory	6		6			14	28	-	2	44	106	150	3
5	IRP007 World Politics – Patterns and Trends	Mandatory	8		8			14	14	-	-	28	172	200	2
6	IRP197 War and Peace in International Relations	Mandatory	8		8			11	17	2	2	32	168	200	2
7	IRP002 Quantitative Reseach Methods	Mandatory	6			6		29	13	2	2	46	104	150	3
8	IRP015 Georgia's Foreign Policy Analysis	Mandatory	8			8		14	14	2	2	32	168	200	2
II	Research Component		30				30	:	29.5	-	0.5	30	720	750	
1	INT308 Master Thesis	Mandatory	30				30	2	29.5	-	0.5	30	720	750	1

III	Elective Study Courses		32	8	8	16							800	
1	IRP014 Decision-Making in International Relations	Elective	8				9	19	2	2	32	168	200	2
2	IRP510 Contemporary International Law	Elective	8				14	14	2	2	32	168	200	2
3	IRP519 Global Governance	Elective	8				14	14	-	2	30	170	200	2
4	IRP103 International Security	Elective	8				11	17	2	2	32	168	200	2
5	IRP006 European Union in International Relations	Elective	8				15	13	2	2	32	168	200	2
6	IRP104 History of the US Foreign Policy Since 1900	Elective	8				15	13	2	2	32	168	200	2
7	IRP008 Contemporary Issues in the US Foreign Policy	Elective	8				15	13	2	2	32	168	200	2
8	IRP009 Russia in International Affairs	Elective	8				14	14	2	-	30	170	200	2
9	IRP010 Political Ideology and Practice in the Middle East	Elective	8				14	14	2	-	30	170	200	2
10	IRP105 Transition in Post-Communist Eastern Europe and Former Soviet Union	Elective	8				14	14	-	-	28	172	200	2
11	IRP101 Comparative Government and Politics	Elective	8				14	14	2	2	32	168	200	2
12	IRP196 International Political Economy	Elective	8				14	14	2	2	32	168	200	2
13	IRP011 Conflict Studies	Elective	8				11	17	2	2	32	168	200	2
14	IRP013 Diplomacy: From Traditional Practices to Digital Age	Elective	8				14	14	2	2	32	168	200	2
15	IRP018 Contemporary East Asia	Elective	8				14	14	2	2	32	168	200	2
	Total numbers:		120 ECTS				-	-	-	-	-	-	3000	

## U.S. Foreign Affairs

Name of the Educational Programme:	U.S. Foreign Affairs
Awarded Qualification:	Master of American Studies//ამერიკისმცოდნეობის მაგისტრი
Credit Value of the Programme:	120 ECTS
Language of Education:	English
Programme Admission Preconditions:	• A person with a bachelor's degree or an equivalent academic degree who will be enrolled on the basis
	of the results of the Unified Master's examinations.
	• Student enrollment is conducted according to the Georgian legislation - based on the results of the
	Unified Master's Exams (Admission to the educational program without passing Unified National exams may
	be allowed only in cases considered by the Georgian law), for foreign applicants admission criteria is available
	at – https://iro.ibsu.edu.ge/en/home)
	• In addition, the applicant should pass the University internal exam in specialty and English language
	(B2 level) or/and interview with the candidate.
	• Candidate who has an English language B2 level international certificate is exempted from passing the
	language exam. Also, a candidate who has graduated from the English Language Educational Program will be
	exempt from English Language Requirement.
	• The order of the Minister of Education and Science of Georgia №10 / N (4.02.2010) on the "Rules for
	Transfer from the Higher Education Institution to Other Higher Education Institutions and Approval of Fees"
	students shall be enrolled in accordance with the mobility rules.

