

Catalogue of
Master's Programs
(Delivered in English)

2024

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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.

Address: Davit Agmashenebeli Alley, 13th km, 2, Tbilisi

Postcode: 0159

+995 32 2595006

contact@ibsu.edu.ge

Please see the contact information in the section of a program

Master's programm

Finance

Name of the Educational Programme:	Finance
Awarded Qualification:	Master of Business Administration in Finance
Credit Value of the Programme:	120 ECTS
Language of Education:	English
Programme Admission Preconditions:	<p>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 –https://iro.ibsu.edu.ge/en/home</p> <p>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).</p> <p>Those students 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) will be exempt from the English language requirement, as well as if student is a citizen of a country, where first/second official language is English, or presented certificate of exam which correspondent to B2 level, is exempted from passing the language exam. Detailed information is available at IBSU.R04 REGULATION for MASTER'S EDUCATION or/and Appendix 1.1.</p> <p>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.</p>
Purpose of the Programme:	<p>The goal of the Finance Master program is to prepare competent specialists with theoretical knowledge and practical skills of management, 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. In addition to theoretical issues, courses include interactive seminars and practice training, presentations and group work that will make it easier for the Student to analyze the theoretical and practical problems in the field of financing, as well as in real business-sensitivity and management. Students' aspirations and desires, international trends of financial</p>

markets and industry development and specifics of our country are taken into consideration in the teaching process.

The task of the program is to get closer to student practice as internships in the private and public sector organizations, as well as various forms of active cooperation with professional circles. For this purpose, in addition to other activities in the program, the relations with the financial sector are envisaged, with which the University has signed memorandums on mutual cooperation.

Learning outcome

Knowledge and understanding

The graduate knows:

- Modern Concepts and Methods of Business and Economics Management
 - Quantitative Analysis and Evaluation Methods; Decision Making principles and methods.
 - Modern Professional writing methods
 - Modern Methodology and practical Methods of the Qualitative and Quantitative research in Business;
 - Financial resource management system; The peculiarities of the financial system and the theory of financial markets; Risk management; Financial intermediaries as a financial system; Capital Cost and Capital Structure Management; State finances as part of the financial system and its management.
 - Principles of operation of the currency market and risk management; International Currency Trade; Methods of formation and management of currency rates; World Financial Market Trends.
 - Theoretical-methodological basis for investment research; Financial support of the investment process; The essence of investment project and its analysis; Analysis and evaluation of cash flows of investment projects.
 - Principles of Corporate Governance in Financial Institutions; Internal corporate documents; Effectiveness and functionality of the Supervisory Board; Independent Director of the Institute; Shareholders and stakeholders' rights.
 - Modern models and methods, techniques and technologies for identifying, analyzing and evaluating the main problems in the modern financial system; The modern mechanism for the reorganization of business processes of financial institutions.
- The graduate acknowledges:
- The role of business administration in business management; The role of analysis and management in business development;

		<ul style="list-style-type: none"> • The role of financial management in financial resources management; The importance and methods of regulating financial infrastructure and financial system; The role of financial reporting as an important means of regulation and forecasts; The role of finance in the development of international economic relations. • role of international currency market management; International Monetary Trade and Interrogation Methods; The peculiarities of the work of the leading financial markets of the world; The essence of international finance relations and the importance of integrating Georgia into this system. • Importance of assessment and analysis of investment project; Objectives and Methods for Creating a Business Plan; Role of business plan in investment projects The importance of the use of different methods of analyzing the effectiveness of the investment project.
	<p>Applying Knowledge</p>	<p>Graduate can:</p> <ul style="list-style-type: none"> • Use of Business Measurement, Business Assessment and Analysis Methods in evaluating and planning practical business development; • Use methods of Identification and characterization of the financial system; Distribution of monetary means and assessment of factors affecting interest rates; Exposure and evaluation of risks during economic decisions; Determination of capital price and management of capital structure; Characterization and management of state finances as part of a financial system; Utilization of financial mechanisms of anti-crisis management; Characterization of financial infrastructure and participation in regulation of financial system. • Use the currency rules and trade technologies; Work on currency markets; Apply the macroeconomic model of currency formation and management. • Develop the description of the business plan's role in justifying investment projects; Developing and implementing the problems of solving problems in financial activities; • Provide the Reasonable management of financial risks; Transfer theoretical concepts into professional activities; Planning budget revenues and assessing the role of taxes in their formation; Calculation of tax cargo and its optimization. • Find and Analyze professional literature, Prepare the professional paper
	<p>Making Judgments</p>	<p>The graduate has:</p>

