



Educational Program

Coordinated with the Quality Assurance Office

Minutes № 11, September 19, 2022

Vice-rector /Assoc. Prof. Dr. Nino Jojua/

Reviewed at the Faculty Board

Minutes № 42, September 26, 2022

Dean of the Faculty /Assoc. Prof. Dr. Ilia Botsvadze/

Approved by the Governing Board

Minutes № 31, September 26, 2022

Rector /Dr. Saffet Bayraktutan/

Bachelor's Educational Program in Management

Tbilisi
2022



Educational Program

Name of the Educational Programme: Management / მენეჯმენტი

Faculty: Faculty of Business and Technologies

Programme Coordinator(s): Affiliated Associate Professor Maka Bughulashvili

Mobile: +995 558 40 72 50, Email: bughulashvili@ibsu.edu.ge

Education Cycle and Level of the qualification: Bachelor's (The first cycle of Higher Education, Level 6 of the NQF)

Type of the Educational Programme: Academic, Major

Detailed Field and Code (ISCED – F – 2013): 0413 მენეჯმენტი და ადმინისტრირება / Management and Administration

Awarded Qualification: ბიზნესის ადმინისტრირების ბაკალავრი მენეჯმენტში / Bachelor of Business Administration in Management

Code of Qualification: 0413

Language of Education: English

Credit Value of the Programme: 240 ECTS credits



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Program structure: The University uses the European Credit Transfer System (ECTS): 1 credit = 25 hours, covering both, contact and student independent work hours.

The amount of credits foreseen by the program is 240, including:

- **Compulsory Business Administration and Management Courses – 179 credits** (Compulsory Business Administration Courses – 86 credits, Compulsory Management Courses – 76 credits, Internship – 10 credits, Bachelor's Thesis – 7 credits)
- **Elective Courses in Business Administration and Management – 15 credits**
- **Free Credits / Minor Program – 46 credits**

Prerequisite for admission to the program:

Students are enrolled in the undergraduate program in accordance with the procedure established by the legislation of Georgia – based on the results of the Unified National Exams. One of the obligatory subjects is mathematics/History. Passing English Language is obligatory (minimum competency level (50%+1)).

Persons with full secondary education may apply for a bachelor's program.

In cases provided for by law, enrollment may be conducted in accordance with the procedure established by the relevant legislation without passing the Unified National Exams. The conditions for admission to the program for foreign citizens can be found at the link- (<https://iro.ibsu.edu.ge/en/home>)



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Program Objective: The goal of the Bachelor of Business Administration in Management program is consistent with the mission of the International Black Sea University, strategic objectives and is in line with labor market requirements.

1. The goal of the program is to provide a high quality education oriented towards professionalism that will help prepare competitive, modern type managers and enable them to do business successfully in private and non-governmental sectors, both locally and internationally;
 - 1.1 The purpose of the program is to give students broad knowledge of theoretical and practical issues about the basic principles of business, which will facilitate the graduate's participation in the organizations' business processes;
 - 1.2 The aim of the program is to prepare management professionals with broad theoretical knowledge of the field, practical skills and competencies required to perform managerial activities.

Learning Outcomes: Upon successful completion of the program, the following general and field specific competencies required from graduates will be acquired.