Purpose of the Programme:	The Master program in the U.S. Foreign Affairs is the continuation of the Bachelor American Studies
	Humanitarian Interdisciplinary program opened first time in Georgia at the International Black Sea University
	(IBSU) in cooperation with the U.S Embassy. Specificity and uniqueness of the Studies program involving wide
	scope of diverse disciplines, like: American History, American Literature, American Multicultural Studies,
	American Culture & Society, American Geography, American Women's History, American Media, American
	Politics, etc. and the students' great interest towards American History and Foreign Policy encouraged us to
	create the module of the Bachelor program - Master program: U.S. Foreign Affairs, the aim of which is to
	deepen the student's knowledge of Bachelor degree American History oriented disciplines, like: American
	History, Politics, American Culture and Society, American Multicultural Studies, as the United States was
	created with the help of its unique immigration historic past.
	1.The program will outline the students' knowledge and vision on the U.S. Foreign policy and its challenges
	that involve two stages: the first until September 10, 2001. The first stage involved the transnational historic
	period of the end of the Cold War despite the on-going Bosnia, Rwanda and many other deadly conflicts; the
	challenges of globalization sweeping the world, bringing their own combination of progress and problems;
	enhancing the scope of democracy, facing challenges of consolidation and institutionalization. And the second
	stage starting from 9/11, implying the transformation of U.S. foreign policy agenda by announcing war to
	terrorism; The program will equip graduates with strategies, which will help them to correctly accentuate the
	importance of Georgia's relations with Euro-Atlantic partners and organizations;
	2. the courses of the program will introduce MA students U.S. foreign policy core issues: what the U.S. national
	interest is and which policies serve it best; which institutions, actors, presidents within the American political
	system, play what roles and have how much influence in relations to Georgia as well; dynamics of the U.S.
	history, peculiarities of the region, multiculturalism in American political system based on American experts.
	3. Through the program, students will thoroughly research the processes of shaping US foreign policy strategies,
	which aim to make the right plans and find the optimal ways to implement them; Foreign policy as a "process
	of choice", that means the formation of foreign policy through political institutions and the social influence of
	the American political system, at the same time understands the need to deepen his/her learning process.

Student:

Learning outcome

	1. The graduate identifies and recognizes the role of United States foreign policy in
Knowledge and	shaping political institutions and public influence;
understanding	2. recognizes and understands the basic principles of American democracy; understands
understanding	the necessity of expanding Georgia's bilateral relations with leading members of NATO,
	to build a stronger relationship with the Alliance;
	3. Explores and critically describes the contradictions between equality and freedom
	based on democratic principles; The influence of the peculiarities of the development
	of individual regions of the United States on the diverse culture of the United States;
	4. Studies in a complex way the dynamics of Georgian-American relations; The
	influence of the peculiarities of the history of the Institute of Presidency on US foreign
	relations; Explains in details the need of deepening and strengthening cooperation on
	regional issues within Euro-Atlantic Partnership Council (EAPC);
	5. Reconciles foreign relations, US history, principles of democracy, culture, and
	diverse regional characteristics from an interdisciplinary perspective and interprets the
	obtained data, compares and formulates conclusions;
	6. Argues his / her opinion, illustrates theoretical provisions with practical examples;
01:11	7. Argues and present problem-solving ways with the American experts, academic and
Skills	professional community; can communicate effectively with foreign specialists; is able
	to listen to an American conversation and respond adequately, regardless of the pace,
	intonation or subject matter of the conversation; Responds appropriately to heard
	impulses and performs complex tasks; Listens to audio material on everyday topics as
	well as economic, political, social, cultural issues;
	8. Writes essays correctly orthographically and intellectually; Can express his / her
	opinion clearly in writing, critical analysis, innovative synthesis of the information,
	evaluation and formulating conclusions during verbal communication and in analytical
	essays; compose works / essays equipped with vocabulary of field and high literary style
	(synonyms, antonyms, phraseological units);
	9. Prepares analytical papers on US Foreign Affairs keeping the standards of academic
	honesty; can formulate new, original ways in a foreign or multicultural environment

		to solve complex problems/ conduct research independently keeping academic						
		honesty.						
		10. Identifies the needs for further learning, in particular, understands the need						
	D	continuous enhancement in the field of learning and development and conducts his/her						
	Responsibility and	learning process independently; develops his/her interest towards further research in						
	autonomy	the field of US Foreign Affairs, respects knowledge/learning, tendency for novelty,						
		academic honesty.						
Evaluation Criteria	The goal of evaluation is to determine student's education results qualitatively in relation t							
	goals and parameters.							
	Students may be asses	ssed orally and/or in a written way. A student's knowledge and skills are assessed through						
	100 points grading sys	stem. It consists of midterm and final evaluations, the sum of which makes up 100 points.						
	Grading system allow	VS:						
	a) Five types of	e types of positive grades						
	1) (A) Excellent	± − 91 − 100:						
	2) (B) Very good	ood – 81-90.						
	3) (C) Good – 7	1-80:						
	4) (D) Satisfacto	ory – 61-70.						
	5) (E) Sufficient	z – 51-60.						
	b) Two types of negat	tive grades						
	1) (FX) Fail – 4	1-50, meaning that a student requires some more work before passing and is given a						
	chance to sit an addit	ional 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 evalua	ation grade.						
	Midterm and final ev	aluation grade distribution, their minimal competence levels and assessment criteria are						
	described in the corre	esponding syllabus.						
	A credit can be award	led only after the attainment of learning outcomes, envisaged by the course syllabus and						
	following requiremen	nts:						