		<ul style="list-style-type: none"> • Ability to emphasize the key issues in the field of business financial management and ways to solve them; • Understanding the problems in the financial sphere and the ability to develop reasonable conclusions based on their critical analysis; • Ability to elaborate grounded conclusions through analysis of literary sources and practical data; • Ability to research and analyze problems in financial activities based on analysis of international requirements, standards and limits; • Ability to analyze and decision-making problems in the process of drawing up and executing investment projects; • Ability of Innovative synthesis of problems and information in the financial sphere using modern methods of research.
	Communication Skills	<p>The graduate has:</p> <ul style="list-style-type: none"> • Ability to present the qualification work; • Ability to establish their own conclusions in the field of finance, and to present them with professional and academic community in oral and in writing; • Ability to participate in debates, argumentative arguments and counter computations; • Identification of ideas and information in logical sequence for specialists and non-specialists, professional and academic community using the latest information and communication technologies.
	Learning Skills	<p>The graduate has:</p> <ul style="list-style-type: none"> • Ability to independently plan and conduct learning; • Ability to understand the specificity of the learning process and its strategic planning; • Ability to work independently with and regularly update the knowledge of scientific field literature; • Ability to continue learning.
	Values	<p>The graduate has:</p> <ul style="list-style-type: none"> • Ability to assess the dependence of others in the field of business and direct finance; • Ability to contribute to the establishment of new values; • Ability to observe professional ethical norms, academic honesty and standards.

<p>Evaluation Criteria</p>	<p>The goal of evaluation is to determine student's education results qualitatively in relation to academic program goals and parameters.</p> <p>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.</p> <p>Grading system allows:</p> <ul style="list-style-type: none"> a) Five types of positive grades <ul style="list-style-type: none"> 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 <ul style="list-style-type: none"> 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. <p>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.</p> <p>Midterm and final evaluation grade distribution, their minimal competence levels and assessment criteria are described in the corresponding syllabus.</p> <p>A credit can be awarded only after the attainment of learning outcomes, envisaged by the course syllabus and following requirements:</p> <ul style="list-style-type: none"> a) Obtaining minimal competence levels set for midterm and final evaluations; b) Obtaining minimum 51 points out of 100 points of final grade. <p>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.</p> <p>Considering its specification, the format and the assessment criteria of mid-term and final evaluations can be determined in the specific module/course syllabus.</p> <p>Among assessment components, taking into consideration the nature of the course, are: correctness, exactness, completeness, adequacy of theoretical foundation and examples, relevance of applied terminology, degree of participation in discussion, and the logic of arguments.</p>
<p>Field of Employment:</p>	<p>With the help of multilateral sector and general (transferable) skills acquired within the Master of Business Administration in Finance program, the graduates will be able to work in the public and private structures as</p>

well as in the organization with educational and scientific research profile, NGO, etc. Master of Business Administration in Finance can work in all branches of the Financial System in general and the Business Financial Management System particular. The graduates will be able to hold high level management positions both in public and private sectors, in consulting firms, in joint ventures, etc. Graduates may continue to study not only in the fields of the finances but also the general profile of economics and business administration, taking into account the preconditions for admission to the relevant PhD program.

Course / Module / Internship / Research Component	Status	Credit number	Distribution of credits per courses and semesters					Lecture / Consultation	Distribution of hours					Total number of hours	Contact hours per week
			I s.y.		II s.y.		Contact hours					Independent work			
			I Semester	II Semester	III Semester	IV Semester	Seminar / Group Work / Practice / Lab. Work		Midterm exam(s)	Final exam	Total number of contact hours				
Compulsory Courses		99	30	24	15	30	162	454	16	177	506	1969	2475		
Managerial Economics	Compulsory	8	8				16	12	2	2	32	168	200	2	
Quantitative Analysis for Business	Compulsory	8		8			16	26	2	2	46	154	200	3	
Professional Writing	Compulsory	6	6				12	16	2	2	32	118	150	2	
Strategic Management	Compulsory	8	8				24	18	2	2	46	154	200	3	
Financial Management	Compulsory	8	8				27	15	2	2	46	154	200	3	
Portfolio Analysis and Asset Valuation	Compulsory	8		8			28	14	2	2	46	154	200	3	
Risk Management in Finance	Compulsory	8		8			15	13	2	2	32	168	200	2	
Research Methods for Business	Compulsory	5			5		21	21	2	2	46	79	125	3	
Internship	Compulsory	10			10			144		1	145	105	250	12	
Master Thesis	Compulsory	30				30		30			30	720	750	2	

Elective Courses		21					173	137	20	20	335	1000	1350	
Business Simulations and Analysis	Elective	6		6			12	16	2	2	32	118	150	2
Advanced Project Management	Elective	6		6			25	17	2	2	46	104	150	3
Corporate Governance	Elective	6		6			21	7	2	2	32	118	150	2
Managerial Accounting and control	Elective	6		6			14	28	2	2	46	104	150	3
Investment Analysis	Elective	5			5		22	6	2	2	32	93	125	2
Derivative Securities Market	Elective	5			5		14	14	2	2	32	93	125	2
Financial Regulations	Elective	5			5		22	6	2	2	32	93	125	2
Banking Management	Elective	5			5		14	14	2	2	32	93	125	2
Competition and Regulatory Law	Elective	5			5		14	14	2	2	32	93	125	2
Free Credits	Elective	5			5		14	14	2	2	32	93	125	2
Total		120	30	30	30	30	354	474	36	37	886	2924	3825	