<p>Knowledge and understanding</p>	<ol style="list-style-type: none"> 1. The graduate has extensive knowledge of the business field, including a critical understanding of key theories and principles in the various functional areas of business and an understanding of interrelationships between them; Knows the basic principles of market economy, basic tools of economics, content and importance of processes in the micro and macro environment of business; Has extensive knowledge of office applications and critically understands their importance in business processes; Is aware of the importance and application of modern information technologies, mathematical, quantitative and statistical methods required for conducting researches of business processes; Has knowledge regarding the legal regulations of business and entrepreneurial activities. 2. A graduate knows: basic theories and principles of management, levels of management, general management functions and tools, organizational structure and the essence of the process of formation, recognizes and explains critically the role of managers of different levels in various processes and in fulfilling organizations tasks and challenges; Communication process and barriers, realizes the role of internal and
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	<p>external communication for effective management; Know the forms of oral and written business communication and ways of their improvement; Basic theories and approaches to human resource management and organizational behavior; Basic principles of business ethics and corporate social responsibility, the essence of organizational change and development as well as and methodological principles.</p> <p>3. Graduate knows managerial decision making process and its characteristics, different models of individual and group decision making; Basic Principles of Managerial Finance; Management information systems and is aware of their importance in terms of operational, functional and strategic levels of decision making; Understands and explains the role of strategic management in overall success of the company; Defines and Differentiates basic types and principles of strategies; Identifies basic components of internal and external organizational environment and explains its influence on strategic decision-making process; Defines the tools used in analyzing organizational environment; Knows the project implementation cycle, types of short and long term projects, has knowledge of theoretical and practical aspects of their management.</p> <p>4. Graduate knows: Basic principles and models of effective management of material, information and financial flows in the field; Contents of basic functions and principles of production and operations management and planning, various models and statistical methods used in production and operations management; Basic principles of international business management, strategies and features of international business environment; Theoretical and practical aspects and features of SME Management and Entrepreneurial Activities.</p>
	<p>5. Graduate is able to: Identify, describe, evaluate, and analyze micro and macro economic factors affecting business; Classification and description of types of business and organizational-legal forms; Business plan development; Explanation and application of legal norms in the field of business; Office applications and data analysis.</p> <p>6. Graduate is able to: demonstrate basic knowledge in the key functional areas of business and participate in discussions; Characterization of business financial indicators and participation in financial planning</p>



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<p>skills</p>	<p>process; Evaluation of accounting elements and preparation of financial documentation; Explain mathematical and quantitative characteristics of developments in economics and business; Analyse scientific works and hypothesis in the filed; collect, process, analyze data required for conducting business research in accordance with ethical standards, using qualitative and mixed methods; is able to generalize, evaluate and present research findings.</p> <p>7. Graduate is able to: Plan, organize, guide / motivate and control working process within his/her competence; Correct assignment and delegation of tasks; Participate in strategic planning along with top management of organizations, develop an action plan, participate in the development of an effective organizational structure taking into account the organization's vision and mission; use effective instruments in order to analyse key components of an organization's internal and external environments; identify complex and unforeseen problems and solve tasks. Ethical decision making, implementation and responsibility within the competence. Use of different models, knowledge of financial management and management information systems in decision making; Applying ethical standards in business management; Analyze the international business environment and adopt right strategies for action; Short-term and long-term project planning and implementation.</p> <p>8. Graduate is able to: participate in initiating and managing organizational change, analyzing and evaluating various methods and strategies of production and operations; Analyze the information, logistics tools and expected outcomes of choices required for logistics management; Identify the changing environmental factors affecting entrepreneurial activity and analyze changes in it; Evaluate SME development trends and write a business plan in accordance with the purpose of the enterprise; build innovative business models and run entrepreneurial activities; integrate HRM concepts into the real work environment; predict and analyse an employee's behavior at individual, group and structural level; communicate verbally and in writing form, internal and external communication in English, negotiating, cooperating and collaborating, reassuring and inspiring, managing others and self-motivation, managing stressful and conflict situations.</p>
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Responsibility and autonomy	9. Graduates are able to consistently evaluate their knowledge in business and management in various ways, identify further learning needs and achieve a high level of independence; direct and implement ethical principles / academic honesty in a complex, unpredictable learning and / or work environments.
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Map of Program Goals and Learning Outcomes:

Program Goals	Learning Outcome 1	Learning Outcome 2	Learning Outcome 3	Learning Outcome 4	Learning Outcome 5	Learning Outcome 6	Learning Outcome 7	Learning Outcome 8	Learning Outcome 9
1	✓	✓	✓	✓	✓	✓	✓	✓	✓
1.1	✓				✓	✓			✓
1.2		✓	✓	✓			✓	✓	✓



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Learning Outcome Map:

	Criteria of Competencies		
	Knowledge and Understanding	Skills	Responsability and Autonomy
Academic Writing	✓	✓	
Information Technology	✓	✓	
Mathematics I	✓	✓	
Principles of Microeconomics	✓	✓	
Introduction to Business Administration	✓	✓	
Mathematics II	✓	✓	
Principles of Macroeconomics	✓	✓	
Principles of Management	✓	✓	
Principles of Marketing	✓	✓	
Legal Environment of Business	✓	✓	
Business English I	✓	✓	
Introduction to Statistics and Probability	✓	✓	
Principles of Accounting	✓	✓	