	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 or						
	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.						
	The evaluation system of the research component (Master thesis) is similar to the above, except for the						
	following cases: in case of (FX) assessment, the student is allowed to submit the re-considered master's thesis						
	during the following semester, and in case of receiving (F), loses the right to submit the same thesis.						
	Also, specific components and criteria for the evaluation of the research component are given in the syllabus						
	of the Master thesis. The minimum competence level for the master's thesis assessment is not less than 51% of						
	the maximum score of the corresponding evaluation.						
Field of Employment:	After successful graduation of the program, the Master can continue studies to earn the doctoral degree.						
	Besides, the Master can be employed as an expert in Embassies, American organizations, offices of Public						
	Relations, Ministry of Foreign affairs (American Department), Ministry of Defence (NATO Department),						
	International Organization (USAID, UN), in Organizations abroad (USA, Turkey, Dubai, United Arab						
	Emirates), department of culture, non-governmental organizations.						

#	code	Course / Module / Internship / Research Component	Prerequisi te	Credit		of credits per d semesters		I	Distribution of Hours	3
					I Year	II Year	Conta	t Hours		

			Status		I Semester	II Semester	III Semester	IV Semester	Lecture	Seminar / Group Work / Laboratory Work / Practical work	Midterm exam(s)	Final exam	Total number of contact hours	Indepe ndent work	Tota l nu mbe r of hou rs
I	Compulsory	Courses of main field								60 ECTS					
	USFA501	U.S. Domestic Policy	Compulsor y	Without Precondition s	10				15	13	2	2	32	218	250
	USFA510	Research Methods	Compulsor	US Domestic Policy; US Foreign Policy; History of American Presidency	10				15	13	2	2	32	218	250
	USFA503	U.S. Foreign Policy	Compulsor y	Without Precondition s		10			29	13	2	2	46	203	250
	USFA505	International Organizations and the Future Role of NATO	Compulsor	Without Precondition s		10			15	13	2	2	32	218	250
	USFA509	Georgian-American Relations	Compulsor y	US Domestic Policy; US Foreign Policy			10		29	13	2	2	46	202	250

	T	T ==:	I	I	1		1	1	1			-				
	USFA506	History of American	Compulsor	Without				10		15	13	2	2	32	218	250
		Presidency	у	Precondition												
				S												
п	Research co	mponent			30 ECTS											
	AMS512	Master Thesis	Compulsor	All core				30		30				30	720	750
			y	courses												
III	III Elective Coures of the mainc Field				30 ECTS											
	USFA511	International Economic	Elective	Without				10		15	13	2	2	32	218	250
		Relations		Precondition s												
	USFA502	American Democracy	Elective	Without Precondition		10				15	13	2	2	32	218	250
				S												
	USFA517	New Media and American	Elective	Without		10				15	13	2	2	32	218	250
		Society		Precondition s												
	AMS510	Foreign Policy Analysis	Elective	Without Precondition		10				15	13	2	2	32	218	250
				S												
	USFA518	The US Assistance to	Elective	Without		10				15	13	2	2	32	218	250
		Georgia through the United		Precondition												
		States Agency for		S												
		International Development														
	USFA504	American Studies and	Elective	Without		10				15	13	2	2	32	218	250
		Globalization		Precondition												
				S												
	USFA507	International Security	Elective	Without		10				15	13	2	2	32	218	250
		Studies		Precondition s												
			I.	total	120	30	30	30	30							
				total	120	30	50	50	30							

