



Caucasus University

Caucasus School of Business

Name of Educational Programme			
ბიზნესის ადმინისტრირების (ფინანსები, მარკეტინგი, მენეჯმენტი) სამაგისტრო პროგრამა			
Name of Educational Programme in English			
Master's Program in Business Administration (Finance, Marketing, Management)			
Level of Higher Education			
			Master
Type of Educational Programme			
			Academic
Language of Instruction			
			Georgian
Awarded Qualification, Code			
In Georgian:	ბიზნესის ადმინისტრირების მაგისტრი 02		
In English:	Master of Business Administration 02		
Date of Program Approval	25.06.2019 #137		
Date of Program Renewal	18 January, 2019		
Program Coordinator/Co-Coordinator	Archil Gomiashvili Boris Lezhava		

Program Volume in Credits			
<p>The Master's program of Business Administration comprises 120 ECTS credits. The standard official duration of the Master's Degree Program is 2 years. After expiration of the standard duration of the 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 9) by retaining the student's status.</p> <p>Academic year is a unity of the semesters and a holiday period between them. Each academic year comprises 3 semesters, with each semester comprising academic weeks, including additional exams and period of assessing the student's achievement on additional exams.</p>			

Master's program in Business Administration is envisaged as 90 ECTS credits of mandatory and optional courses, from which 65 ECTS credits are mandatory and 25 ECTS credits belong to 5 teaching course of optional specialization. The program offers 3 specializations: marketing, finances, management and allows students to choose 5 optional teaching course from offered specialization module. 30 ECTS credits are for master's thesis/project. In each semester student can generate 20 ECTS credits. In total student is obliged to cover 120 ECTS credits, including master's work/project.

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).

Program Admission Precondition

- Diploma confirming bachelor's academic degree
- Successfully passing of B type test in the Unified Master's Examination
- Two years of working experience
- Passing the admission test relevant to the specification of Caucasus School of Business of Caucasus University (consists of realizing and writing component of English language-B2 level and general logic and quantitative discussion questions; In there is a document proving knowledge of the language, a person can be exempted from the exam)
- Successfully passing the interview in the specialization with the admission commission of Caucasus School of Business

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 by implementing theory and practice oriented studies, training of competitive, high qualified, morally perfect managers of business administration, who follows democratic ideals, who with necessary skills based on modern theoretical knowledge developed by practical activity and democratic values acknowledged around the world and with deep recognition CSR principles will manage to contribute to the successful administration of business.</p> <p>The objective of the masters program of business administration are as follows:</p> <ul style="list-style-type: none"> Obj.1 To give a knowledge based on research of business administration, which is directed to use this knowledge in practice and according to their choice of specialization give deep knowledge in one of the specializations (Finances, Marketing or Management); Obj.2 To develop skills necessary for middle and high managerial positions (financial manager, marketing manager, PR manager, HR manager, director or etc.) and prepare to fulfill functions and positions of leader in the company; Obj.3 To motivate for entrepreneurial and innovative start-ups; Obj.4 To support career development of students and graduates based on their knowledge and developed skills; Obj.5 To develop global civil worldvision, democratic and human values and strengthen approaches of social responsibility and ethical behavior; <p>The main accents are on the development of individual entrepreneurial and strategic views to achieve original and comprehensive management. Specialists of masters program of business administration have opportunity to get a deep professional education in the art of management, with the disciplines of general specialization. The program is designed with theoretical and analytical methodologies and is full of business-situation analysis, which is additional pre-condition for the preparation and professional development. Above mentioned system of the master's program supports to the share of experience between qualified, experienced students and achievement of the program objectives.</p>
<p>Program Learning Outcomes</p>	<p>To fully control challenges of business in the modern environment, graduates of the program will receive high quality sectoral education, which is clearly oriented on the usage of management and is the base of the success on the way of future professional development and gives graduates various possibilities to synthesize theoretical and practical knowledge.</p> <p>The learning outcomes of the program are as follows:</p> <ul style="list-style-type: none"> P.L.O.1. To analyse and manage functional areas of commercial and non-commercial organizations, financial sphere, marketing sphere, different functional areas of operational and strategic planning of organization; P.L.O.2. To evaluate and use deep and systematic knowledge of theories and principles of business management, synthesize different approaches based on these identifications of the problem, planning of the ways of solving them on the local and international scale;

