



Caucasus University

Caucasus School of Business

Name of Educational Programme	ბიზნესის ადმინისტრირების (სპეციალიზაციები: ფინანსები, მარკეტინგი, მენეჯმენტი, საბუღალტრო აღრიცხვა) საბაკალავრო პროგრამა
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Name of Educational Programme in English	Bachelor's Program in Business Administration (Specializations: Finance, Marketing, Management, Accounting)
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Level of Higher Education	Bachelor
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Type of Educational Programme	Academic
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Language of Instruction	Georgian
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Awarded Qualification, Code	02
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In Georgian:	ბიზნესის ადმინისტრირების ბაკალავრი
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In English:	Bachelor of Business Administration
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Date of Program Approval	25.06.2019 N136
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Date of Program Renewal	18.01.2019
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Program Coordinator/Co-Coordinator	Coordinator: Boris Lezhava, Professor Co-coordinator Giorgi Natroshvili, Professor Nino Andriadze, Associated Professor Teimuraz Parckhaladze, Assistant Professor
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Program Volume in Credits	
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The Bachelor's Degree Program in Business Administration comprises 240 credits. The first course with 60 ECTS, the second course 62 ECTS, the third course 58 ECTS, the fourth course 60 ECTS. Consequently, the standard official duration of the Bachelor's Degree Program is four years. Each academic year is based on the semester principle, with each semester comprising 20 academic weeks; hence, each academic year is scheduled for 40 weeks. 1 ECTS equals to 25 hours, which includes class hours and time spent on independent work (midterm and final examinations, as well as homework assignments).

After expiration of the standard duration of the Bachelor's Degree Academic Program, the students having academic debts, with the view of completing the program, are allowed to continue education through additional semesters (no more than 4) by retaining the student's status. The Bachelor's program is envisaged as 77 ECTS of General Courses, 15 ECTS of university optional, 15 ECTS of components and 133 ECTS mandatory learning courses of business administration.

Mandatory courses of business administration is divided into:

Basic 78 ECTS credits of business administration and 55 ECTS credits of mandatory subjects of optional specialization-modules (finances, marketing, management, accounting).

Part of foreign language subjects are presented by English language and second foreign language (French, German, Turkish, Spanish), from which student has to take one.

English language in the program is divided into general and professional modules. The share of both modules are 20 ECTS out of 240 ECTS.

The second foreign language (French, German, Turkish or Spanish) comprises 30 ECTS according to the program.

Program Admission Precondition

Any Georgian citizen who has completed full secondary education is entitled to enroll in Bachelor's program of business administration, based on the results of the Unified National Examinations. Passing the English Language as a foreign language at the Unified National Examinations is a mandatory requirement.

Any exceptions to the Law on Enrolment at Higher Education Institutions are allowed only in the cases prescribed by Law.

Enrolment in the Bachelor's program of Business Administration through mobility is allowed according to rules established by Georgian Legislation.

Qualification Description of the Program

<p>Program Objective</p>	<p>The program corresponds to the vision of the Caucasus University and the Caucasus School of Business, ensures training of competitive, high qualified, morally perfect specialists, who follows democratic ideals on local and international labor markets and ensures satisfaction of the educational requirement of the society in this sphere.</p> <p>The program is drawn by considering needs of the market and requirements of labor market persived by private and governmental sector of Georgia. The program considers the experience of leading business schools of foreign universities and shares the professional standards established in the business administration.</p> <p>The aim of the Bachelor's program of business administration of Caucasus School of Business are as follows:</p> <p>Obj. 1 - To give wide theoretical and practical skills of business administration as in basic, as well as functional directions, such as finances, marketing, management, accounting and audit;</p> <p>Obj. 2 - To develop skills necessary for different level of managerial position and prepare to effectively fullfill relevant functions (finansist, marketer, accountant-auditor and etc.) for local and internationl companies.</p> <p>Obj. 3 - To give theretical knowledge and improve skills necessary for entrepreneurial activity;</p> <p>Obj. 4 - To offer the program matching educational business programs of international universities, which helps him/her to deepen the knowledge in high educational institutions of Georgia and abroad.</p> <p>Obj. 5 - To establish worldvision and values, which makes him/her a competitive, high qualified, morally perfect person, loyal to the universal ideals, ethically responsible and with high public self-consciousness.</p>
<p>Program Learning Outcomes</p>	<p>After completing the bachelor's program of business administration graduate will be able:</p> <p>P.L.O.1. - To define, describe and discuss about the basic theories, concepts, models and approaches of business administration and chosen specialization (finances or accounting or marketing or management);</p> <p>P.L.O.2. Based on the task set before him/her</p> <ul style="list-style-type: none"> - Determine the business model for assessing business environment, idea and/or project, - Set goals to achieve - Plan the necessary steps - make relevant decisions;

	<p>P.L.O.3. To use necessary knowledge and skills for relevant managerial position;</p> <p>P.L.O.4. To analyse current situations based on relevant models and analytical methods, identify core issues and make applicable decisions.</p> <p>P.L.O.5. Effective written and oral communication related to the sphere of business administration in local and international environment.</p> <p>P.L.O.6. To communicate in foreign language on general and business related topics.</p> <p>P.L.O.7. To define and be aware of the meaning of global citizenship worldview, human values, social responsibility and ethical behavior.</p>
Areas of Employment	<ul style="list-style-type: none"> - In Marketing/Public Relations/Communication/and other marketing direction on Different initial and secondary managerial positions of various profile and industry companies - Different initial and secondary managerial positions in advertising agencies - Various initial and mid-level positions in the marketing research organization - Consulting Sector - Accounting Department of Any Company - Audit Companies - In public institutions - accounting, internal audit - Small, medium and large enterprises; - Banking Sector - Non-banking financial institutions; - Governmental and Budgetary Organizations - Non-governmental Organizations
Possibility to Continue Studies	The Program graduates are entitled to pursue education at Master's Degree Programs

Evaluation System of Student's Knowledge	
<p><u>Freshmen students (except B2 level English groups)</u></p> <p>The aim of the evaluation is to assess to what extent the learning outcomes prescribed by the syllabus are reached. The student's evaluation consists of multiple components and evaluates the course goals and learning outcomes by applying</p>	

measurable criteria and appropriate rubrics. The student's evaluation is based on four major principles: objectivity, trustworthiness, validity and transparency.