## Education Administration

Name of the Educational Programme:	Education Administration
Awarded Qualification:	განათლების ადმინისტრირების მაგისტრი (Master of Education Administration)
Credit Value of the Programme:	120 ECTS
Language of Education:	English
Programme Admission Preconditions:	Admission to the Master's program is conducted in accordance with Georgian legislation, based on the results of the Unified National Master's Examination. International candidates may apply for admission in accordance with Georgian higher education legislation and institutional regulations. The admission process is facilitated through the International Relations Office (IRO), which provides comprehensive guidance on application procedures, documentation requirements, and visa-related matters. For detailed information regarding international student admission, including application deadlines, required documentation, and student visa procedures, please visit the International Relations Office website at https://iro.ibsu.edu.ge/admissions/. Eligibility Criteria:  1. Candidates must hold a Bachelor's degree or its equivalent academic qualification.  2. Prospective students are required to demonstrate English language proficiency at the B2 level (according to the Common European Framework of Reference for Languages) through a qualifying examination.  English Language Requirement Exemptions: Candidates may be exempt from the English language examination if they meet either of the following criteria:  • Hold a Bachelor's degree obtained through an English-medium educational program  • Possess a valid international certificate demonstrating B2 level proficiency in English, including but not limited to  • TOEFL IBT -72<  • IELTS-5.5 • Cambridge First Certificate in English (FCE)  • Cambridge Certificate in Advanced English (CAE)

## CERTUS

Order Nº10 of the Minister of Education and Science of Georgia (February 4, 2010) 'On the approval of transfer rules and fees from one higher education institution to other higher education institutions' - students are enrolled according to mobility procedures

For comprehensive information regarding admission procedures and requirements, please refer to the Master's Studies Regulations.

Candidate Assessment in the Field of Specialization is conducted through an interview based on the following criteria:

Interview Assessment Rubric (20 points)

1. Communication Skills

The candidate's ability to articulate ideas clearly, fluently, and confidently, both verbally and non-verbally.

5 points- Demonstrates exceptional communication abilities with sophisticated language use and compelling delivery;

- 4-3 points- Displays adequate communication abilities with generally clear expression;
- 2-1 points- Shows basic communication skills with some clarity issues
- 2. Knowledge of Educational Systems

The candidate's knowledge of education systems and policies.

5 points- Demonstrates extensive knowledge of educational systems with detailed understanding;

- 4-3 points-Displays basic knowledge of educational systems;
- 2-1 points- Demonstrates insufficient knowledge
- 3. Motivation

The candidate's motivation to work in the education sector; enthusiasm for educational leadership and alignment with program objectives.

5 points- Shows exceptional motivation with clear purpose and alignment;

- 4 -3 points- Shows adequate motivation with some alignment;
- 2-1 points- Displays limited motivation with poor alignment
- 4. Critical Thinking

The candidate's ability to critically analyze situations, demonstrate independent thinking, and present well-reasoned perspectives on educational matters.

	5 points- Demonstrates ex	sceptional critical thinking with sophisticated analysis							
	_	uate critical thinking with basic analysis							
		critical thinking with weak analysis							
Purpose of the Programme:	The Master's Program in Educational Administration aims to prepare professionals in general, vocational, and								
Turpose of the Frogramme.	higher education fields who possess interdisciplinary, deep systematic theoretical and practical knowledge,								
	skills (research; educational policy development, curriculum development, implementation of education								
	processes using digital technologies, planning, management, evaluation, monitoring and development of								
	-	ocesses in the education system) characteristic of administration and adhere to							
	_	ns. Additionally, the program aims to enable students to conduct self- and peer							
	<del>-</del>	y plan and implement strategic learning, and demonstrate proficiency in English							
	_	inication, and document management essential for effective educational							
	administration.	inication, and document management essential for effective educational							
		completion, graduates will be qualified to assume leadership positions in local and international							
		lead organizational change initiatives, and implement evidence-based practices to							
		tcomes across diverse learning environments by embracing a contemporary							
<b>T</b>		how people and systems learn.							
Learning outcome	Knowledge and	1. Describes and defines educational systems, policies, legal and financial							
	understanding	frameworks, theories, reforms, leadership practices, quality assurance							
		mechanisms, human resources, curriculum design, teaching approaches, and							
		professional ethics across higher, general, and vocational educational contexts							
		through research and practice;							
		2. Critically comprehends educational administration principles and their							
		effectiveness in promoting democratic values through case studies, policy analysis,							
		evidence-based research and practice;							
	Skills	3. Develops innovative curriculum, teaching strategies, and assessment							
		frameworks across higher, general, and vocational educational contexts through							
		theoretical analysis, practical implementation, and systematic evaluation of							
		outcomes, while adhering to established quality standards and professional							
		guidelines;							