	<p>P.L.O.3. To gain skills of independent work and independently implementation of the research using latest methods and approaches;</p> <p>P.L.O.4. To systematize issues that characterize the business sector in the different functional areas of the organization (including organization strategy, financial strategy, marketing strategy, operations and etc.) as well as integration of specific features, evaluation, develop recommendations on actions to be performed and predict possible outcomes;</p> <p>P.L.O.5. To use new ways of decision making-solving issues and problems related to the management and functioning of the organization;</p> <p>P.L.O.6. To gain the skill of developing new ideas, innovations, creativity and systemic thinking on the basis of critical analyse of the information;</p> <p>P.L.O.7. To demonstrate skills of conclusion, argumentation and communication of research methods and results in Georgian and English languages in front of professionals;</p> <p>P.L.O.8. To take part in the evaluation of the value dependence of Georgian and international sociates, act accordingly and implement new values.</p>
<p>Areas of Employment</p>	<p>Graduates of Master’s program of Caucasus School of Business can open and manage their own business, occupy middle and high managerial positions according to their specializations in private, public and non-governmental organizations. Graduates are employed in any sector of the business:</p> <ul style="list-style-type: none"> ➤ Banking Industry ➤ Insurance Industry ➤ Retail and Hole Sale Industry ➤ Heavy and Light Industry ➤ Different Types of Service Industry ➤ Different Governmental Structures ➤ Non-Governmental Sector and etc.
<p>Possibility to Continue Studies</p>	<p>The Program graduates are entitled to pursue education at PhD Programs</p>

<p>Evaluation System of Student's Knowledge</p>	
<p>The attainment of student’s learning outcomes considers the interim and final evaluations. Out of 100 points, the interim results are allocated 70 points, while the final exam results are 30 points.</p> <p>In both of the components (interim and final) the minimum competency barrier is allocated.The detailed information</p>	

regarding the minimum competency barrier is given in course syllabus, which is upload in the electronic system of learning process management before the learning process starts.

In the interim results the student has to accumulate at least 41 points of the 70 points to be allowed to retake the final exam.

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.

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.

Accumulated points of additional exam are not added to points of final assessment. Evaluation received in additional exam is the final exam evaluation and is reflected in the final assessment of learning component of the learning program.

Science-research component is evaluated by 100 points, in accordance to one-time evaluation. Evaluation criteria's and procedures are in the provisions of Master's program of the relevant school.

Teaching and Learning Methods

During the learning process based on the specification of the course following teaching and learning methods are used:

- Verbal Method
- Working on the Book
- Written Working Method
- Method of Demonstration
- Discussions/debates
- Case Studies
- Explanatory method
- Problem Based Learning (PBL)
- Brain storming
- Deduction, Analysis Method
- Synthesis

Methods are concluding and including each other during teaching-learning process. Teaching-learning methods of the specific course will be defined in the syllabus of the relevant course.

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:

Member 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
- Aju 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

Business-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

Governmental and other entities:

- 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 appropriate 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 in its own new building, which is located in 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 as are follow: 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	ECTS Credits									
				I Year			II Year						
				I semester	II semester	III semester	IV semester	V semester	VI semester				
Mandatory learning courses of Master													
1.	MBA 5111		Economic for Managers	5									
2.	MBA 5112		Statistical Analyse for Managers	5									
3.	MBA 5113		Finacial Accounting for Financial Decisions	5									
4.	MBA 5115		Leadership	5									
5.	MBA 5212		Business Modeling		5								
6.	MBA 5511		Organizational Behavior		5								
7.	MBA 5310	MBA 5112	Systems and Operation Management		5								
8.	MBA 5512	MBA 5113	Managerial Accounting and Control		5								
9.	MBA 5412		Marketing Management			5							
10.	MBA 5414		Project Management			5							
11.	MBA 5611	MBA 5512	Finance for Managers			5							
12.	MBA 5910	MBA 5511 MBA 5611 MBA 5412	Strategic Management				5						
13.	MBA 5515		Seminar in Master's Thesis					5					
<p>Remark: After completing mandatory learning courses student chooses specialization from the following specializations: Finance, Marketing and Management. After choosing the specialization student takes 5 specialization learning courses.</p>													
Optional learning courses of Management Specialization													