Management

Name of the Educational Programme:	Management
Awarded Qualification:	Master of Business Administration in Management
Credit Value of the Programme:	120 ECTS
Language of Education:	English
Programme Admission Preconditions:	<p>A person with a bachelor's degree or equivalent academic degree can become a student of the master's program. Students are enrolled in the master's program in accordance with the legislation of Georgia - on the basis of the results of the common master's exams (in the cases stipulated by the law, without passing the common master's exams, see the "conditions of admission to the program for citizens of foreign countries" link - https://iro.ibsu.edu.ge/en/home).</p> <p>In addition, the applicant for the program must pass the internal university exam in the specialty and English language (B2 level).</p>

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 understanding

- In-depth explains the theories, models and tools of the company's strategic planning, implementation and control mechanism, human resources, production 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 in-depth describes research methods and statistical models of data processing to establish cause-effect relationships between problems and events.

skills

- It is based on a strategic analysis of a separate link of the company's value chain to identify the company's functional areas and their interrelationships (purchasing, production, logistics, marketing, finance, human resources management); Evaluates the position of strategic business units in the market and prepares a strategic plan for their development.
- Based on the market demand analysis, prepares proposals for the management of the company's operations and strategic development of enterprise capacities, develops alternative options based on the measurement of enterprise capacities, integrates and coordinates business processes; evaluates the company's financial condition using different approaches, determines and plans financial efficiency, develops the company's financial needs by forecasting financial statements and participates in planning and implementing an effective financial

		<p>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;</p> <ul style="list-style-type: none"> □ 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 attractiveness of the segments, identifies the target segment and prepares 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.
	<p>Responsibility and autonomy</p>	<ul style="list-style-type: none"> ● Modifies modern aspects of management in a complex and multidisciplinary learning environment and prepares proposals, takes responsibility for professional knowledge management, organizes self-directed learning.
<p>Evaluation Criteria</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>	

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.

The rating system allows five types of positive ratings:

- A) (A) Friadi - 91-100 points;
- b) (B) very good – 81-90 points;
- c) (C) good – 71-80 points;
- d) (D) satisfactory – 61-70 points;
- E) (E) Sufficient – 51-60 points.

Two types of negative evaluation:

- 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;
- 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.

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.

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.

Credit can be obtained only after the student has achieved the learning outcomes set by the syllabus, taking into account the following necessary requirements:

- a) in case of exceeding the minimum competence limit of intermediate and final assessments;
- b) in case of obtaining at least 51 points out of the maximum 100 points of the final assessment.

	<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>
Field of Employment:	<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				Distributi on of hours					Number of contact hours per week		
				I semester	II semester	III semester	IV semester	Lecture/consultation	Seminar/group work/practical work	midterm exam(s)	final exam	All contact		Independent work	total hours
	Compulsory business administration and management training courses		78												
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	
	research component		30												
13	Master thesis	Mandatory	30				30				32	718	750		
	Elective courses in business administration and management		12												
1	Total quality management	Optional	6		6		14	14	2	2	32	118	150	2	
2	Branding methods and analysis	Optional	5			5	16	12	2	2	32	93	125	2	
3	Business simulations and analysis	Optional	6			6	12	16	2	2	32	118	150	2	
4	Competition and Regulatory Law+	Optional	5		5		15	15	2	2	32	93	125	2	
5	practice	Optional	10			10							250		
6	Portfolio analysis and asset valuation	Optional	8		8		28	14	2	2	46	154	200	3	
7	corporate governance	Optional	6		6		14	12	2	2	32	118	150	2	
8	Digital marketing	Optional	5			5	16	12	2	2	32	93	125	2	
9	Strategic Marketing Cases and Analysis	Optional	6			6	16	12	2	2	32	118	150	2	

10	Information systems supporting decision-making	Optional	5		5			16	12	2	2	32	93	125	2
all		120 ECTS credits													

Marketing

Name of the Educational Programme:	Marketing
Awarded Qualification:	Master of Business Administration in Marketing
Credit Value of the Programme:	English
Language of Education:	122
Programme Admission Preconditions:	<p>A person can become a student of a Master program if he/she has a bachelor or equivalent degree. 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), for foreign applicants admission criteria is available at – https://iro.ibsu.edu.ge/en/home)</p> <p>In addition, the applicant should pass the University internal exam in specialty and English language (B2 level). Those students 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) will be exempt from the English language requirement, as well as if student is a citizen of a country, where first/second official language is English, or presented certificate of exam which correspondent to B2 level and holds an international certificates is exempted from passing the language exam. Detailed information is available at IBSU.R04 REGULATION for MASTER'S EDUCATION or/and Appendix 1.1.</p> <p>Internal Exams points in Specialty and English Language are distributed in accordance with the following coefficient: 60% -40% respectively</p>