		4. Demonstrates transformational leadership in designing and implementing					
		innovative educational solutions to complex challenges through strategic vision-					
		setting, stakeholder engagement, synthesis of theoretical knowledge, integration					
		of digital technologies, and execution of research-based projects that drive					
		institutional change while maintaining academic integrity principles;					
		5. Conducts rigorous educational research by selecting appropriate methodologies,					
		implementing systematic data collection and analysis procedures, and presenting					
		evidence-based recommendations through scholarly communications;					
		6. Communicates complex educational research and theory effectively through					
		advanced written and oral presentations in English, while demonstrating					
		proficiency in professional correspondence, communication, and document					
		management, employing audience-appropriate strategies across academic,					
		professional, and public contexts.					
	Responsibility and	7. Demonstrates high competency in critical self-reflection and peer evaluation in					
	autonomy	accordance with professional ethics, while independently planning and					
		implementing strategies for continuous professional development and lifelong					
		learning.					
Evaluation Criteria	The goal of evaluation is to	o 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 posi-	tive grades					
	1) (A) Excellent – 91	1 – 100:					
	2) (B) Very good – 8	31-90.					
	3) (C) Good – 71-80:	:					
	4) (D) Satisfactory –	61-70.					
	5) (E) Sufficient – 51						
	b) Two types of negative g	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:

- 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 or 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.

**Evaluating Research Component** 

Master's Thesis Assessment: The master's thesis is evaluated holistically through a final assessment that combines evaluations from the supervisor, reviewer, and committee. The supervisor evaluates with 30 points, the reviewer with 33 points, and the committee with 37 points. These assessments are summed for the final evaluation. The maximum score for the final assessment of the master's thesis is 100 points.

Supervisor's Assessment Components (30 points):

Actuality

4-3 points- The selected topic is actual and important. It refers to contemporary problems and challenges. The need for research is clearly formulated and explained.

2-1 points- The selected topic is actual and important, but problems and challenges are not formulated clearly. The need for research is not clearly formulated and explained.

0 point- The selected topic is not actual.

Novelty

4 points- 1) New problem is studied or/and there is an innovative approach to an already researched and studied problem; 2) Innovative conclusions or/and recommendations are provided; 3) New model or/and innovative research methodology are applied; The thesis meets with minimum two criteria from the above mentioned three criteria.

3 points- 1) New problem is studied or/and there is an innovative approach to an already researched and studied problem; 2) Innovative conclusions or/and recommendations are provided; 3) New model or/and innovative research methodology are applied; The thesis meets with minimum one criterion from the above mentioned three criteria.

2-1 points-1) New problem is not studied. Consequently, an innovative approach to the topic is hardly detected; 2) There are conclusions or/and recommendations provided, but there is no novelty and originality;

3) New model or/and innovative research methodology are not applied;

0 point- There is no novelty in the thesis.

Theoretical or/and practical value of the research

5 points- a) The presented analysis and conclusions in the thesis are based on significant field-related theory/theories; approaches applied in previous studies have been validated or rejected.

b) The presented materials, conclusions and recommendations determine a practical value in the thesis; Based on the research findings there is a practical recommendation applicable for stakeholders.

4-3 points- a) The presented analysis and conclusions in the thesis are based on field-related theory/theories, but are not sufficient for a thorough analysis;

b) The presented materials, conclusions and recommendations refer to a practical value in the thesis, but its importance for stakeholders is not clearly defined.

2-1 points- a) The theory/theories are listed in the thesis, but there is no connection with the research goal; b) The presented materials, conclusions and recommendations do not clearly define a practical value in the thesis. Its importance for stakeholders is not defined at all.

0 point- There is no theoretical or/and practical value of the research.

Depth of the research material, uniqueness of the conclusions

5 points- the presented thesis contains: 1) Critical analysis and evaluation of international and local contexts/experience regarding the topic under study; 2) Analysis and comparison of different opinions and ideas; 3) Unique conclusions.