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Data Analysis and Business Modeling with Spreadsheets	✓	✓	
Business English II	✓	✓	
Business Communication	✓	✓	
Business Statistics	✓	✓	
Management Information Systems	✓	✓	
Introduction to Finance	✓	✓	
Business Ethics and Corporate Social Responsibility	✓	✓	
Managerial Finance I	✓	✓	
Human Resources Management	✓	✓	
International Business Management	✓	✓	
Organizational Behavior	✓	✓	
Strategic Management	✓	✓	
Organizational Change and Development	✓	✓	
Business Research Foundations	✓	✓	
Logistics	✓	✓	
Small and Medium-sized Business Management	✓	✓	
Project Management	✓	✓	



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Entrepreneurship	✓	✓	
Operations Management and Business-Modeling	✓	✓	
Internship	✓	✓	✓
Bachelor Thesis	✓	✓	✓
Intorduction to Tourism	✓	✓	
Financial Accounting	✓	✓	
Public Relations	✓	✓	
Career Management	✓	✓	
Business to Business Marketing	✓	✓	
Leadership	✓	✓	
Managerial Finance II	✓	✓	
Sales Management	✓	✓	
Marketing Management	✓	✓	
Psychology	✓	✓	
Business Forecasting	✓	✓	
Quality Management Principles	✓	✓	



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Methods of Attainment of Learning Outcomes:

Study components considered by the program are carried out using following teaching and learning methods:

Lecture – Lectures involve discussion of major theoretical material, concepts, terms, etc. through ensuring students' active involvement. It is basically oriented on thorough teaching scientific theories and approaches of study material. During lectures subject related issues are deeply explained, students are actively involved in the discussions and clear perception and comprehension of topics using brain - storming and other interactive methods.

Group work – Group work develops the knowledge and skills of planning and fulfillment of specific tasks under cooperative environment. Group work includes discussion of case studies, quizzes, practical assignments, different examples, through which students obtain skills of problem resolution in teams that in turn ensures development of team working skills and the possession of competencies of considering and accepting others opinion.

Practice / lab work – In order to ensure deep understanding and perception of the issues, practice/lab work concentrates on accurate discussion of relevant examples, cases, video materials, exercises and the ways of their resolution, which ensures the formation of students' ability to use the obtained theoretical knowledge in practice and develop analytic and creative thinking.

Seminar – The aim of seminars is to create the context for students which enables them to get the details, and better understand and realize the issues and topics discussed during lectures. Seminar is the means of knowledge transfer, involves discussion and drawing conclusions, and it is coordinated by a lecturer with certain specific objectives. Seminars are conducted in accordance to specific aims and are in line with the material covered throughout lecturers.

Independent work – Through independent work students deepen and internalize the knowledge obtained throughout the lecturers. Independent work involves searching for the materials through course-books or other sources of information, realizing and learning the obtained information; it also involves completing home-tasks. All these activities deepen the interest in certain issues, the wish to study these issues independently, they help students develop the ability of thinking independently, analyze the obtained information and draw conclusions.

The teaching and learning methods mentioned above are fulfilled using following activities:



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Presentation (by lecturer) – The method consists of narration and speaking through which the information is provided by a teacher to a learner. Through this process teacher transfers knowledge verbally, explains the material and students obtain this knowledge through listening, memorizing and comprehension. It is important to make sure that understanding occurs and information is perceived correctly. In case of necessity additional instruction should be provided. A teacher is giving specific examples and provides detailed explanation.

Demonstration - It demonstrates information visually. It's sufficiently effective when reaching the result because it takes into consideration the interests of different students. Learning material can be demonstrated by lecturer or student. This method helps different steps of learning process to be seen visually and concretize, what should student do independently. At the same time, this strategy visually demonstrates the main point of the subject/problem.

Induction – modern, one of the most effective student-oriented methods. Major objective of this method is to collect much data and by generalizing the observed perspectives discover general principles through which it is possible to discuss the facts, cases and events and explain them. Learning is oriented at relying on facts and developing rules through generalizing these facts, thus, moving from specific facts to general rules.

Deduction – a traditional method of teaching and learning which sees a teacher as a major source of information and students learn general theories through a teacher's supervision. Deductive method of learning determines that kind of any subject knowledge, which presents the process when depending on general knowledge we discover new knowledge, so the process goes from general to concrete.