The students are evaluated according to two sets of evaluation: summative and formative. The aim of the summative assessment is to accurately evaluate the student's performance. It monitors quality of learning and the level of the student's achievement in relation to the goals set by the course. The formative assessment is oriented on the student's development. It gives students appropriate feedback on their achievements.

The evaluation system includes 100 points and envisages:

- a) Five types of positive grades:
 - a.a) (A) Excellent – 91-100 points of assessment;
 - a.b) (B) Very good – 81-90 points of maximal assessment;
 - a.c) (C) Good – 71-80 points of maximal assessment;
 - a.d) (D) Satisfactory – 61-70 points of maximal assessment;
 - a.e) (E) Sufficient – 51-60 points of maximal assessment;
- b) two negative grades:
 - b.a) (FX) Did not pass – 41-50 points of maximal assessment, which means the student needs to work harder and is allowed to retake the exam one more time after working independently;
 - b.b) (F) Fail – 40 points or less of maximal assessment, which means the student's work is insufficient and he/she has to retake the course.

Students are awarded credits on the basis of the final evaluation comprising the scores of the interim and final exam assessments.

The attainment of student's learning outcomes considers the interim and final evaluations, for which relative proportions out of the total score (100 points) and a minimum competence level are allocated. Namely, out of 100 points, the interim results are allocated 70 points, while the final exam results are 30 points. In both of the components (interim and final) the minimum competency barrier to be reached is 51%. The interim evaluation includes assessment components, the total of which is 70 points. For each assessment component, the evaluation is based on the pre-determined learning goals, task-oriented clear criteria and the learning rubrics drawn on their basis. In the interim results the student has to accumulate at least 51% of the 70 points to be allowed to take the final exam. The student's final examination is passed, if he/she gets at least 51% of the total 30 points.

In case the student fails to overcome the minimum competency barrier of the final exam, he/she is allowed to retake the final examination. The student shall retake the final examination within the period prescribed by the academic calendar no later than 5 days after announcement of the results of the final exam.

In case the student totally scores 0-50 points or fails to overcome the minimum competency barrier set for any form of the evaluation (Interim/Final exam), he/she shall be given a grade of "F-0".

All the rest

The aim of the evaluation is to assess to what extent the learning outcomes prescribed by the syllabus are reached. The student's evaluation consists of multiple components and evaluates the course goals and learning outcomes by applying measurable criteria and appropriate rubrics. The student's evaluation is based on four major principles: objectivity, trustworthiness, validity and transparency.

The students are evaluated according to two sets of evaluation: summative and formative. The aim of the summative assessment is to accurately evaluate the student's performance. It monitors quality of learning and the level of the student's achievement in relation to the goals set by the course. The formative assessment is oriented on the student's development. It gives students appropriate feedback on their achievements.

The evaluation system includes 100 points and envisages:

- a) Five types of positive grades:

- a.a) (A) Excellent – 91-100 points of assessment;
- a.b) (B) Very good – 81-90 points of maximal assessment;
- a.c) (C) Good – 71-80 points of maximal assessment;
- a.d) (D) Satisfactory – 61-70 points of maximal assessment;
- a.e) (E) Sufficient – 51-60 points of maximal assessment;
- b) two negative grades:
 - b.a) (FX) Did not pass – 41-50 points of maximal assessment, which means the student needs to work harder and is allowed to retake the exam one more time after working independently;
 - b.b) (F) Fail – 40 points or less of maximal assessment, which means the student’s work is insufficient and he/she has to retake the course.

Students are awarded credits on the basis of the final evaluation comprising the scores of the interim and final exam assessments.

The attainment of student’s learning outcomes considers the interim and final evaluations, for which relative proportions out of the total score (100 points) and a minimum competence level are allocated. Namely, out of 100 points, the interim results are allocated 70 points, while the final exam results are 30 points. In interim evaluations the minimum competency barrier to be reached is 59%. The interim evaluation includes assessment components, the total of which is 70 points. For each assessment component, the evaluation is based on the pre-determined learning goals, task-oriented clear criteria and the learning rubrics drawn on their basis. In the interim results the student has to accumulate at least 59% of the 70 points to be allowed to take the final exam. The student’s final examination is passed, if he/she gets at least 60% of the total 30 points.

In case the student fails to overcome the minimum competency barrier of the final exam, he/she is allowed to retake the final examination. The student shall retake the final exam within the period prescribed by the academic calendar no later than 5 days after announcement of the results of the final exam.

In case the student totally scores 0-50 points or fails to overcome the minimum competency barrier set for any form of the evaluation (Interim/Final exam), he/she shall be given a grade of “F-0”.

Teaching and Learning Methods

1. **Discussions/debates** – one of the most common methods of interactive teaching. Quality of Students’ involvement is higher; classes are more dynamic and students are more active. Any discussion can turn into a debate. The method allows professors to give questions and get answers and enables students to develop skills of discussion and debates and prepares them for justifying their opinions and points.
2. **Team (Collaborative) work** - the method implies dividing students into teams and assigning different tasks to them. Each team member works on the task individually and shares his/her ideas with the rest. Depending on the type of task, team members can change tasks and roles. The strategy ensures students’ maximum involvement in the learning process.
3. **Cooperative Learning** – where the whole class is responsible not only for his/her own learning and understanding of the subject matter but also for aiding and assisting others in better understanding it. Each student works on a problem until he/she fully understands everything.
4. **Heuristic method** – is largely incremental. Students are to discover facts on their own and make links between them.
5. **Case Studies** – Professors and students discuss a particular case and fully comprehend an issue at hand. In Medicine it can be discussion of the medical record of a particular patient, in Political Science it can be analysis of a conflict between any two countries (e.g., Armenia-Azerbaijan), etc.
6. **Brain storming** – the method facilitates to generating as many ideas about a particular topic as possible. The method encourages creativity; it is particularly efficient with a large group of students and consists of a few

stages:

- Creative approach to a problem/issue
 - Listing the ideas generated, without any criticism, on the board.
 - Identifying the ideas most closely linked with the problem/issue;
 - Identifying criteria for finding which idea is more relevant to the issue/problem at hand;
 - Evaluating selected ideas according to pre-selected criteria;
 - Selecting the best idea – the one having the best evaluation or meeting most of the criteria;
8. **Role play** – students are assigned different roles, which allows them to look at a problem from different perspectives. Like debates, role play also helps students develop skills needed for giving their opinion and justifying their judgments.
9. **Method of Demonstration** – displaying visual materials. In majority of cases it is better to give students both audio and visual material simultaneously; the material can be given by both – professors and students; the method implies giving visual information on the whiteboard or carrying out a complex laboratory experiment.
10. **Induction, Deduction, Analysis, Synthesis.**
- A **deductive** approach means that the teacher gives students a new concept, explains it and then has the students practice using the concept.
 - In contrast with the deductive method, **inductive** instruction makes use of student “noticing”. Instead of explaining a given concept and following this explanation with examples, the teacher presents students with many examples showing how the concept is used. The intent is for students to “notice”, by way of the examples, how the concept works and fits together.
 - With the method of **analysis** a problem is disintegrated into components. This method facilitates to comprehensive analysis of each of the constituent elements of a more complex problem.
 - Method of **synthesis** is opposite of the process of analysis. One whole is made by grouping its constituent elements, which allows students to look at a problem as one whole.
11. **Explanatory method** – discussing a particular issue, i.e., professor provides examples and discusses all sides and details.
12. **Action-oriented teaching** – requires active participation of both professor and students where major emphasis is put on practical interpretation of theoretical knowledge.

Other Resources of the Program

To ensure the compliance of current and planned academic programs to international standards, Caucasus school of Business of Caucasus University is a member of international organizations, has signed memorandum of understanding with Georgian and Foreign higher education institutions, as well as governmental and non-governmental organizations:

Membership of International Organizations:

- Member of AACSB (Association to Advance Collegiate Schools of Business)
- Member of Central and East European Management Development Association (CEEMAN);
- Member of Network of International Business and Economic Schools (NIBES);
- International Association of University Presidents (IAUP)
- United Nations Academic Impact (UNAI)

Partner Universities:

- Rennes School of Business, France, European Campus of Caucasus University
- Ekly School of Business, France
- Budapest Metropolitan University, Hungary
- Ajman University, United Arab Emirates
- Hanze University of Applied Science, the Netherlands

- Tallinn University of Technology, Estonia
- Ajou University, Korea
- Hiroshima University of Economics, Japan
- Donetsk State University of Management, Ukraine
- Riga Technical University, Latvia
- Ecole Supérieure de Commerce de Clermont, France
- Riga International School of Economics and Business (RISEBA), Latvia
- Applied Sciences, School of Management, University of Upper Austria, Austria
- Fairleigh Dickinson University, USA
- HHL Leipzig Graduate School of Management, Germany
- CETYS University, Mexico
- IDRAC international school of business, France
- Esan University, Peru
- Savannah State University, USA
- Banking University of Ukraine, Ukraine
- College LBK, Latvia
- EM Normandie, France
- Empresarial De Costa Rica, Costa-Rica
- Gadjah Mada, Faculty of Economics and Business, Indonesia
- Kyrgyz Economic University, Kyrgyzstan
- North American University, USA
- Paris ESLSCA Business School, France
- University of Lodz, Poland
- University West, Sweden
- Istanbul Bilgi University, Turkey
- Grenoble Ecole de Management, France
- Pforzheim University, Germany
- International Business School Brasil, Brasil
- ISM University of Management and Economics, Lithuania
- American University of Central Asia, Kyrgyzstan
- Yonsei University, South Korea
- Instituto Superior de Ciências do Trabalho e da Empresa (ISCTE), Portugal
- Estonian Business School, Estonia
- IESEG School of Management, France
- Ming Chuan University of Taiwan, Taiwan
- Izmir University of Economics, Turkey
- Kaunas University of Technology, Lithuania
- ADA University, Azerbaijan
- Univeristy of Tartu, Estonia
- SMK University of Applied Social Sciences, Lithuania
- LCC International University, Lithuania
- Warsaw School of Economics, Poland
- Varna University of Management, Bulgaria
- Babes-Bolyai University, Romania
- University of Economics in Katowice, Poland
- University of Szczecin, Poland
- Kozminski University, Poland
- Kauno Kolegija/ Kaunas University of Applied Sciences, Lithuania
- Middle East Technical University (METU), Turkey
- FH JOANNEUM University of Applied Sciences, Austria
- University of Ljubljana, Slovenia
- Collegium Civitas, Poland
- Riga Graduate School of Law, Latvia
- Saarland University, Germany

- Cracow University of Economics, Poland
- University of Tuscia, Italy
- Radboud University, the Netherlands
- Technical University of Košic, Slovenia
- The International University of Logistics and Transport in Wroclaw, Poland
- Vilnius Business School, Lithuania
- Dublin City University, Ireland
- Lille Catholic Univeristy, France
- Universidad de Valladolid, Spain
- Koc University, Turkey
- Powislanski College in Kwidzyn), Poland

Partner Organizations:

- Alliance Group Holding
- Deloitte
- EY Georgia
- PricewaterhouseCoopers
- KPMG Georgia
- BDO
- Philip Morris Georgia
- British-American Tobacco Georgia Limited
- Japan Tobacco International JTI
- Schulze Global Investement Limited
- Heidelberg Cement
- Holiday Inn Tbilisi
- Geocell
- Silknet
- Magticom
- National Bank of Georgia
- TBC Bank
- Bank of Georgia
- Procredit Bank
- Basis Bank
- Liberty Bank
- Georgian Water and Power
- Toyota Center Tegeta
- East Point
- Carefour Georgia
- Imedi L
- Aldagi
- GPI Holding
- Risk Management and Insurance Company Global Benefits Georgia
- Evex Medical Corporation
- PSP Insurance
- Wissol Group
- Socar Georgia
- UGT
- Net Credit
- Credo
- Insource

Government and other sector partners:

- Ministry of Finance of Georgia
- Ministry of Economy and Sustainable Development

- Georgia's Innovation and Technology Agency
- Municipal Development Fund of Georgia
- Civil Service Bureau
- State Audit Office
- Public Service Hall
- Georgian Railway
- Georgian Post
- Tbilisi City Hall
- EU-Georgia Business Council
- American Chamber of Commerce in Georgia (AmCham)
- Chamber of Commerce and Industry France-Georgia

Material-technical Base

Library resources:

Caucasus University Library is one of the most important educational and closed type structural unit of the university. Here are protected Georgian and foreign, printed and electronic editions accessible for students, academic, invited and administrative personnel. The library is equipped with relevant techniques and property necessary to ensure maximum comfort for modern readers.