- 4-3 points- the presented thesis contains: 1) Critical analysis and evaluation of either international or local contexts/experience regarding the topic under study; 2) Different opinions and ideas are listed but not analyzed and compared; 3) Conclusions, which are not unique but analysis are detected.
- 2-1 points- the presented thesis contains: 1) List of only international or local contexts/experience regarding the topic under study; 2) Different opinions and ideas are listed but not analyzed and compared; 3) Descriptive conclusions without analysis are detected.

0 point- the above-mentioned criteria are not met by the thesis.

## Structure, Research methods and Convincing Research Results

- 6-5 points- the thesis structure is logical: chapters and subchapters are related in terms of content; Logical reasoning and thorough analysis are detected. Academic language is applied. Research methods and instruments are selected properly; Research questions are formulated clearly and are in alignment with the research goal and hypothesis/argument; Focus groups are determined; The research findings are described and analyzed statistically, and are clear to the reader. Tables and figures are provided for illustration. Data is explained.
- 4 points- the thesis structure is mainly logical: chapters and subchapters are related in terms of content; Analysis is scarce. Academic language is applied, but there are minor technical errors. Research methods and instruments are selected properly; Research questions are formulated, but an alignment with the research goal and hypothesis/argument is not defined clearly; Focus groups are determined; The research findings are described statistically, but analysis is scarce. Tables and figures are provided for illustration.
- 3-2 points- the thesis has structure, there is no logical sequence between the subchapters in most of the cases, but they are related in terms of content; the thesis lacks logical reasoning and thorough analysis- the provided information is of a descriptive nature. A number of language and stylistic errors are present. Research methods and instruments are listed; Research questions in alignment with the research goal need to be refined. Focus groups are not determined clearly; The research findings are described statistically, but analysis is not provided. Tables and figures are provided for illustration but explained and analyzed.

1 point- the thesis does not have a logical structure; the information is scattered and is not organized in terms of subchapters, but still it is content-wise. Many language and stylistic errors are present. There is no logical

reasoning and thorough analysis. Research methods and instruments are not selected properly; Focus groups are determined; The research findings are not described statistically, but scarce data is provided.

0 point-the above-mentioned criteria are not met by the thesis.

Relevance to the IBSU format

3 points- the thesis meets all the requirements: 1) literature contains mainly scientific textbooks and articles; minimum 20 references are applied; 2) References- sources in the text are indicated in the list of references and vice versa, sources indicated in the list of references are provided in the main body of the text; 3) References follow APA 7 style; 4) Font is Times New Roman, size 12 (titles- 14, subtitles 13), 1,5 intervals between the paragraphs, top-bottom margins 2,5 sm, left 3,5 cm, right - 1,5 sm. 5) the thesis contains 60-70 pages.

2-1 points- 1) literature contains mainly scientific textbooks and articles; less than 20 references are applied; 2) References- all the sources in the text are not indicated in the list of references and vice versa, all the sources indicated in the list of references are not provided in the main body of the text; 3) References follow APA 7 style, but there are some inaccuracies; 4) Technical improvements are required in terms of the format. 5) The thesis contains less than 60 pages (exceeds 10%).

0 point-the above-mentioned criteria are not met by the thesis.

Collaboration with the supervisor

3 points- the student was actively involved in a working process with the supervisor. Face-to-face and/or online consultations were held on a regular basis. The student took the supervisor's recommendations into account and at the same time was granted the opportunity to express his/her own ideas. The student was open to any constructive feedback from the supervisor. The student nailed all the deadlines set by the supervisor and sent all the assignments in a timely manner.

2-1 points- the student missed the consultations with the supervisor and was not active in collaboration. The student took the majority of the supervisor's written recommendations into account. The student did not nail the deadlines set by the supervisor and did not send the assignments in a timely manner.

0 point- student did not collaborate with the supervisor.

The assessmentr rubrics for 1. Actuality, 2. Novelty, 3. Theoretical or/and practical value of the research, 4. Depth of the research material, uniqueness of the conclusions, 5. Structure, Research Methods and Convincing

Research Results, 6. Relevance to the IBSU format, are similar. See the rubrics below for different assessment components.