№	Course Code	Prerequisite	Course/Module	ECTS Credits					
				I Year			II Year		
				I semester	II semester	III semester	IV semester	V semester	VI semester
(From these courses student takes 5 learning course in case he/she chooses management specialization. Two learning course in IV semester, three learning course in VI semester)									
1.	MGS 5711	MBA 5511	Entrepreneurship and Enterprise				10	15	
2.	MGS 5712	MBA 5511	HR Management						
3.	MGS 5910	MBA 5511	Organizational Theory						
4.	MGS 5611	MBA 5511	Innovation Management						
5.	MBA 5114		Negotiations						
6.	MGS 5612	MBA 5511	Employer Brand Development						
7.	MGS 5613	MBA 5511	Change Planning and Management						
Optional learning courses of Finance Specialization									
(From these courses student takes 5 learning course in case he/she chooses finance specialization. Two learning course in IV semester, three learning course in V semester) One learning course Corporate Finances is mandatory, remained four learning course can be completed from two different modules.									
1.	MBA 5110		Taxation				10	15	
2.	FI 5811	MBA 5611	Corporate Finances (Advanced Course)						
3.	FI 5711	MBA 5611	Evaluation of Financial Assets						
4.	FI 5911	MBA 5611	Financial Institutions Management						
5.	FI 5712	FI 5811	Evaluation of Financial Assets						
6.	FI 5611	FI 5811	Financial Planning and Budgeting						
7.	FI 5612	FI 5712	Merge, Acquisition, Reorganization						
8.	FI 5613	FI 5811	Entrepreneurial Finances						
9.	FI 5516	FI 5911	Commercial Bank Management						
10.	FI 5914	FI 5911	Financial Risk Management						
11.	FI 5713	FI 5711	Global Portfolio Management						
12.	FI 5913	FI 5711	Financial Markets and Institutions						
Optional learning courses of Marketing Specialization									
(From these courses student takes 5 learning course in case he/she chooses finance specialization. Two learning course in IV semester, three learning course in V semester) Consumer Behavior, Strategic Marketing and Marketing Planning and Strategic Brand Management are Mandatory									
1.	MK 5711	MBA 5412	Consumer Behavior						

№	Course Code	Prerequisite	Course/Module	ECTS Credits					
				I Year			II Year		
				I semester	II semester	III semester	IV semester	V semester	VI semester
2.	MK 5912	MBA 5412	Strategic Marketing and Marketing Planning				10	15	
3.	MK 5823	MBA 5412	Strategic Brand Management						
4.	MK 5813	MBA 5412	New Product Management						
5.	MK 5611	MBA 5412	Pricing Strategy and Tactics						
6.	MK 5612	MBA 5412	Advertisement and Public Relations						
7.	MK 5613	MBA 5412	Digital Marketing Strategy						
Master's Thesis									
1.	FMP 5957		Master's Thesis						30
ECTS Credits in a Year				60			60		

Map of Learning Outcomes

<p>Program Objectives</p> <p>Program Learning Outcomes</p>	<p>Obj. 1 Obj.1 To give a knowledge based on research of business administration, which is directed to use this knowledge in practice and according to their choice of specialization give deep knowledge in one of the specialization (Finances, Marketing or Management)</p> <p>Obj. 2 To develop skills necessary for middle and high managerial positions (financial manager, marketing amnager, PR manager, HR manager, director or etc.) and prepare to fulfill funtions and positions of leader in the company; ob</p> <p>Obj. 3 To motivate for entrepreneurial and innovative start-ups;</p> <p>Obj. 4 To support career development of students and graduates based on the knowledge and developed skills;</p> <p>Obj. 5 To develop global civil worldvision, democratic and human values and strengthen approaches of social responsibility and ethical behavior;</p>					
<p>P.L.O.1. To analyse and manage functional areas of commercial and non-commercial organizations, financial sphere, marketing sphere, different functional areas of operational and strategic planning of organization;</p>	<p>High¹</p>	<p>High</p>	<p>Average²</p>	<p>High</p>	<p>Low³</p>	
<p>P.L.O.2. To evaluate and use deep and systematic knowledge of</p>	<p>High</p>	<p>High</p>	<p>High</p>	<p>High</p>	<p>Low</p>	