The University library has printed and electronic fund necessary for implementation of the Bachelor's Program of Business Administration. Considering specifics of the program students have access to international electronic resources:

- ScienceDirect
- Scopus
- Sci-val Funding(Funding Institutional)
- Taylor And Francis Online
- EBSCOHost Elit package:
 - Academic Search Elite
 - International Security & Counter Terrorism Reference Center
 - Business Source Elite
 - Regional Business News
 - ERIC
 - MasterFILE Elite
 - Library, Information Science & Technology Abstracts
 - AHFS Consumer Medication Information

All the interested persons are informed on the possibility of using these resources and are familiar with the rules and procedures of their utilization.

Material resources:

Caucasus University since 2017-2018 academic year is conducting educational activities its own new building, which locates on 1 Paata Saakadze str., Tbilisi. The total area of the building is 11.179 m². from which 5.021 m² are study area. 12 million GEL was invested in repairing and maintenance of the building, as well as gardening. In the university are separated mandatory areas such as: 63 auditoriums, 170 m² hall, conference room, recreation space, administration area,

storerooms, space for group working, sanitary spots, library (265 m²), laboratories, archive, 2 canteen areas (380 m²). Above mentioned ensures effective management of educational and administrative processes. Additionally, Caucasus School of Business has separate rooms for “Start-Up Accelerator”, equipped with modern equipments, as following: VR technology, editing equipments, “Smart Board” and etc.

The University has efficient system of supplying electricity, separated sanitary-hygiene spots, which are constantly provided with water and are accordingly cleaned. The sanitary-hygiene and safety rules are adhered and lighting and ventilation are provided. The perimeter of Caucasus University is adapted to disabled people (facilities, elevators and etc.). Each auditoria has natural and artificial lighting. The central heating system is installed, the whole university perimeter is protected by security service “Magistri”, inside and outside perimeter is controlled by surveillance cameras. Mechanisms for fire protection, safety and medical assistance have been developed.

Information-Communication Technologies:

The material and technical resources of the University ensure the goals set by the Bachelor’s Program. Specifically, computer equipments connected to the internet are accessible for the students and academic personnel. The computers are equipped with appropriate instruments and internet. The auditoria are equipped with relevant techniques (multimedia projector, computer, audio-video techniques and etc.) Computer lab and techniques meet modern requirements and are relevant to academic educational program, connected to the internet and accessible for the students, academic, invited and administrative personnel. The computers are equipped with appropriate instruments/applications. The auditoria and computer classes are equipped with local net and internet

The University operates an electronic system for organizing the educational process, which fosters academic process and makes monitoring of the students’ academic performance possible at all times.

The University makes the catalogue of the educational programs and the information on implementation of the educational programs and conducting the educational process through university webpage. The university ensures information publicity and accessibility at all times. The University Library has an electronic catalogue.

Nowadays, Caucasus University is equipped with modern computer techniques, photocopying machines (they were replaced with the most up-to-date ones in 2018). The University has eight computer classes on A, B and C floors, equipped with PC and multimedia projector. Such Projectors and Computers are available in each auditorium. The University administration and practically all the employees have access to the computers and internet. The University operates a Computer Park with more than 350 units. In addition, the University has printers and scanners; a few so-called Smart Boards, photocopying machines “Kyocera” brand, color photocopying machines “HP MFD” type. Wi-Fi and IP telephone connection are accessible throughout the whole University premises. There are three modern servers in the University Server Department where appropriate net equipment is installed (with Cisco and “Nortel switches, Fortinet, NG Firewall, wireless controller and access point; etc.) more than 100 such devices. The University is connected to the external net and has 150/150 Mbps access to local and global connections.

The mentioned resource is accessible for students, academic, invited and administrative personnel. All the interested persons are informed on the possibility of using these resources and are familiar with the rules and procedures of their utilization.

Program Curriculum
(With the indication of modules, courses, relevant credits)

№	Course Code	Prerequisite	Course\ Module	Study Year								ECTS Credits
				I		II		III		IV		
				ECTS Credits								
				I Semester	II Semester	I Semester	II Semester	I Semester	II Semester	I Semester	II Semester	
University General Courses												
1.	SPCH0007		Academic Writing and Speech Culture	5								
2.	HIST 0003		History of Georgia	5								
3.	MATH 0001/ ¹		Precalculus	5								
4.	MATH 0003	MATH 0001	Calculus 1		5							
5.	MATH 0004	MATH 0003	Calculus 2			5						
6.	MATH 0002	MATH 0004	Linear Algebra				5					
7.	GENG 0001/ GENG 0003		B1.0 General English Language/B2.0 General English Language	2.5								
8.	GENG 0002/ GENG 0004	GENG 0001/ GENG 0003	B1 General English Language/B2 General English Language		2.5							
9.	GENG 0003/ GENG 0005	GENG 0002/ GENG 0004	B2.0 General English Language/C1.0 General English Language			2.5						
10.	GENG 0004/ GENG 0006	GENG 0003/ GENG 0005	B2 General English Language/C1 General English Language				2.5					

¹ For students, who do not pass maths exam in national exams, taking precalculus course is mandatory.

N°	Course Code	Prerequisite	Course\ Module	Study Year								ECTS Credits	
				I		II		III		IV			
				ECTS Credits									
				I Semester	II Semester	I Semester	II Semester	I Semester	II Semester	I Semester	II Semester		
11.	FREN0001/ GERM0001/TURK0001/SPAN0001		French Language A1.0/ German Language A1.0 /Turkish Language A1.0 /Spanish Language A1.0	5									
12.	FREN0002/ GERM0002/TURK0002/SPAN0002	FREN0001/ GERM0001/TURK0001/SPAN0001	French Language A1 /German Language A1 0 /Turkish Language A1 /Spanish Language A1		5								
13.	FREN0003/ GERM0003/TURK0003/SPAN0003	FREN0002/ GERM0002/TURK0002/SPAN0002	French Language A2.0 / German Language A2.0 0 /Turkish Language A2.0 /Spanish Language A2.0			5							
14.	FREN0004/ GERM0004/TURK0004/SPAN0004	FREN0003/ GERM0003/TURK0003/SPAN0003	French Language A2 /German Language A20 /Turkish Language A2 /Spanish Language A2				5						
15.	FREN0005/ GERM0005/TURK0005/SPAN0005	FREN0004/ GERM0004/TURK0004/SPAN0004	French Language B1.0 /German Language B1.0 0 /Turkish Language B1.0 /Spanish Language B1.0					5					
16.	FREN0006/ GERM0006/ TURK0006/ SPAN0006	FREN0005/ GERM0005/TURK0005/SPAN0005	French Language B1/ German Language B1 0 /Turkish Language B1 /Spanish Language B1						5				
17.	INTE 1110		InformationTechnologies 1	2.5									
18.	INTE 1210	INTE 1110	Information Technologies 2		2.5								
19.	INTE 2110	INTE 1210	Information Technologies 3			3.5							
20.	INTE 2210	INTE 1210	Information Technologies 4				3.5						
University Optional Courses													
21.	HIST 0001/GEOP 0008/SOCI 0004		History of World Civilization / World Political-Economic and Social Geography / Introduction to Sociology		5								