Reviewer's Assessment Components (33 points):

- Actuality 4 points / minimum 1 point
- Novelty 4 points / minimum 1 point
- Theoretical or/and practical value of the research 5 points / minimum 1 point
- Depth of the research material, uniqueness of the conclusions 5 points / minimum 1 point
- Structure, Research Methods and Convincing Research Results 6 points / minimum 1 point
- Relevance to the IBSU format 3 points / minimum 1 point
- During defense- giving adequate replies to the given questions, defending one's own position, knowledge of terminology 6 points

6 points- the student replies to all the questions and justifies his/her argumentations; His/her analyses are logical and terminology is appropriate.

5 points- the student doesn't reply to only one question, but while responding to other questions s/he justifies argumentations; His/her analyses are logical and terminology is appropriate.

4-3 points- the student's replies are general to all the questions and lack justifications and argumentation. Terminology is appropriate.

2-1 points- the student doesn't reply to more than two questions; S/he lacks justifications and argumentation. There is no consistency in terms of using proper terminology.

0 point- the student did not respond to the questions.

Committee's Assessment Components (37 points):

- Relevance 4 points / minimum 1 point
- Innovation 4 points / minimum 1 point
- Theoretical or/and practical value of the research 5 points / minimum 1 point
- $\bullet \qquad \qquad \text{Depth of the research material, uniqueness of the conclusions 5 points / minimum 1 point} \\$
- Structure, Research Methods and Convincing Research Results 6 points / minimum 1 point
- Presentation during the defense- 7 points

7 points- the student's presentation meets all the requirements: 1). speech is fluent; 2) addresses the audience, and maintains eye contact; 3) applies to academic language; 4) argumentation is logical; 5) presentation is

prepared in an academic manner: academic color, background, font, and visualization; 6) presentation structure is logical and reflects the main content and research findings of the thesis; 7) presentation has a list of references attached.

6 points- the student's presentation meets six out of these requirements: 1). speech is fluent; 2) addresses the audience, and maintains eye contact; 3) applies to academic language; 4) argumentation is logical; 5) presentation is prepared in an academic manner: academic color, background, font, and visualization; 6) presentation structure is logical and reflects the main content and research findings of the thesis; 7) presentation has a list of references attached.

5 points- the student's presentation meets five out of these requirements: 1). speech is fluent; 2) addresses the audience, maintains eye contact; 3) applies to academic language; 4) argumentation is logical; 5) presentation is prepared in an academic manner: academic color, background, font and visualization; 6) presentation structure is logical and reflects the main content and research findings of the thesis; 7) presentation has a list of references attached.

4 points- the student's presentation meets four out of these requirements: 1). speech is fluent; 2) addresses the audience, maintains eye contact; 3) applies to academic language; 4) argumentation is logical; 5) presentation is prepared in an academic manner: academic color, background, font and visualization; 6) presentation structure is logical and reflects the main content and research findings of the thesis; 7) presentation has a list of references attached.

3 points- the student's presentation meets three out of these requirements: 1). speech is fluent; 2) addresses the audience, maintains eye contact; 3) applies to academic language; 4) argumentation is logical; 5) presentation is prepared in an academic manner: academic color, background, font and visualization; 6) presentation structure is logical and reflects the main content and research findings of the thesis; 7) presentation has a list of references attached.

2 points- the student's presentation meets two out of these requirements: 1). speech is fluent; 2) addresses the audience, maintains eye contact; 3) applies to academic language; 4) argumentation is logical; 5) presentation is prepared in an academic manner: academic color, background, font and visualization; 6) presentation structure is logical and reflects the main content and research findings of the thesis; 7) presentation has a list of references attached.

1 point- the student's presentation meets one out of these requirements: 1). speech is fluent; 2) addresses the audience, maintains eye contact; 3) applies to academic language; 4) argumentation is logical; 5) presentation is prepared in an academic manner: academic color, background, font and visualization; 6) presentation structure is logical and reflects the main content and research findings of the thesis; 7) presentation has a list of references attached.