Purpose of the Programme:	<p>1) Master of Business Administration suitable for current market demands in marketing, having deep and systematic theoretical and practical knowledge in the modern business administration and marketing industry.</p> <p>2) A graduate who is capable of doing the proper marketing planning and management of public and private entities, including business organizations,.</p> <p>3) A Graduate who will gain new knowledge throughout his/her life due to rapidly changing market conditions - acquiring, refining and updating current marketing knowledge.</p>	
Learning outcome	Knowledge and understanding	<p>1) has an ability of identifying problems of a company on the basis of his / her knowledge, determine the market share of an organization, marketing value of its products and services and analyze the entire business sector and market.</p> <p>2) Divide and compare quantitative characteristics of consumer markets into consumer segments, categories, clusters, identify customer motivation, conduct quantitative and qualitative research and increase sustainability of an organization with the right strategic decision.</p> <p>3) knows how to implement innovation using the knowledge gained, critical understanding of the latest advances in business administration and marketing and implements the right creative thinking.</p>
	Skills	<p>A graduate is able to:</p> <p>4) Organize 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.</p> <p>5) Critical analysis of complex or incomplete business information, including critical analysis of consumer subconsciousness based on up-to-date research and surveys.</p> <p>6) Providing accurate and timely information regarding marketing activities to be conducted or already carried out.</p>
	Responsibility and autonomy	<p>7) Professional responsibility towards the customer, company, implemented projects, products and services.</p> <p>8) Professional responsibility of updating and maintaining marketing knowledge throughout the lifetime.</p>
Evaluation Criteria	<p>The purpose of assessment is to qualitatively determine student learning outcomes in relation to the goals and parameters of the academic program.</p> <p>Assessment of student knowledge is done orally and / or in written form. Maximum grade for the course / component is 100 points. The assessment implies an intermediate and final assessment of totally 100 points.</p> <p>Assessment system comprises of:</p>	

- a) Five types of positive assesment
 - 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) Sufficient - 51 - 60 points.
- b) Two types of negative assesment
 - 1) (FX) Could not pass - 41 - 50 points, meaning that the student needs to work more to pass and is allowed to take an additional exam once;
 - 2) (F) Failed - 40 and less points, meaning that the student's work is not sufficient and the subject has to been re-taken.

The margin of competence is set for midterm and final assessments. The minimum share of the final competence assessment margin shall not exceed 60% of the final assessment.

Score distribution of midterm[and final grades, their minimum competence margins and evaluation rubrics are listed in the relevant component syllabus.

Credit can only be obtained after the student has achieved the syllabus learning outcomes, considering the following requirements:

- a) In case of exceeding the minimum competence limit of midterm and final assessments;
- b) In case of accumulating at least 51 points out of maximum 100 points.

The student can be admitted to the additional examination if he / she has scored 41-50 out of maximum 100 points or at least 51 points, but has not exceeded the minimum competency limit set for the final exam.

The format of midterm and final assessment components and the evaluation criteria are determined according to each syllabus / research component / practice syllabus, taking into account their specificity and following the criteria provided above.

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.

Neuromarketing	Ellective	6		*			16	12	2	2	32	118	150	2
Competition and Regulatory Law	Ellective	5		*			14	14	2	2	32	93	125	2
Electro Business	Ellective	6		*			16	12	2	2	32	118	150	2
Public Relations Cases and Analysis	Ellective	5		*	*		12	16	2	2	32	93	125	2
Holistic Marketing	Ellective	6		*			16	12	2	2	32	118	150	2
Branding Methods and Analysis	Ellective	5			*		16	12	2	2	32	93	125	2
Pricing Policy and Tactics	Ellective	6			*		12	16	2	2	32	118	150	2
Business Simulations and Analysis	Ellective	6			*		12	16	2	2	32	118	150	2
Three-dimensional Design and Product Development	Ellective	5			*		16	12	2	2	32	93	125	2
Practice	Ellective	10			*								250	8
Research Component - Master Thesis	Mandatory	30				30	30			2	32	718	750	
სულ		122												

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).

	<p>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.</p> <p>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.</p> <p>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</p>
<p>Purpose of the Programme:</p>	<p>Aims of the Master's Program in Computer Science are:</p> <p>(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.</p> <p>(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.</p> <p>(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.</p>
<p>Learning outcome</p>	<ol style="list-style-type: none"> 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. 6. Develops new approaches for solving complex problems, creates mathematical models, performs algorithmic presentation, analysis and implementation.

	<p>7. Divides complex problems into subproblems, searches for a suitable programming paradigm for each subproblem and implements it.</p> <p>8. In compliance with the standards of academic ethics, he/she investigates information relevant to the 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.</p> <p>9. Solves issues related to computer science in a multidisciplinary environment, takes responsibility for these decisions, independently determines the professional development needs of the team members.</p>
<p>Evaluation Criteria</p>	<p>The goal of evaluation is to determine student's education results qualitatively in relation to academic program goals and parameters. 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.</p> <p>Grading system allows:</p> <p>a) Five types of positive grades</p> <ol style="list-style-type: none"> 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. <p>b) Two types of negative grades</p> <ol style="list-style-type: none"> 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 and less, meaning that the work of a student is not acceptable and he/she has to study the subject anew. <p>For the midterm and final evaluations minimal passing grade is set. The final evaluation minimal passing grade must not exceed 60% of final evaluation grade.</p> <p>A credit can be awarded only after the attainment of learning outcomes, envisaged by the course syllabus and following requirements:</p> <ol style="list-style-type: none"> a) Obtaining minimal competence levels set for midterm and final evaluations; b) Obtaining minimum 51 points out of 100 points of final grade. <p>A student is allowed to take an additional (make-up) exam in case he/she scored 41-50 points of final 100 grade or minimum 51 points, but did not obtain minimal competence level set for final evaluation.</p> <p>Considering its specification, the format, minimal competence level and the assessment criteria of midterm and final evaluations can be determined in the specific course/research component syllabus.</p>