Analysis – In the modern world majority of disciplines have become complex; accordingly, courses in these fields require complex approaches. The method of analysis helps us to dismantle multi-disciplinary and inter-disciplinary courses into parts which allows dividing an issue under the study into separate aspects. This helps to discuss separate issues in details.

Synthesis - Method of synthesis means back-procedure, using some parts and making the whole with them. This method helps to see the whole problem.

Case Study – active problem-situation analysis method, which presupposes discussing real cases and discussing them which allows students to look at the issues from different perspectives, analyze possible solutions of the problem and choose and justify specific strategies, objectives



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and expected outcomes. A case presents a context and it is an instrument by itself which allows a student to use specific knowledge obtained through the course and put it into practice in the context which is close to real-life situation.

Brain Storming – collecting as many/various ideas about the topic/issue as possible. The method enhances development of creative approach towards the problem. It supports the development of creative approaches when students try to see an issue from different perspectives. This approach ensures that every person is involved in the learning process. It is efficient for a large group and is used in stages.

Discussion / Debates – one of the most broadly spread interactive methods; discussion raises the level of student involvement; while discussion different opinions are confronted and the discussion is not limited to the questions asked by a teacher. Overall aim is to synthesise different views. This method develops students' ability of reflection and argumentation.

Simulation, Role Plays and Situational Games – belong to game-type of methods which consist of simulation (role-play) games, didactic or educational games, situational games, game-like approaches and procedures. Games developed through pre-developed scenarios enable students to look at important issues from different perspectives. They help students to form alternative viewpoints. Like discussion, these games develop students' ability to express their own opinion independently and defend their attitudes in a dispute.

Project – This approach is a unity of perceptive methods, which makes it possible to solve a problem through students' independent work and presenting the achieved solutions. This approach raises students' motivation and responsibility; working on the project involves planning, research, practical activities and presenting the results; the projects are complete if the outcomes are presented in a convincable manner through exemplifying specific results; a project could be done individually, in peer or group work; upon completion, the project is presented to a broader audience.

Presentation (by student/students) – Taking into consideration the development of technology presentation is one of the most interactive and effective ways of teaching. It is a combination of teaching and learning methods which allows a student to solve a problem through independent work and presenting the outcomes. This method raises students' motivation to work independently; it also develops specific skills – planning, researching, and presenting data in an effective manner; it develops skills to work in groups or individually.

Teaching though Electronic Sources – The method implies teaching through internet and the means of multimedia. It consists of all the components of teaching process that are realized through specific means of internet and multimedia.



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Task Solving – Gradual mastering of theoretical material through solution of specific tasks that ensures development of skills of using theoretical knowledge independently. While solving the tasks the lecturer pays attention to the methods of task solution and to the relevant use of the various schemes or chart drawing techniques or to the techniques of task solution;

Problem Solving – The method of teaching that enables employment of newly obtained knowledge by students through study, analysis and solution of specific problem. While employing this method it is important to assess and analyze the results received through the solution of a specific problem. By using this method the skills and the ability of a student to use obtained knowledge in practice is developed.

Group Work – Teaching method through which students are divided into the groups and the assignments are given to each of the groups. Group members process the information individually and share their ideas to other group members at the same time. Group members may be assigned different functions depending on the objective defined by the task. This method ensures active involvement of each student in the process of teaching.

Individual Work – The method when a student individually performs the tasks and the assignments determined through the academic process.

Working with a Course-Book – Actively used method in a process of learning through which a student process given material by using given literature and other sources.

Problem-based Learning – a method which uses a specific problem from the field in order to help a learner to acquire new knowledge and integrate it with specific skills.

Preparing a Presentation – Students' independent work through which a specific issue or topic is studied and the skills like planning, research, processing and analyzing data as well as presenting the results of study and arguments in a persuasive manner is developed. The method develops students' individual working skills.

Preparing a Project – Students' independent work through which projects are prepared. Working on the project involves planning, research, practical activities and presenting the results. The projects are complete if the outcomes are presented in a convincable manner through exemplifying specific results.



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Doing Homework – Independent work when students do the home assignments determined through the academic process. Doing home assignments implies reading, processing and studying material determined through the study course as well as doing given assignments in written form or presenting them orally.

Learning through Electronic Sources – The method implies learning through internet and the means of multimedia. It consists of all the components of learning process that are realized through specific means of internet and multimedia.

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

Student 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, sum of which makes up 100 points.