Nº	Course Code	Prerequisite	Course\ Module	Study Year								ECTS Credits	
				I	II	III	IV						
				ECTS Credits									
				I Semester	II Semester	I Semester	II Semester	I Semester	II Semester	I Semester	II Semester		
22.	POLS 0002/PSYC 0006//PHIL 0005 ²		Introduction to Political Sciences / Introduction to Psychology / Introduction to Philosophy			5							
Mandatory Basic Courses of Business Administration													
23.	ECON 2110		Principles of Microeconomics	5									
24.	ECON 2210		Principles of Macroeconomics		5								
25.	PENG 1100		P1 Professional English Language	2,5									
26.	PENG 1200	PENG 1100	P2 Professional English Language		2,5								
27.	PENG 2100	PENG 1200	P3 Professional English Language			2,5							
28.	PENG 2200	PENG 2100	P4 Professional English Language				2,5						
29.	ACCT 2110		Financial Accounting			5							
30.	ACCT 2210	ACCT 2110	Managerial Accounting				5						
31.	BUSA 2110		Business Law			5							
32.	MK 2210		Basic Marketing				5						
33.	BUSA 3110		Business Communication					5					
34.	MGS 3114		Principles of Management					5					
35.	STAT 3110		Business Statistics					5					
36.	FI 3110	ACCT 2110	Introduction to Finance					5					
37.	CSR 3113		Corporate Social Responsibility					3					
38.	STAT 3210	STAT 3110, INTE 2110	Data Analysis and Business Modeling						5				
39.	MGS 3215	MGS 3114	Leadership						5				

² For students, who were enrolled without passing the maths, they can take only one elective course, to ensure fully completing the courses of maths direction (precalculus, calculus 1, calculus 2, linear algebra).

Nº	Course Code	Prerequisite	Course\ Module	Study Year								ECTS Credits
				I		II		III		IV		
				ECTS Credits								
				I Semester	II Semester	I Semester	II Semester	I Semester	II Semester	I Semester	II Semester	
40.	MGS 4110	MGS 3114	Strategic Management							5		
Mandatory Courses of Finance Module												
41.	FI 3211	ACCT 2110	Financial Reporting							5		
42.	FI 3213	FI 3110	Taxation							5		
43.	FI 3212	FI 3110	Corporate Finances							5		
44.	FI 4112	FI 3110	Investments								5	
45.	FI 4111	FI 3211	Financial Statement Analysis								5	
46.	FI 4113	FI 3212	Banking								5	
47.	FI 4114	FI 3212	International Finance								5	
48.	FI 4215		Financial Markets and Institutions									5
49.	FI 4216		Merge, Acquisition, Reorganization									5
50.	FI 4217		Global Portfolio Management									5
51.	BUSA 4215		Business Plan Development									5
Optional Courses of Finance Module												
52.	FI 4118		Financial Institutions Management								5	
53.	FI 4219		Monetary Policy									5
Mandatory Courses of Accounting and Audit												
54.	ACCT 3211	FI 3110	Taxation 1							5		
55.	ACCT 3212	FI 3110	Introduction to Audit							5		
56.	ACCT 3213	ACCT 2110	Financial Reporting 1							5		
57.	ACCT 4112	ACCT 3213	Financial Reporting 2								5	
58.	ACCT 4111	ACCT 3211	Taxation 2								5	
59.	FI 3212	FI 3110	Corporate Finance								5	
60.	ACCT 4113	ACCT 3212	Advanced Course of Audit								5	
61.	ACCT 4214		Accounting Information Systems-ORIS Accounting									5
62.	ACCT 4215		International Financial Reporting Standards									5
63.	ACCT 4216		International Financial Reporting Standards and Small and Medium									5

N°	Course Code	Prerequisite	Course\ Module	Study Year								ECTS Credits
				I		II		III		IV		
				ECTS Credits								
				I Semester	II Semester	I Semester	II Semester	I Semester	II Semester	I Semester	II Semester	
			Enterprises									
64.	BUSA 4215		Business Plan Development								5	
Optional Courses of Accounting and Audit												
65.	FI 4112		Investment								5	
66.	ACCT 4217		Accounting Program -Balance								5	
Mandatory Courses of Marketing												
67.	MK 3211	Basic Marketing	Consumer Behavior							5		
68.	MK 3212	Basic Marketing	Marketing Research							5		
69.	MK 3213	Basic Marketing	Sales Management							5		
70.	MK 4115		Brand Management								5	
71.	MK 4113		Service Organizations Marketing								5	
72.	MK 4112		Strategic Marketing								5	
73.	MK 4111		Integrated Marketing Communications								5	
74.	MK 4214		Public Relations Strategy									5
75.	MGS 4213		Project Management									5
76.	MK 4216		Digital Marketing and E-Commerce									5
77.	BUSA 4215		Business Plan Development									5
Optional Courses of Marketing												
78.	MK 4117		Sports marketing								5	
79.	MK 4118		Creative Content Marketing								2,5	
80.	MK 4119		Customer Service (Service+)								5	
81.	MK 4210		Retail Management								5	
Mandatory Courses of Management Module												
82.	MGS 3211	MGS 3114	Consumer Experience Management							2.5		
83.	MGS 3212	MGS 3114	Opportunity Management							2.5		
84.	MGS 3213	MGS 3114	Organizational Behavior							5		

