

## Management

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

		<p>process management, marketing, finance for effective decision-making and assessment of business opportunities in an uncertain business environment;</p> <ul style="list-style-type: none"> <li>➤ Identifies complex problems in all functional areas of business and in-depth describes research methods and statistical models of data processing to establish cause-effect relationships between problems and events.</li> </ul>
	<p><b>skills</b></p>	<ul style="list-style-type: none"> <li>➤ It is based on a strategic analysis of a separate link of the company's value chain to identify the company's functional areas and their interrelationships (purchasing, production, logistics, marketing, finance, human resources management); Evaluates the position of strategic business units in the market and prepares a strategic plan for their development.</li> <li>➤ 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;</li> <li>➤ 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.</li> <li>➤ By developing an effective accounting and budgeting system, it creates a flexible mechanism for decision-making and conflict of interest control in the organization.</li> <li>➤ 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</li> </ul>

		<p>attractiveness of the segments, identifies the target segment and prepares the positioning strategy and plans the elements of the marketing complex.</p> <p>➤ integrates quantitative and qualitative research processes and methods in the field of management in order to identify, analyze, formulate recommendations and solve complex managerial problems; Demonstrates critical and analytical thinking skills across all functional areas of business in both local and global contexts through information processing and innovative synthesis, projects and case studies.</p>
	<p><b>Responsibility and autonomy</b></p>	<ul style="list-style-type: none"> <li>• Modifies modern aspects of management in a complex and multidisciplinary learning environment and prepares proposals, takes responsibility for professional knowledge management, organizes self-directed learning.</li> </ul>
<p><b>Evaluation Criteria</b></p>	<p>The purpose of assessment is to qualitatively determine the student's learning outcomes in relation to the goals and parameters of the academic program.</p> <p>Assessment of the student's knowledge is carried out in oral and/or written form. The maximum evaluation of the training course/component is equal to 100 points. The assessment includes an intermediate and final assessment, the sum of which is 100 points.</p> <p>The rating system allows five types of positive ratings:</p> <p>A) (A) Friadi - 91-100 points;</p> <p>b) (B) very good – 81-90 points;</p> <p>c) (C) good – 71-80 points;</p> <p>d) (D) satisfactory – 61-70 points;</p> <p>E) (E) Sufficient – 51-60 points.</p> <p>Two types of negative evaluation:</p>	

	<p>a) (FX) failed - 41-50 points, which means that the student needs more work to pass and is allowed to take the additional exam once with independent work;</p> <p>b) (F) Failed – 40 points and less, which means that the work done by the student is not enough and he has to study the course/subject afresh.</p> <p>A minimum competency threshold is defined for midterm and final assessments. The specific share of the minimum competence limit of the final assessment does not exceed 60% of the final assessment.</p> <p>The point distribution of midterm and final assessments, their minimum competency thresholds and assessment rubrics are spelled out in the syllabus of the relevant component.</p> <p>Credit can be obtained only after the student has achieved the learning outcomes set by the syllabus, taking into account the following necessary requirements:</p> <p>a) in case of exceeding the minimum competence limit of intermediate and final assessments;</p> <p>b) in case of obtaining at least 51 points out of the maximum 100 points of the final assessment.</p> <p>A student will be admitted to the additional exam if he scored 41 - 50 points out of a maximum of 100 points in the final assessment or at least 51 points, but did not pass the minimum competence limit defined for the final assessment.</p> <p>The format and evaluation criteria of the mid-term and final assessment components are determined by the syllabus of each study course/research component/practice, taking into account their specificities and following the above criteria.</p>
<p><b>Field of Employment:</b></p>	<p>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.</p> <p>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.</p>

#	Training course / practice / research component	Status	Number of credits	Distributi on of credits for training				Lecture/consultation	Seminar/group work/practical work	Distributi on of hours				Independent work total hours	Number of contact hours per week
				I semester	II semester	III semester	IV semester			midterm exam(s)	final exam	All contact			
	<b>Compulsory business administration and management training courses</b>		<b>78</b>												
1	Professional writing	Mandatory	6	6			12	16	2	2	32	118	150	2	
2	Managerial economics	Mandatory	8	8			16	12	2	2	32	168	200	2	
3	Strategic management	Mandatory	8	8			25	17	2	2	46	144	200	3	
4	Marketing Cases and Analysis	Mandatory	5	5			12	16	2	2	32	93	125	2	
5	financial management	Mandatory	8	8			28	14	2	2	46	154	200	3	
6	Quantitative analysis for business	Mandatory	8		8		16	26	2	2	46	154	200	3	
7	Managerial accounting and control	Mandatory	6		6		14	29	2	2	46	104	150	3	
8	advanced project management	Mandatory	6		6		25	17	2	2	46	114	150	3	
9	Leadership strategies	Mandatory	5			5	16	12	2	2	32	93	125	2	
10	Strategic management of human resources	Mandatory	6			6	16	12	2	2	32	118	150	2	
11	Operations and supply chain management	Mandatory	7			7	14	14	2	2	32	143	175	2	
12	Business Research Methods	Mandatory	5			5	21	21	2	2	47	78	125	3	
	<b>research component</b>		<b>30</b>												
13	Master thesis	Mandatory	30				30				32	718	750		