Grading system allows:

Five types of positive grades

- 1) (A) Excellent – 91-100 points;
- 2) (B) Very good – 81-90 points;
- 3) (C) Good – 71-80 points;
- 4) (D) Satisfactory – 61-70 points;
- 5) (E) Acceptable – 51-60 points.

b) Two types of negative grades

- 1) (FX) Fail – 41-50 points, 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 points or less, meaning that the work of a student is not acceptable and he/she has to study the subject anew.



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For the midterm and final evaluations minimal passing grade is set. The final evaluation minimal passing grade must not exceed 60% 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.

Specifics of organizing a teaching process: 240 credits foreseen by the educational program are distributed over four academic years, eight semesters, respectively. The amount of credits for each semester is 30 credits.

Credits are calculated according to the European Credit Transfer System (ECTS): 1 credit = 25 hours, covering both - contact and student independent work hours.

Students study basic business administration courses mainly during four semesters. Students start studying management courses from the third semester.

An internship of 10 credits is provided in the last semester. Also, a bachelor thesis of 7 credits is prepared by the students in the same semester.



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Within the framework of 240 credits program students may chose any 51 credits additional program or elective courses from other bachelor programs meeting the relevant requirements.

Selection of English language in the program is mandatory if the student does not meet B2 level standards of English language proficiency. Students are exempt from the English language course if he/she provides an international B2 level certificate.

The four levels of foreign language are defined as A1, A2, B1 and B2. If a foreign language is chosen, the student's level of language proficiency (as a result of testing or certification) is determined, after which he / she has the right to start the chosen foreign language from a corresponding level.

Employment: With the knowledge and skills acquired within the framework of the Management Bachelor program, the graduates are able to work in the public and private sectors, in various profile organizations (industrial and business structures), where he/he will practically perform key managerial functions individually and in groups. Graduates can continue their studies not only in business and management, but also in other fields, by meeting the relevant requirements of relevant MA programs.

Information regarding the material resources necessary for implementation of the educational program: Material and technical base of the International Black Sea University, which ensures the proper implementation of the teaching process:

- ✓ auditoriums equipped with projectors and other resources;
- ✓ continuous internet computer lab;
- ✓ University Library equipped with modern technologies, internet and rich print and e-book collection;
- ✓ Relevant slides of the lecture materials provided by the lecturers in the University Electronic Database (Smart);
- ✓ Other material resources owned by the University;
- ✓ The obligatory literature indicated in the syllabuses is available in the University Library



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Study Plan

Course / Module / Internship / Research Component	Status	Credit number	Distribution of credits per courses and semesters								Distribution of hours						Number of contact hours per week	
			I s.y.		II s.y.		III s.y.		IV s.y.		Contact hours				Total number of contact hours	Independent work		
			I Semester	II Semester	I Semester	II Semester	V Semester	VI Semester	VII Semester	VIII Semester	Lecture / Consultation	Seminar / Group Work / Practice / Lab. Work	Midterm exam (s)	Final exam				
Business Administration and Management Compulsory Courses	Compulsory	179	25	25	24	21	21	25	12	17	753	879	60	62	1756	2494	4250	113



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Academic Writing	Compulsory	5	5								15	28	2	2	47	78	125	3
Information Technology	Compulsory	5	5								14	29	2	2	47	78	125	3
Mathematics I	Compulsory	5	5								28	30	2	2	62	63	125	3
Principles of Microeconomics	Compulsory	5	5								27	16	2	2	47	78	125	3
Introduction to Business Administration	Compulsory	5	5								26	17	2	2	47	78	125	3
Mathematics II	Compulsory	6		6							28	30	2	2	62	88	150	4
Principles of Macroeconomics	Compulsory	5		5							27	16	2	2	47	78	125	3
Principles of Management	Compulsory	5		5							28	15	2	2	47	78	125	3
Principles of Marketing	Compulsory	5		5							18	25	2	2	47	78	125	3
Legal Environment of Business	Compulsory	4		4							28	15	2	2	47	53	100	3
Business English I	Compulsory	5	5*	5*	5*	5*					28	15	2	2	47	78	125	3
Introduction to Statistics and Probability	Compulsory	5			5						28	15	2	2	47	78	125	3
Principles of Accounting	Compulsory	5			5						16	27	2	2	47	78	125	3
Data Analysis and Business Modeling with Spreadsheets	Compulsory	5			5						14	29	2	2	47	78	125	3
Business Communication	Compulsory	4			4						29	14	2	2	47	53	100	3
Business English 2	Compulsory	5		5*	5*	5*	5*				28	15	2	2	47	78	125	3
Business Statistics	Compulsory	6				6					20	38	2	2	62	88	150	4
Introduction to Finance	Compulsory	5				5					27	16	2	2	47	78	125	3
Management Information Systems	Compulsory	5				5					19	21	2	2	46	79	125	3
Business Ethics and Corporate Social Responsibility	Compulsory	4					4				29	14	2	2	47	53	100	3