Nº	Course Code	Prerequisite	Course\ Module	Study Year								ECTS Credits	
				I	II	III	IV						
				ECTS Credits									
				I Semester	II Semester	I Semester	II Semester	I Semester	II Semester	I Semester	II Semester		
85.	MGS 3214	MGS 3114	Operations Management					5					
86.	MGS 4111		Entrepreneurship						5				
87.	MGS 4112		Human Resource Management							5			
88.	MGS 4114		Negotiations							5			
89.	MGS 4115		Supply Chain Management and Logistics							5			
90.	MGS 4216		Total Quality Management									5	
91.	MGS 4213		Project Management									5	
92.	MGS 4217		Innovation Management									5	
93.	BUSA 4215		Business Plan Development									5	
Optional Courses of Management Module													
94.	MGS 4118		Strategy for Trading Channels								5		
95.	MGS 4219		Business Model Innovation									5	
Optional Courses of Free Component													
96.			Free Credit (Teaching Courses of other programs/modules)										15
ECTS credits			Semester	32.5	27.5	33.5	28.5	28	30	30	30		
			Per Year	60	62	62	58	60	60	60	60	240	

Remark:

Map of Learning Outcomes

№	Course	P.L.O.1.	P.L.O.2.	P.L.O.3.	P.L.O.4.	P.L.O.5.	P.L.O.6.	P.L.O.7
Remarks: L - Connection between learning outcomes of the teaching course and the program is low. M - Connection between learning outcomes of the teaching course and the program is medium. H - Connection between learning outcomes of the teaching course and the program is high.								
University Mandatory Learning Courses								
1	Academic Writing and Speech Culture				M	H		
2	History of Georgia							H
3	Calculus 1	L			L			
4	Calculus 2	L			M			
5	Linear Algebra	L			M			
6	B1.0 General English Language/ B2.0 General English Language						H	
7	B1 General English Language /B2 General English Language						H	
8	B2.0 General English Language /C1.0 General English Language						H	
9	B2 General English Language /C1 General English Language						H	
10	French Language A1.0/ German Language A1.0/ Turkish Language						H	

	A1.0/Spanish Language A1.0							
11	French Language A1/ German Language A1/ Turkish Language A1/Spanish Language A1						H	
12	French Language A2.0/ German Language A2.0/ Turkish Language A2.0/Spanish Language A2.0						H	
13	French Language A2/ German Language A2/ Turkish Language A2/Spanish Language A2						H	
14	French Language B1.0/ German Language B1.0/Turkish Language B1.0/Spanish Language B1.0						H	
15	French Language B1/ German Language B1/Turkish Language B1/Spanish Language B1						H	
16	Information Technologies 1					M		
17	Information Technologies 2					H		
18	Information Technologies 3		M	M	H			
19	Information Technologies 4		M	M	H			
Mandatory Basic Subjects of Business Administration								
20	Principles of Microeconomics	H						
21	Principles of Macroeconomics	H						
22	P1 Professional English Language	L					H	
23	P2 Professional English Language	L					H	
24	P3 Professional English Language	L					H	
25	P4 Professional English Language	L					H	
26	Financial Accounting	H	L					
27	Managerial Accounting	H	H	L				
28	Business Law	H						H
29	Basic Marketing	H	L					M
30	Business Communication			M		H	M	L
31	Principles of Management	H	L	L				M
32	Business Statistics	H	L	M	H			
33	Introduction to Finances	H	H	H	H			

34	Corporate Social Responsibility	H						H
35	Data Analyse and Business Modeling	H	H	H	H			
36	Leadership	H		H				H
37	Strategic Management	H	H	H				
Mandatory Learning Courses of Finance Module								
38	Financial Reporting	L	H	M	H			
39	Taxation	H	H	H				H
40	Corporate Finances	L	H	M				
41	Investments	H	H	H	H			
42	Financial statement Analysis	L	H	M	H			
43	Banking	M	H					
44	International Finances	H	H					
45	Financial Markets and Institutions	M	H					
46	Merge, Acquisition, Reorganization	H	H	M	H			
47	Global Portfolio Management	M	H	M	H			
48	Business Plan Development		H	H	H	H		
Mandatory Learning Courses of Accounting and Audit Module								
49	Taxation 1	H	H	H				H
50	Introduction to Audit	H	H	H				
51	Financial Reporting 1	H	H	H				
52	Financial Reporting 2	L	H	H				
53	Taxation 2	H	H	H				H
54	Corporate Finances	M	H	M				
55	Advanced Course of Audit	M	H	H	H			
56	Accounting Informational Systems-ORIS Accounting	H	H	H				
57	International Financial Reporting Standards	H	H	M				
58	International Financial Reporting Standards for Small and Medium Enterprises	H	H	M				
59	Business Plan Development		H	H	H	H		
Mandatory Learning Courses of Marketing								

60	Consumer behaviour	H	H	M				M
61	Marketing Research	H	H	H	H			M
62	Sales Management	H	H	H				L
63	Brand Management	H	H	H	H			
64	Service-Organizations Marketing	H	H	M				
65	Strategic Marketing	M	H	H	H			
66	Integrated Marketing Communication	M	H	H				
67	Public Relations Strategy	M	H	H				
68	Project Management	H	H	H				
69	Digital Marketing and E-Commerce	M	H	H				
70	Business Plan Development		H	H	H	H		
Mandatory Learning Courses of Management Module								
71	Consumer Experience Management	H	H	H				H
72	Opportunity Management	H	H	H				
73	Organizational Behaviour	H	H					M
74	Operations Management	H	H	H				
75	Entrepreneurship	M	H	H				
76	Human Resources Management	H	H	H				H
77	Negotiations	H	H	H				M
78	Project Management	H	H	H				
79	Total Quality Management	H	H	H				
80	Supply Chain Management and Logistics	M	H					
81	Innovation Management	M	H	H				
82	Business Plan Development		H	H	H	H		