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.
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#	Course / Module / Internship / Research Component	Status	Credit number	Distribution of credits per courses and semesters				Distribution of Hours						
				I Year		II Year		Contact Hours						
				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
Awarded Qualification (DUAL DEGREE)	International Black Sea University (Georgia) – “Master of Science in IT Management”
	University of Applied Sciences Zwickau (Germany) – “Master of Science in Management and Information Technologies” , 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:	<p>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:</p> <p>A first university degree in the fields of Computer Science, Information Technologies, Management, Business Administration, International Relations, Language Science or related fields.</p> <p>The candidate must successfully pass the general Master’s Exam;</p> <p>The candidate must successfully the B2 level English language intra-university exam;</p> <p>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.</p>

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, information 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 Information 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

	<p>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.</p> <p>Furthermore, they receive interdisciplinary training, independently connecting the gained knowledge from the fields of Management and Information Technologies.</p>
<p>Evaluation Criteria</p>	<p>The goal of evaluation is to determine student’s education results qualitatively in relation to academic program goals and parameters. 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.</p> <p>Grading system allows:</p> <p>a) Five types of positive grades</p> <ol style="list-style-type: none"> 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. <p>b) Two types of negative grades</p> <ol style="list-style-type: none"> 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 and less, meaning that the work of a student is not acceptable and he/she has to study the subject anew. <p>For the midterm and final evaluations minimal passing grade is set. The final evaluation minimal passing grade must not exceed 60% of final evaluation grade.</p> <p>A credit can be awarded only after the attainment of learning outcomes, envisaged by the course syllabus and following requirements:</p> <ol style="list-style-type: none"> a) Obtaining minimal competence levels set for midterm and final evaluations; b) Obtaining minimum 51 points out of 100 points of final grade. <p>A student is allowed to take an additional (make-up) exam in case he/she scored 41-50 points of final 100 grade or minimum 51 points, but did not obtain minimal competence level set for final evaluation.</p>

	Considering its specification, the format, minimal competence level and the assessment criteria of midterm and final evaluations can be determined in the specific course/research component 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).

Semester at WHZ

1. Semester	Module	Language	ECTS	Lecturing hours 1 = 45 minutes
	Management and Computer Science – compulsory courses	E	20	
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	E	10	
	*choose courses for 10 ECTS			
	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 – compulsory 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	E	5	8
	Elective Courses – summer term		E	15	
	Elective Digital Courses – summer term				
	*choose courses for 15 ECTS				
	Elective methodologic courses – Computer Science				
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 & Information Systems				
IBSU	Artificial Intelligence Applications		E	5	3
IBSU	Human-Machine Interaction		E	5	3
IBSU	Deep Reinforcement Learning		E	5	3
	Elective methodologic courses – Management				
IBSU	Research Methods for Business		E	5	4
IBSU	Advanced Project Management		E	5	3

IBSU

3. 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 – compulsory courses		E	15	
IBSU	Design and Implementation of Software Systems	Distributed Application Development	E	5	4
IBSU		Computer Algebra			
IBSU	Digital Business Modelling	Digital Business Modeling	E	5	4
IBSU	Strategic Management	Strategic Management	E	5	4
	Elective Courses – winter term				
	Elective Digital Courses – summer term				
	*choose courses for 15 ECTS		E	15	
	Elective methodologic courses – Computer Science				
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 & Information Systems				
IBSU	Artificial Intelligence Applications		E	5	3
IBSU	Human-Machine Interaction		E	5	3
IBSU	Deep Reinforcement Learning		E	5	3
	Elective methodologic courses – Management				
IBSU	Research Methods for Business		E	5	4
IBSU	Advanced Project Management		E	5	3
IBSU	Leadership Strategies		E	5	3
IBSU	International Coaching Project		E	5	1
	4. Semester				
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:	<p>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</p> <p>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).</p> <p>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.</p> <p>Exams in English language and specialty are distributed in accordance with the following coefficient: 40% - 60% respectively.</p>
Purpose of the Programme:	<p>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:</p> <ol style="list-style-type: none"> 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;

	<p>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;</p> <p>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.</p> <p>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.</p>
<p>Learning outcome</p>	<p>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:</p> <ol style="list-style-type: none"> 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; 4. Interprets and critically analyzes the concept of the modern world order; Demonstrates comprehensive, substantive and practical knowledge in the field when assessing key issues of international relations, modern processes and challenges; 5. Explains the concepts and possibilities of war and peace in international relations while applying the 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 contradictions of war-related issues;