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Managerial Finance I	Compulsory	6					6				28	30	2	2	62	88	150	4
Human Resources Management	Compulsory	5					5				28	15	2	2	47	78	125	3
International Business Management	Compulsory	6					6				28	30	2	2	62	88	150	4
Organizational Behavior	Compulsory	4					4				27	16	2	2	47	53	100	3
Strategic Management	Compulsory	5					5				28	15	2	2	47	78	125	3
Business Research Foundations	Compulsory	5					5				20	23	2	2	47	78	125	3
Logistics	Compulsory	5					5				27	16	2	2	47	78	125	3
Small and Medium-sized Business Management	Compulsory	5					5				28	15	2	2	62	63	125	3
Organizational Change and Development	Compulsory	6						6			28	30	2	2	62	88	150	4
Project Management	Compulsory	5						5			29	14	2	2	47	78	125	3
Entrepreneurship	Compulsory	5						5			28	15	2	2	62	63	125	3
Operations Management and Business-Modeling	Compulsory	6						6			30	28	2	2	62	88	150	4
Internship	Compulsory	10						10*	10*			180		1	181	69	250	12
Bachelor Thesis	Compulsory	7						7*	7*			45		1	46	129	175	3
Business Administration and Management Elective Courses	Elective	15			4	4	4	4	5	5	87	42	6	6	141	234	375	9
Psychology	Elective	4			4						29	14	2	2	47	53	100	3
Introduction to Tourism	Elective	4				4					29	14	2	2	47	53	100	3
Financial Accounting	Elective	6				6					29	29	2	2	62	88	150	4
Analytical Tools in Business	Elective	5					5				27	16	2	2	47	78	125	3
Public Relations	Elective	4					4				29	14	2	2	47	53	100	3



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Marketing Management	Elective	6						6				31	27	2	2	62	88	150	4
Career Management	Elective	4						4				18	10	2	2	32	68	100	2
Business to Business Marketing	Elective	4						4				26	17	2	2	47	53	100	3
Managerial Finance II	Elective	6						6				29	29	2	2	62	88	150	4
Leadership	Elective	4							4			28	15	2	2	47	53	100	3
Sales Management	Elective	5							5			28	15	2	2	47	78	125	3
Business Forecasting	Elective	5								5		29	14	2	2	47	78	125	3
Quality Management Principles	Elective	5								5		25	18	2	2	47	78	125	3
Free Credits / Minor Program		46			1	1	1	1	10/	15/	31	154	22	2	2	517	858	137	33
(English Language A1/A2/B1/B2/C1, Russian Language A1/A2/B1/B2, German A1/A2/B1/B2, French Language A1/A2/B1/B2, Spanish Language A1/A2/B1/B2, Turkish Language A1/A2/B1/B2)	15	5	5	5							45	12 9	6	6	1 8 6	189	375	12	
Total		24	3	3	3	3	3	3	3	30	30	1204	120	94	9	259	377	637	16
		0	0	0	0	0	0	0	0			4		6	8	5	3	7	

Note: Distribution of hours for free credits and for the elective courses is tentative

Prerequisite Map

Course	Prerequisites			
Academic Writing	-	-	-	-
Information Technology	-	-	-	-
Mathematics I	-	-	-	-
Principles of Microeconomics	-	-	-	-