Map of Objectives and Learning Outcomes

Program Objectives Program Learning Outcomes	<p>Obj. 1 - To give wide theoretical and practical skills of business administration as in basic, as well as functional directions, such as finances, marketing, management, accounting and audit;</p>	<p>Obj. 2 - To develop skills necessary for different level of managerial position and prepare to effectively fullfill relevant functions (finansist, marketer, accountant-auditor and etc.) for local and internationl companies.</p>	<p>Obj. 3 - To give theretical knowledge and improve skills necessary for entrepreneurial activity;</p>	<p>Obj. 4 - To offer the program matching educational business programs of international universities, which helps him/her to deepen the knowledge in high educational institutions of Georgian and abroad.</p>	<p>Obj. 5 - To establish worldvision and values, which makes him/her a person competitive, high qualified, morally perfect, loyal to the universal ideals, ethically responsible and with high public self-consciousness.</p>
<p>P.L.O.1. - To define, describe and discuss about the basic theories, concepts, models and approaches of business administration and chosen specialization (finances or accounting or marketing or management);</p>	H	H	H	H	M
<p>P.L.O.2. Based on the task set before him/her</p> <ul style="list-style-type: none"> - Determine the business model for assessing business environment, idea and/or project, - Set goals to achieve plan the necessary steps - make relevant decisions 	H	H	H	H	M

P.L.O.3. To use necessary knowledge and skills for relevant managerial position;	M	H	L		
P.L.O.4. To analyse current situations based on relevant models and analytical methods, identify core issues and make applicable decisions.	M	H	H		
P.L.O.5. Effective written and oral communication related to the sphere of business administration in local and international environment.			H	H	
P.L.O.6. To communicate in foreign language on general and business related topics.			M	H	
P.L.O.7. To define and be aware of the meaning of global citizenship worldvision, human values, social responsibility and ethical behavior.		M	L	H	H

Human Resources of Program

№	Name, Surname	Status	Course
1	Aza Canturia	Professor	Information technologies 3,4
			Information technologies 3,4
			Data Analysis and Business Modeling
2	Aleksandre Mikeladze	Assistant	Financial Accounting
			Managerial Accounting
			International Finances
3	Amalia Mkhitariani	Invited lecturer	Spanish Language A1.0/A1/A2.0/A2/B1.0/B1
4	Ana Ananiashvili	Associate Professor	Financial Reporting
			Financial statement Analysis
			Financial Reporting 1,2
			International Financial Reporting Standards
5	Ana Gadakhabadze	Invited lecturer	B1, B2, C1 General English Language
			P1, P2, P3, P4 Professional English Language
6	Ana Nachkebia	Invited lecturer	Introduction to Finance
			Corporate Finance
7	Archil Gomiashvili	Associate Professor	Introduction to Finance
			Corporate Finance
			Merge, acquisition, reorganization
8	Bela Sirbiladze	Invited lecturer	B1, B2, C1 General English Language
			P1, P2, P3, P4 Professional English Language
9	Boris Lezhava	Professor	Business Plan Development
			Strategic Marketing
10	Gaioz Sanadze	Invited lecturer	Global Portfolio Management
			Investments
11	Givi Gvetadze	Invited lecturer	Financial Accounting
			Managerial Accounting
12	Giorgi Asatiani	Assistant	Business Law
13	Giorgi Datukishvili	Professor	Data Analysis and Business Modeling
14	Giorgi Lobzhanidze	Professor	Calculus 1, Calculus 2, Linear Algebra
15	Giorgi Natroshvili	Professor	Introduction to Finance
			Corporate Finance
16	Guranda Chelidze	Professor	Introduction to Political Sciences
17	Davit Papiashvili	Invited lecturer	Taxation
18	Davit Aslanishvili	Professor	Financial Markets and Institutions
			Monetary Policy
19	Davit Tutberidze	Invited lecturer	Principals of Microeconomics Principals of Macroeconomics
			Business Statistics

20	Davit Kapanadze	Professor	Business Statistics
21	Davit Tsiklauri	Assistant	Marketing Research
22	Dara Ahmed	Assistant	Principals of Management
			leadership
			Operations Management
23	Dimitri Abuladze	Invited lecturer	Integrated Marketing Communication
24	Eka Kvachantiradze	Professor	History of Georgia
			History of World Civilization
25	Elene Jgarkava	Associate Professor	Brand Management
			Public Relations Strategy
26	Emil Avdaliani	Invited Lecturer	World Political-Economic and Social Geography
27	Erekle Pirveli	Associate Professor	Financial Accounting
			Managerial Accounting
			Financial Reporting 1,2
			Accounting Program -Balance
28	Valeria Kajaia	Invited Lecturer	Strategy for Trading Channels
29	Vakhtang Berishvili	Assistant	Business Plan Development
30	Vano Chiaureli	Invited Lecturer	Introduction to Philosophy
31	Zurab Bragvadze	Professor	History of Georgia
32	Zurab Maisuradze	Invited Lecturer	Business Communication
			Strategic Management
33	Tatia Burduli	Invited Lecturer	Sports Marketing
34	Tatia Tskhadaia	Invited Lecturer	Academic writing and Speech Culture
35	Tamar Fvenetadze	Invited Lecturer	Principals of Marketing
36	Tamar Elbakidze	Invited Lecturer	German Language A1.0/A1/A2.0/A2/B1.0/B1
37	Tamar Lomadze	Associate Professor	B1, B2, C1 General English Language
			P1, P2, P3, P4 Professional English Language
38	Tamar Charkviani	Invited Lecturer	Introduction to Sociology
39	Tamar Javakhishvili	Invited Lecturer	Principals of Marketing
			Creative Content Marketing
40	Tamar Mshvidobadze	Invited Lecturer	B1, B2, C1 General English Language
			P1, P2, P3, P4 Professional English Language
41	Tea Kbiltsetskhlishvili	Associate Professor	International Finance
			Financial Markets and Institutions
			Financial Institutions Management

42	Teimuraz Partskhaladze	Assistant Professor	Introduction to Audit
			Advanced Course of Audit
			International Financial Reporting Standards
			International Financial Reporting Standards for small and medium enterprises
43	Temuri Jangveladze	Invited Lecturer	Calculus 1, Calculus 2, Linear Algebra
44	Tengiz Taktakishvili	Assistant Professor	Principals of Microeconomics, Principals of Macroeconomics
45	Tinatin Gelekva	Invited lecturer	French Language A1.0/A1/A2.0/A2/B1.0/B1
46	Tinatin Magradze	Invited lecturer	Total Quality Management
			Supply chain Management and Logistics
47	Tinatin Dzotsenidze	Invited lecturer	German Language A1.0/A1/A2.0/A2/B1.0/B1
48	Iza Gigauri	Associate Professor	Corporate Social Responsibility
49	Irakli Kipiani	Invited Lecturer	Business Statistics
50	Irina Kitiashvili	Invited Lecturer	Operations Management
51	Karl Augustson	Associate Professor	P1, P2, P3, P4 Professional English Language
52	Lali Kakhidze	Invited Lecturer	Information Technologies 1,2
53	Larisa Patariaia	Invited Lecturer	Strategic Management
54	Levan Tediashvili	Invited Lecturer	Taxation 1,2
55	Levan Salukvelidze	Invited Lecturer	Precalculus
56	Lela Abdushelishvili	Associate Professor	Business Communication
57	Lela Ksovreli	Assistant	Financial Accounting
			Managerial Accounting
58	Lela Kopperia	Invited Lecturere	Corporate Social Responsibility
59	Lia Ivanishvili	Invited Lecturer	B1, B2, C1 General English Language
			P1, P2, P3, P4 Professional English Language
60	Lika Svanidze	Invited Lecturer	Information Technologies 3,4
61	Lili Bibilashvili	Invited Lecturer	Human Resource Management
62	Lili Petriashvili	Invited Lecturer	Information Technologies 1,2
63	Maia Gogiashvili	Invited Lecturer	Precalculus