¹ Connection between learning outcomes and objectives of the program is **High**

² Connection between learning outcomes and objectives of the program is **Average**

³ Connection between learning outcomes and objectives of the program is **Low**

theories and principles of business management, synthesize different approaches and based on these identification of the problem and planning of the ways of solving them on the local and international scale;					
P.L.O.3. To gain skills of independent work and independently implementation of the research using latest methods and approaches;	High	High	High	High	Low
P.L.O.4. To systematize issues that characterize the business sector in the different functional areas of the organization (including organization strategy, financial strategy, marketing strategy, operations and etc.) as well as integration of specific features, evaluation, develop recommendations on actions to be preformed and predict possible outcomes;	High	High	High	High	Low
P.L.O.5. To use new ways of decision making-solving issues and problems related to the management and functioning of the organization;	Average	High	High	Average	Low
P.L.O.6. To gain the skill of developing new ideas, innovations, creativity and systemic thinking on the basis of critical analyse of the information;	Average	High	High	Average	High
P.L.O.7. To demonstrate skills of conclusion, argumentation and communication of research methods and results in front of professionals;	Average	High	Average	Average	High
P.L.O.8. To take part in the evaluation of the value dependence of Georgian and international sociates, act accordingly and implement new values.	Low	Low	High	Average	High

Semester		Program Learning Outcomes							
სასწავლო კურსი / მოდული / პრაქტიკა/კვლევითი კომპონენტი									
1	Economics For Managers	Average	High	High					
1	Statistical Analysis for Managers	High	High	High			High		
		P.L.O.1. To analyse and manage functional areas of commercial and non-commercial organizations, financial sphere, marketing sphere, different functional areas of operational and strategic planning of organization;	P.L.O.2. To evaluate and use deep and systematic knowledge of theories and principles of business management, synthesize different approaches and based on these identification of the problem and planning of the ways of solving them on the local and international scale;	P.L.O.3. To gain skills of independent work and independently implementation of the research using latest methods and approaches;	P.L.O.4. To systematize issues that characterize the business sector in the different functional areas of the organization (including organization strategy, financial strategy, marketing strategy, operations and etc.) as well as integration of specific features, evaluation, develop recommendations on actions to be preformed and predict possible outcomes;	P.L.O.5. To use new ways of decision making-solving issues and problems related to the management and functioning of the organization;	P.L.O.6. To gain the skill of developing new ideas, innovations, creativity and systemic thinking on the basis of critical analyse of the information;	P.L.O.7. To demonstrate skills of conclusion, argumentation and communication of research methods and results in front of professionals;	P.L.O.8. To take part in the evaluation of the value dependence of Georgian and international societies, act accordingly and implement new values.

1	Financial Accounting for Financial Decisions	High	High						Low
1	Leadership	High	High		High	Average		High	High
2	Business Modelling	Average	High	High		High	High		
2	Organizational behavior	High	High						
2	Systems and Operations Management	High	High		High	Average			
2	Managerial Accounting and Control	High	High		High	High			
3	Marketing Management	High	High	Low	High	High	High	Average	Average
3	Finances for Managers	High	High		High	High			Average
4	Project Management	High	High	Average			High	Average	
4	Strategic Management	High	High	Average	High	High		High	Average
5	Seminar in Master's Thesis			High				High	
4/5	Entrepreneurship and Enterprise	High	High	Average	High	High	High	Average	Average
	Negotiations	High	High					High	
	HR Management	High	High						High
	Organizational Theory	High	High			High			High
	Innovation Management	High	High	Average	High	Average	High		
	Employer Brand Development	Average	High				High		High