	<p>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;</p> <p>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;</p> <p>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;</p> <p>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.</p>
<p>Evaluation Criteria</p>	<p>The goal of evaluation is to determine student's education results qualitatively in relation to academic program goals and parameters.</p> <p>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.</p> <p>The grading system allows:</p> <p>five types of positive grades:</p> <ol style="list-style-type: none"> a. (A) Excellent – 91-100 points; b. (B)Very good – 81-90 points; c. (C) Good - 71-80 points; d. (D) Satisfactory - 61-70 points; e. (E) Enough - 51-60 points; <p>two types of negative grades:</p>

	<p>a. (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;</p> <p>b. (F) Fail – 40 points and less, meaning that the work of a student isn't acceptable and he/she has to study the subject anew.</p> <p>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.</p> <p>Midterm and final evaluation grade distribution, their minimal competence levels and assessment criteria are described in the corresponding syllabus.</p> <p>A credit can be awarded only after the attainment of learning outcomes, envisaged by the course syllabus and following requirements:</p> <p>a) Obtaining minimal competence levels set for midterm and final evaluations;</p> <p>b) Obtaining minimum 51 points out of 100 points of final grade.</p> <p>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.</p> <p>Considering its specification, the format and the assessment criteria of mid-term and final evaluations can be determined in the specific module/course syllabus.</p> <p>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.</p> <p>Specific components and criteria for the evaluation of the research component are given in the syllabus of the Master thesis.</p>
<p>Field of Employment:</p>	<p>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.</p> <p>Besides, MA graduate can continue studies in Ph.D. program to increase his/her competence and qualification.</p>

#	Course / Module / Internship / Research Component	Status	Credit Number	Credit distribution teaching		Distribution of hours							Number of contact hours per week	
				I year		II year		Contact			Independent work	Total hours		
				I semester	II semester	III semester	IV semester	Lecture / Consultation	Workshop / Group Work / Practical work	midterm exam (s)				Final exam
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 Research 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	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				-	-	-	-	-	-	3000		
			ECTS												

U.S. Foreign Affairs

Name of the Educational Programme:	U.S. Foreign Affairs
Awarded Qualification:	Master of American Studies
Credit Value of the Programme:	120 ECTS
Language of Education:	English
Programme Admission Preconditions:	<p>Student of a master program can become anyone with bachelor degree, who registers for national exam and passes exams according to the competitive exam program volume. Citizens of Georgia must pass national exams successfully, as for the foreign students, enrolment at the program is implemented by the Georgian law.</p> <p>In addition, the applicant should pass the University internal exam in specialty and English language (B2 level). Internal Exams points in Specialty and English Language are distributed in accordance with the following coefficient: 60% -40% respectively.</p> <p>Information about admission requirements of the graduate program please see in Appendix 1.1 or at IBSU.R04 REGULATION for MASTER'S EDUCATION</p> <p>Condition for admission to the program for the citizens of foreign countries is available on the link: https://iro.ibsu.edu.ge/en/home</p>
Purpose of the Programme:	<p>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.</p>

	<p>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 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;</p> <p>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;</p> <p>1.1. Therefore, 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.</p> <p>1.2. Through the program, students 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.</p>
<p>Learning outcome</p>	<p>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:</p> <ol style="list-style-type: none"> 1. The graduate gets a deep, systemic knowledge about the role of United States foreign policy in shaping political institutions and public influence; 2. Reviews and critically describes the basic principles of American democracy; Analyzes the necessity of expanding Georgia's bilateral relations with leading members of NATO, to build a stronger relationship with the Alliance;

	<p>3. Explores and critically understands 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;</p> <p>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);</p> <p>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;</p> <p>6. Argues his / her opinion, illustrates theoretical provisions with practical examples;</p> <p>7. Is able to argue and present problem-solving ways with the American experts, academic and 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;</p> <p>8. Can write 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);</p> <p>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.</p> <p>10. Identifying the needs for further learning, in particular, understands the need for continuous enhancement in the field of learning and development and conducts his/her learning process independently.</p>
<p>Evaluation Criteria</p>	<p>The goal of evaluation is to determine student's education results qualitatively in relation to academic program goals and parameters.</p> <p>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.</p> <p>The grading system allows:</p>

five types of positive grades:

- . (A) Excellent – 91-100 points;
- a. (B) Very good – 81-90 points;
- b. (C) Good - 71-80 points;
- c. (D) Satisfactory - 61-70 points;
- d. (E) Enough - 51-60 points;

two types of negative grades:

- . (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;
- a. (F) Fail – 40 points and less, meaning that the work of a student isn't 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 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:

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.