• During defense- giving adequate replies to the given questions, defending one's own position, knowledge of terminology - 6 points

Artificial Intelligence Usage Policy

Artificial Intelligence Usage Policy for MA Program Courses: The program recognizes the role of artificial intelligence tools in academic research while maintaining strict academic standards. Students are allowed to use artificial intelligence tools for specific support functions (reference management, proofreading, and research question refinement). Productivity enhancement through artificial intelligence is acceptable for tasks such as meeting summaries, project planning, strategic plan refinement and administrative documentation. However, students must explicitly disclose all artificial intelligence tool usage in their work by citing the tools used and maintaining detailed logs of significant AI interactions. Strictly prohibited are: generating original research findings, submitting AI-generated content as original work, creating literature review content without verification, developing theoretical frameworks, or generating research questions. Students must independently verify all AI-generated information and maintain original copies of AI interactions. For assessment purposes, appropriate use of AI tools, original critical thinking, independent research capability, and proper documentation of AI assistance will be evaluated. Violation of this policy is considered academic misconduct. Students are recommended to discuss the use of artificial intelligence tools with their lecturers and supervisors.

Field of Employment:

Administrative Worker in Education - administrative personnel of educational institutions. A graduate can find employment in governmental and non-governmental organizations and institutions that work on educational issues. There is also the prospect of continuing studies in a doctoral program.

#	Course / Module / Internship / Research Component		Prerequisite					Distribution of Hours								
					I Year		II Year		Contact Hours							
		Status		Credit number	I Semester	II Semester	III Semester	IV Semester	Lecture	Seminar / Group Work / Laboratory	TII ex	Final exam	Total number of contact hours	Independent work	Total number of hours	
Con	mpulsory Component			72	30	28	14		150	154	8	6	318	1482	1800	
1	EAD136 Education Policy (Hybrid)	Compulsory	N/A	8	8				14	14	0	0	28	172	200	
2	EAD124 Legal Issues in Education	Compulsory	N/A	7	7				18	10	2	2	32	143	175	
3	EAD137 Research Methods in Education	Compulsory	N/A	8	8				21	21	0	0	42	158	200	
4	EAD123 Education Theories and Psychology	Compulsory	N/A	7	7				13	15	2	0	30	145	175	
5	EAD135 Quality Assurance in Education	Compulsory	N/A	8		8			28	14	2	2	46	154	200	
6	EAD139 Leadership and Change Management in Education	Compulsory	N/A	7		7			14	14	0	0	28	147	175	
7	EAD128 Finances and Budgeting in Education	Compulsory	N/A	7		7			14	14	2	2	32	143	175	
8	EAD115 Human Resource Management in Education	Compulsory	N/A	6		6			14	14	0	0	28	122	150	

9	EAD125 Curriculum, Teaching and Assessment Methods in Education (Hybrid)	Compulsory	Quality Assurance in Education	6	6	14	14	0	0	28	122	150
10	EAD108 Internship	Compulsory	All Compulsory Courses	8	8	0	24	0	0	24	176	200
Elective Component				18	18	42	42	0	0	84	366	450
11	EAD127 School Administration	Elective	N/A	6		14	14	0	0	28	122	150
12	EAD131 Higher Education Leadership and Administration	Elective	N/A	6		14	14	0	0	28	122	150
13	EAD130 Vocational Education Administration	Elective	N/A	6		14	14	0	0	28	122	150
14	EAD138 Gender and Sexual Education	Elective	N/A	6		12	16	0	0	28	122	150
15	EAD134 Adult Education and Psychology	Elective	EAD123	6		15	13	0	0	28	122	150
16	EAD132 Inclusive and Special Education Education	Elective	EAD123	6		14	14	2	2	32	118	150
17	EAD140 Educational Sociology	Elective	N/A	6		14	14	0	0	28	122	150
18	EAD129 Educational Technologies	Elective	N/A	6		13	15	0	0	28	122	150
19	EAD113 Global Education	Elective	N/A	6		14	14	0	0	28	122	150
20	EAD121 Developing Transferable Skills in Education	Elective	EAD125	6		13	15	0	0	28	122	150
21	EAD120 Organizational Behaviour in Education	Elective	N/A	6		15	13	0	0	28	122	150
22	EAD119 Strategic Development in Education	Elective	EAD139	6		15	13	0	0	28	122	150
23	EAD133 Project Management in Education	Elective	N/A	6		14	14	0	0	28	122	150
Res	earch Component	Compulsory				·						

2	24	Master Thesis	Compulsory	All Compulsory Courses	30				30	0	30	0	0	30	720	750
	To	otal			120	30	28	32	30	192	226	8	6	432	2568	3000