64	Manana Porchkhidze	Invited Lecturer	B1, B2, C1 General English Language
			P1, P2, P3, P4 Professional English Language
65	Maria Ghlonti	Invited Lecturer	Project Management
			Negotiations
66	Mariam Beridze	Invited Lecturer	B1, B2, C1 General English Language
			P1, P2, P3, P4 Professional English Language
67	Mariam Gabisonia	Invited Lecturer	B1, B2, C1 General English Language
			P1, P2, P3, P4 Professional English Language
68	Mariam Ioseliani	Invited Lecturer	Business Law
69	Mariam Manjgaladze	Professor	Academic Writing and Speech Culture
70	Marina Metreveli	Invited Lecturer	German Language A1.0/A1/A2.0/A2/B1.0/B1
71	Marina Nebieridze	Invited Lecturer	French Language A1.0/A1/A2.0/A2/B1.0/B1
72	Marina Khazaradze	Invited Lecturer	B1, B2, C1 General English Language
			P1, P2, P3, P4 Professional English Language
73	Marina Losaberidze	Invited Lecturer	French Language A1.0/A1/A2.0/A2/B1.0/B1
74	Marita Genebashvili	Invited Lecturer	Digital Marketing and E-Commerce
75	Merab Pipia	Invited Lecturer	French Language A1.0/A1/A2.0/A2/B1.0/B1
76	Mzia Gogiashvili	Invited Lecturer	Turkish Language A1.0/A1/A2.0/A2/B1.0/B1
77	Mzia Tediashvili	Professor	Introduction to Psychology
			Organizational Behavior
78	Natia Datuashvili	Invited Lecturer	German Language A1.0/A1/A2.0/A2/B1.0/B1
79	Nana Chkhobadze	Invited Lecturer	Financial Reporting
			International Financial Reporting Standards
80	Nana Khomeriki	Invited Lecturer	B1, B2, C1 General English Language
			P1, P2, P3, P4 Professional English Language
81	Nanuli Balavadze	Invited Lecture	Precalculus
82	Nato Kublashvili	Invited Lecturer	Spanish Language A1.0/A1/A2.0/A2/B1.0/B1
83	Nato Kharshiladze	Invited Lecturer	Turkish Language A1.0/A1/A2.0/A2/B1.0/B1
84	Nino Andriadze	Associate Professor	Principals of Managemnt
			Consumer Behavior
			Consumer experience Management
			Opportunity Managemnt
85	Nino Tatoshvili	Invited Lecturer	B1, B2, C1 General English Language

			P1, P2, P3, P4 Professional English Language
86	Nino Kekenadze	Invited Lecturer	Financial accounting Managerial Accounting
87	Nino Kuntseva-Gabashvili	Professor	Innovations Management
88	Nino Lomidze	Invited Lecturer	Information Technologies 1,2
89	Nino Meskhishvili	Associate Professor	Business Law
90	Nino Surmava	Invited Lecturer	Corporate Social Responsibility
91	Nino Kavtaradze	Invited Lecturer	French Language A1.0/A1/A2.0/A2/B1.0/B1
92	Nino Kurdiani	Invited Lecturer	Banking Global Portfolio Managemnt
93	Nugzar Skhirtladze	Professor	Calculus 1,Calculus 2,Linear Algebra
94	Nukri Vacheishvili	Invited Lecturer	Financial Statement Analysis
95	Otar Chedia	Professor	Principals of Microeconomics,Principals of Macroeconomics
96	Paata Brekashvili	Professor	Principals of Managemnt Business Plan Development Organizational Behavior
97	Paata Ramishvili	Invited Lecturer	History of Georgia History of World Civilization
98	Revaz Tsitskishvili	Professor	Calculus 1,Calculus 2,Linear Algebra
99	Rusudan Markozashvili	Invited Lecturer	Information Technologies 1,2
100	Rusudan Chachanidze	Invited Lecturer	Financial Accounting Managerial Accounting Business Plan Development
101	Salome Zhvania	Invited Lecturer	Introduction to Philosophy
102	Salome Sikharulidze	Invited Lecturer	Service Organizations Marketing Costumer service (service plus)
103	Salome Argvliani	Invited Lecturer	Human Resource Managemnt
104	Salome Tkeshelashvili	Invited Lecturer	Retail Management
105	Sophio Katamidze	Invited Lecturer	Sales Managemnt
106	Ketevan Berishvili	Invited Lecturer	B1, B2, C1 General English Language P1, P2, P3, P4 Professional English Language
107	Ketevan Datukishvili	Professor	Data Analysis and Business Modeling

108	Ketevan Intskirveli	Assistant	Academic Writing and Speech Culture
109	Ketevan Nikoladze	Invited Lecturer	German Language A1.0/A1/A2.0/A2/B1.0/B1
110	Ketevan Tabatadze	Invited Lecturer	Accounting Information Systems ORIS Accounting
111	Ketevan Kanchashvili	Invited Lecturer	Leadership
			Negotiations
112	Ketevan Tatoshvili	Invited Lecturer	Leadership
			Innovations Management
113	Shota Murtskhvaladze	Invited Lecturer	Entrepreneurship
			Business Model Innovation
114	Tsisana Bibileishvili	Professor	French Language A1.0/A1/A2.0/A2/B1.0/B1
115	Khatuna Basilashvili	Invited Lecturer	B1, B2, C1 General English Language
			P1, P2, P3, P4 Professional English Language