	<p>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.</p> <p>Considering its specification, the format and the assessment criteria of mid-term and final evaluations can be determined in the specific module/course syllabus.</p> <p>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.</p>
Field of Employment:	<p>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.</p>

#	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.		Contact hours			Independent work	Total number of hours	
				I Semester	II Semester	III Semester	IV Semester	Lecture / Consultation	Seminar / Group Work / Laboratory Work / Practical	Midterm exam(s)			

	Major Specialty Courses (60 Credits)		60	20	20	20		118	78	13	15	223	1276	1500	
	U.S. Domestic Policy	Compulsory		10				15	13	2	2	32	218	250	2
	Research Methods	Compulsory		10				15	13	2	2	32	218	250	2
	U.S. Foreign Policy	Compulsory			10			29	13	2	2	46	203	250	2
	International Organizations and the Future Role of NATO	Compulsory			10			15	13	2	2	32	218	250	2
	Georgian-American Relations	Compulsory				10		29	13	2	2	46	202	250	2
	History of American Presidency	Compulsory				10		15	13	2	2	32	218	250	2
	Elective component of specialty		30	10	10	10		45	39	6	6	96	654	750	
	International Economic Relations	Elective				10		15	13	2	2	32	218	250	2
	American Democracy	Elective		10				15	13	2	2	32	218	250	2
	New Media and American Society	Elective		10				15	13	2	2	32	218	250	2
	Foreign Policy Analysis	Elective		10				15	13	2	2	32	218	250	2
	The US Assistance to Georgia through the United States Agency for International Development	Elective		10				15	13	2	2	32	218	250	2
	American Studies and Globalization	Elective		10				15	13	2	2	32	218	250	2
	International Security Studies	Elective		10				15	13	2	2	32	218	250	2
	Master Thesis	Compulsory				30		30				30	720	750	

Total number		120		193	117	19	21	349	3000	20
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Education Administration

Name of the Educational Programme:	Education Administration
Awarded Qualification:	Master of Education in Education Administration/განათლების მაგისტრი განათლების ადმინისტრირებაში
Credit Value of the Programme:	120 ECTS
Language of Education:	English
Programme Admission Preconditions:	A student of the program can become a person with a bachelor's degree or a degree equal to it. According to Georgian law, Georgian citizens will pass Unified National exams for admission to MA, while enrollment of international students occurs according to Georgian legislation (please see the details in https://iro.ibsu.edu.ge/en/home). Besides this, all candidates must pass the University's internal exams (Specialty 60 points and English language -40 points). Those candidates who have graduated from a program with English as an instruction language will have to pass exams only in their specialty, and others will also have to pass an English exam corresponding to the B2 level (unless they possess a corresponding international certificate).
Purpose of the Programme:	The purposes of the program are a) to provide students with contemporary knowledge of education administration and to prepare qualified specialists in education administration who can be the leaders and administrators of the field according to contemporary requirements who will be able to help improve education in their countries to stimulate its development; b) to train education administrators both in general pedagogical and psychological aspects and particular issues of education administration, such as leadership in education and

	<p>experience of various countries in administering the system of education; c) not only to form the corresponding field knowledge and skills that will enable them to be employed both nationally and internationally but also to develop student's study skills, learner's autonomy, to enable them to continue their education on the further (doctorate) cycle and independently. With this purpose in the educational process, students will obtain a certain amount of theoretical knowledge of the field (education administration, pedagogy, and psychology), which is offered by several courses, and will be involved in a great number of independent activities (projects, presentations, and reports); d) Among the values that program graduates will develop are interest towards education administration research and practical experience, and respect towards principles of humanistic and student-centered pedagogy and readiness for their dissemination.</p>	
<p>Learning outcome</p>	<p>Knowledge and understanding</p>	<p>The graduate will have advanced and systematic knowledge of the field terminology (concepts), theories, principles, practices, current changes, and challenges:</p> <ol style="list-style-type: none"> 1. Theories in education and its administration, education history system and reform, the roles, responsibilities and benefits of educational institutions within their societies, as seen from various perspectives; 2. Guiding principles and good practices in quality assurance, policy development, change management, and governance that can be applied to enhance the quality of education; the ways that management processes can be used to set international standards, and applied to support the attainment of the strategic objectives of education institutions; 3. The key challenges that educational institutions face in supporting the development of their students and staff, and addressing the needs of their local/national communities and stakeholders
	<p>Applying knowledge:</p>	<p>The graduates, based on the newest theoretical knowledge, will have the ability to solve the complex practical problems in an original/innovative way and contribute to the development of education:</p> <ol style="list-style-type: none"> 4. use professional theoretical knowledge in the process of work for communication and problem-solving, as well as for continuing education;

	<p>contribute to the development of a professional Community of Practice, through the sharing of ideas, outputs and activities;</p> <p>5. address opportunities to improve education, based upon the sound knowledge of management principles and the application of good leadership, communication, and teamwork skills;</p> <p>6. use the key tools and methods of qualitative and quantitative data collection, interpretation, and presentation; design, undertake and present (through dissertation or project work) a substantial piece of original projects/research on a contemporary challenge in education management</p>
Making Judgments	7. Graduates will have the skills of analyzing the complex situations and making conclusions and innovative decisions dealing with education management.
Communication skills	<p>The graduates will be able to carry out efficient communication in the professional environment:</p> <p>8. The verbal (oral and written) communication skills;</p> <p>9. The non-verbal communication skills and the ability to use Information Communication Technologies</p>
Learning skills:	<p>The graduates will have the capacity to their education independently and carry out research in the sphere of education and its administration:</p> <p>10. They will be able to do self- and peer-assessment and carry out strategic planning of independent learning;</p> <p>11. They will have the ability to select, analyze, and present the relevant information for research in an efficient way, and to write, share, and present reports and other documents in a clear and academic style.</p>
Values	<p>The graduates will share and disseminate the following values related to education and its administration:</p> <p>12. importance of ethical issues (especially, academic honesty) in education and their adjustment to personal beliefs and values; tolerance, sensitivity and wish to understand the target and other cultures;</p>