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Introduction to Business Administration	-	-	-	-
Mathematics II	Mathematics I	-	-	-
Principles of Macroeconomics	Principles of Microeconomics	-	-	-
Principles of Management	-	-	-	-
Principles of Marketing	-	-	-	-
Legal Environment of Business	-	-	-	-
Business English I	English Language B2	English Language B1	English Language A2	English Language A1
Introduction to Statistics and Probability	Mathematics II	Mathematics I	-	-
Principles of Accounting	-	-	-	-
Data Analysis and Business Modeling with Spreadsheets	Information Technology	-	-	-
Business English II	Business English I	English Language B2	English Language B1	English Language A2
Business Statistics	Introduction to Statistics and Probability	Mathematics II	Mathematics I	-
Introduction to Finance	-	-	-	-
Management Information Systems	Information Technology	--	--	-
Managerial Finance I	Introduction to Finance	-	-	-
Human Resources Management	Principles of Finance	-	-	-
International Business Management	Principles of Management	-	-	-
Business Ethics and Corporate Social Responsibility	Introduction to Business Administration	-	-	-
Organizational Behavior	Principles of Management	-	-	-
Strategic Management	Principles of Management	-	-	-
Organizational Change and Development	Principles of Management	--	-	-
Project Management	Principles of Management			
	Introduction to Finance	-	-	-



Educational Program

Small and Medium-sized Business Management	Principles of Marketing	-	-	-
	Principles of Management			
Entrepreneurship	Small and Medium-sized Business Management	Introduction to Finance		
		Principles of Marketing		
		Principles of Management		
Business Research Foundations	Introduction to Business Administration	-	-	-
	Business Statistics	Introduction to Statistics and Probability	Mathematics II	Mathematics I
Logistics	Principles of Management	-	-	-
Operations Management and Business-Modeling	Principles of Management	-		
	Mathematics 2	Mathematics I		
	Information Technology	-		
Internship	All compulsory courses of the program			
Bachelor Thies	All compulsory courses of the program			
Psychology	-	-	-	-
Introductio to Toursim	-	-	-	-
Financial Accounting	Principles of Accounting	-	-	-
Public Relations	Principles of Marketing	-	-	-
Marketing Management	Principles of Marketing	-	-	-



Educational Program

Managerial Finance II	Managerial Finance I	Introduction to Finance	-	-
Career Management	-	-	-	-
Leadership	Principles of Management	-	--	-
Business to Business Marketing	Principles of Marketing	-	-	-
Sales Management	Principles of Marketing	-	-	-
Business Forecastin	Business Statistics	Introduction to Statistics and Probability	Mathematics I	Mathematics II
Quality Management Principles	Principles of Management	-	-	-

Additional Table of Study Plan

Course	Code	Semes ter	Prerequisites	Lecturer
Academic Writing	BUS119	I	None	Dr. Maia Chkotua, Affiliated Associate Professor
Information Technologies	CEN122	I	None	Gela Pataraiia, Master, invited lecturer
Mathematics 1	BUS113	I	None	Prof. Dr. Nino Partsvania Dr. Avtandil Gagnidze, Invited Lecturer
Principles of Microeconomics	BUS211	I	None	Dr. Tatiana Papiashvili, Affiliated Professor Dr. Azer Dilanchiev, Affiliated Associate Professor
Introduction to Business Administration	BUS111	I	None	Dr. Tea Kbiltsetskhilashvili, Affiliated Professor Dr. Maka Bughulashvili, Affiliated Associate Professor
Mathematics II	BUS114	II	Mathematics I	Prof. Dr. Nino Partsvania Dr. Avtandil Gagnidze, Invited Lecturer



Educational Program

Principles of Macroeconomics	BUS212	II	None	Dr. Tatiana Papiashvili, Affiliated Professor Dr. Azer Dilanchiev, Affiliated Associate Professor
Principles of Management	MGT102	II	None	Affil.Assoc. Prof. Dr. Teona Maisuradze Affil. Assoc. Prof.Dr. Maka Bughulashvili
Principles of Marketing	MKT102	II	None	Affil.Assoc.Prof.Dr. Kakhaber Jakeli Tornike Khoshtaria, Dr. Invited Lecturer
Legal Environment of Business	BUS106	II	None	Goga Kikilashvili, Dr. Invited Lecturer Affil.Assoc.Prof.Dr. Malkhaz Chakhnashvili,
Business English I	BUS117	III	None	Affil.Assoc. Prof. Dr. Teona Maisuradze
Introduction to Statistics and Probability	BUS213	III	None	Dr. Avtandil Gagnidze, Invited Lecturer
Principles of Accounting	ACT211	III	None	Affiliated Associate Professor Dr. Metin Mercan Mikheil Gvatua, Master, invited lecturer
Data Analysis and Business Modeling with Spreadsheets	FIN411	III	Information Technology	Dato Datuashvili, Affil.Assist.Prof.Dr.
Business Communication	MGT309	III	None	Lela Abdushelishvili, Affil.Assoc.Prof. PhD
Business English 2	BUS118	IV	Business English 1	Assoc. Prof. Dr. Teona Maisuradze
Business Statistics	BUS214	IV	Introduction to Statistics and Probability	Dr. Avtandil Gagnidze, Affiliated Professor
Introduction to Finance	FIN202	IV	None	Affiliated Professor Dr. Tea Kbiltsetskhlashvili Affiliated Assoc.Prof.Dr Ilia Botsvadze



Educational Program

Management Information Systems	MGT204	IV	Information Technology	Dr. Giorgi Ghlonti, Affiliated Associate Professor
Business Ethics and Corporate Social Responsibility	MGT310	V	Introduction to Business Administration	Davit Kbilashvili, Invited Lecturer, Master
Managerial Finance 1	FIN301	V	Introduction to Finance	Metin Mercan, Affil. Associate Professor, Doctor Ilia Botsvadze, Affil. Associate Professor, Doctor
Human Resources Management	MGT301	V	Principles of Management	Affil.Assoc.Prof. Dr. Teona Maisuradze
International Business Management	MGT401	V	Principles of Management	Affil.Assoc.Prof.Dr. Maka Bughulashvili
Strategic Management	MGT308	VI	Principles of Management	Nino Lolashvili, Dr. Invited Lecturer
Business Research Foundations	MGT413	VI	Business Statistics	Dr. Avtandil Gagnidze, Invited Lecturer Dr. Tornike Khoshtaria, Invited Lecturer
Organizational Behavior	MGT 302	VI	Principles of Management	Affiliated Associate Prof.Dr. Maka Bughulashvili
Logistics	MGT 406	VI	Principles of Management	Giorgi Surguladze, Master, invited lecturer
Small and Medium Business Management	MGT 306	VI	Principles of Management, Principles of Marketing, Introduction to Finance	Jose Medardo Romero Cordova, Master, Invited lecturer
Organizational Changes and Development	MGT 407	VII	Principles of Management	Nino Lolashvili, Dr. Invited Lecturer
Operations Management and Business Modeling	MGT405	VII	Principles of Management,	Irakli Khvtisiashvili, Master, Invited Lecturer



Educational Program

			Mathematics 2, Information Technology	
Entrepreneurship	MGT 305	VII	Small and Medium Business Management	Jose Medardo Romero Cordova, Master, Invited lecturer
Project Management	MGT403	VII	Principles of Management	Eka Devidze, Dr. Invited Lecturer
Internship	BUS414	VIII	All compulsory courses of the program	Affil.Assoc.Prof.Dr. Maka Bughulashvili
Bachelor's Thesis	BUS416	VIII	All compulsory courses of the program	-
Psychology	FSS002	III	None	Shorena Kuchukhidze, Dr. Invited Lecturer
Introduction to Tourism	TRM204	IV	None	Nino Devidze, Dr. Invited Lecturer
Financial Accounting	ACT314	IV	Principles of Accounting	Affil.Assoc.Prof.Dr. Metin Mercan
Public Relations	MGT314	V	Principles of Marketing	Dr. Nick Makharashvili, Affiliated Professor
Marketing Management	MKT301	V	Principles of Marketing	Affil.Assoc.Prof.Dr. Kakhaber Jakeli
Carrier Management	MGT311	VI	None	Lali Gigauri, Master, Invited lecturer
Business to Business Marketing	MKT 314	VI	Principles of Marketing	Guram Sherozia, Master, invited lecturer
Managerial Finance II	FIN302	VI	Managerial Finance I	Metin Mercan, Affil. Associate Professor, Doctor Ilia Botsvadze, Affil. Associate Professor, Doctor
Leadership	MGT 307	VII	Principles of Management	Dr. Nick Makharashvili, Affiliated Professor
Sales Management	MKT 413	VII	Principles of Marketing	Guram Sherozia, Master, invited lecturer



Educational Program

Business Forecasting	BUS 410	VIII	Business Statistics	Giorgi Baghaturia, Dr, Invited Lecturer
Quality Management Principles	MGT416	VIII	Principles of Management	Dr. Murat Erguvan, Affiliated Associate Professor