		<p>13. humanistic and democratic principles of education (student-centered teaching, learning autonomy) and administration;</p> <p>14. respect for / interest in gaining new knowledge, implementing innovations in education</p>
<p>Evaluation Criteria</p>	<p>The goal of evaluation is to determine a student's education results qualitatively about academic program goals and parameters.</p> <p>A student may be assessed orally and in a written way. A student's knowledge and skills are assessed through a 100 points grading system. It consists of midterm and final evaluations, the sum of which makes up 100 points.</p> <p>The grading system allows:</p> <p>a) five types of positive grades:</p> <ol style="list-style-type: none"> 1) (A) Excellent – 91-100 points of assessment; 2) (B) Very good – 81-90 points of maximal assessment; 3) (C) Good - 71-80 points of maximal assessment; 4) (D) Satisfactory - 61-70 points of maximal assessment; 5) (E) Enough - 51-60 points of maximal assessment; <p>b) two types of negative grades:</p> <ol style="list-style-type: none"> 1) (FX) Fail – 41-50 points of maximal assessment, 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 and less of maximal assessment, meaning that the work of a student isn't acceptable and he/she has to study the subject anew. <p>For the midterm and final evaluations minimal passing grade is set. The final evaluation's minimal passing grade must not exceed 60% of the final evaluation grade.</p> <p>Midterm and final evaluation grade distribution, their minimal competence levels, and assessment criteria are described in the corresponding syllabus.</p> <p>A credit can be awarded only after the attainment of learning outcomes, envisaged by the course syllabus and the following requirements:</p> <ol style="list-style-type: none"> a) Obtaining minimal competence levels set for midterm and final evaluations; b) Obtaining a minimum of 51 points out of 100 points of the final grade. 	

	A student is allowed to take an additional (make-up) exam in case he/she scored 41-50 points of the final grade or minimum 51 points, but did not obtain a minimum competence level set for final evaluation.
Field of Employment:	Administrative personnel in the field of education (governmental offices and NGOs dealing with education, educational institutions. Lecturers of education courses, subject teachers. Also, students can continue their studies at the doctorate level.

#	Course / Module / Internship / Research Component	Status	Credit number	Distribution of credits per courses and semesters												Distribution of Hours			
				I Year		II Year		III Year		IV Year		V Year		VI Year		Contact Hours		Independent work	Total number of hours
				I Semester	II Semester	III Semester	IV Semester	V Semester	VI Semester	VII Semester	VIII Semester	IX Semester	X Semester	XI Semester	XII Semester	Lecture	Seminar / Group Work / Laboratory Work / Practical work		

	Study component	Compulsory		28	30	8									149	107	14	14	284	1366	1650
1	Research and Study Skills in Education	Compulsory		10	10											16	27	2	2	47	203
2	Education Administration	Compulsory		9	9											15	13	2	2	32	193
3	Quality Assurance in Education	Compulsory		9	9											28	15	2	2	47	178
4	Education	Compulsory	8		8										15	13	2	2	32	168	200
5	Leadership in Education	Compulsory	8		8										15	13	2	2	32	168	200
6	Education Law	Compulsory	8		8										15	13	2	2	32	168	200
7	Financial issues of education	Compulsory	6		6										15	13	2	2	32	118	150

8	Internship	Compulsory	8		8									30	0	0	0	30	170	200
	Study component	Elective			24									60	52	8	8	128	472	600
9	Education Psychology	Elective	6		6									15	13	2	2	32	118	150
10	Adult Education and Psychology	Elective												15	13	2	2	32	118	150
11	History of Education	Elective	6		6									15	13	2	2	32	118	150
12	Assessment Methods in Education	Elective	6		6									15	13	2	2	32	118	150
13	Global Education	Elective	6		6									15	13	2	2	32	118	150
14	Sociology of Education	Elective	6		6									15	13	2	2	32	118	150
15	Human Resource Management in Education	Elective	6		6									15	13	2	2	32	118	150

16	Culture and Academic Achievements in Education	Elective	6			6								15	13	2	2	32	118	150
17	Curriculum and Syllabus Development in Education	Elective	6			6								15	13	2	2	32	118	150
18	General and Vocational Education Administration and Legal Regulation	Elective	6			6								15	13	2	2	32	118	150
19	Master Thesis	Compulsory	30				30							30				30	720	750
Total														239	159	22	22	3442	2558	3000