	Change Planning and Management	High	High			High	High		Average
4/5	Consumer Behavior	High	High	Average			High		High
	Strategic Marketing and Marketing Planning	High	High	Average	High	Average		High	Average
	Strategic Brand Management	High	High		High	Average		High	
	New Product Management	High	High		High		High		
	Pricing Strategy and Tactics	High	High						Average
	Advertisement and Public Relations	Average	High					High	Low
	Digital Marketing Strategy	Average	High					High	Low
4/5	Taxation	Average	High						High
	Corporate Finances (Advanced Course)	High	High	High	High	High	High	Average	Average
	Evaluation of Financial Assets	Average	High	Average	High	Average	High	Average	Average
	Financial Institutions Management	High	High	Average	High	Low	High	Average	Average
	Financial Statements Analysis	Low	Average	Average	High	Low	High	High	Low
	Financial Planning and Budgeting	Average	Average	Average	High	Low	High	High	Low
	Merge, Acquisition and Reorganization	High	High	Average	High	Average	High	Average	Average
	Entrepreneurial Finances	High	Average	High	High	High	High	Low	Average
	Commercial Banks Management	High	High	Average	High	Average	High	Average	Average

	Financial Risk Management	Low	Average	Average	Average	Low	High	Low	Low
	Global Portfolio Management	Average	Average	High	High	Average	High	Average	Average
	Financial Markets and Institutions	Low	Average	High	Average	Low	Average	Low	Low

Human Resources of Program

Name and Surname	Status	Learning Course
Andro Dgebuadze	Invited Lecturer	Business Modelling
Archil Gomiashvili	Associated Professor	Finances for Managers
		Merge, Acquisition and Reorganization
		Entrepreneurial Finances
Archil Gomiashvili	Associated Professor	Financial Planning and Budgeting
Giorgi Natroshvili	Professor	Financial Planning and Budgeting
Archil Gomiashvili	Associated Professor	Corporate Finances (Advance Course)
Vakhtang Berishvili	Assistant	Corporate Finances (Advance Course)
Tamar Labartkava	Invited Lecturer	Systems and Operations Management
Tea Kbiltsetskhlashvili	Associated Professor	Financial Markets and Institutions
Tinatin Janashvili	Invited Lecturer	Employer Brand Development
Kakha Shengelia	Professor	Strategic Management
Rusudan Chachanidze	Invited Lecturer	Strategic Management
Lili Bibilashvili	Invited Lecturer	HR Management

Name and Surname	Status	Learning Course
Boris Lezhava	Professor	New Product Management
		Pricing Strategy and Tactics
Boris Lezhava	Professor	Strategic Marketing and Marketing Planning
Davit Tsiklauri	Assistant	Strategic Marketing and Marketing Planning
Gaioz Sanadze	Invited Lecturer	Evaluation of Financial Assets
		Global Portfolio Management
Giorgi Natroshvili	Professor	Financial Statements Analysis
Giorgi Natroshvili	Professor	Managerial Accounting and Control
Davit Aslanishvili	Professor	Managerial Accounting and Control
Elene Jgarkava	Associated Professor	Strategic Brand Management
Vakhtang Berishvili	Assistant	Financial Risks Management
Otar Tchedia	Professor	Economics for Managers
Davit Aslanishvili	Professor	Financial Accounting for Financial decisions
		Financial Institutions Management
		Commercial Banks Management

Name and Surname	Status	Learning Course
Davit Kapanadze	Professor	Statistical Analysis for Managers
Davit Tsiklauri	Assistant	Marketing Management
Tamar Turashvili	Invited Lecturer	Leadership
Manana Dzebisashvili	Invited Lecturer	Taxation
Marita Genebashvili	Invited Lecturer	Digital Marketing Strategy
Mzia Tediashvili	Professor	Consumer Behavior
Nikoloz Panjanadze	Invited Lecturer	Seminar in Master's Thesis
Nino Andriadze	Associated Professor	Entrepreneurship and Enterprise
		Change Planning and Management
Nino Kuntseva-Gabashvili	Professor	Innovation Management
Paata Brekashvili	Professor	Organizational Behavior
		Negotiations
		Organizational Theory
Rusudan Strelkova	Invited Lecturer	Advertising and Public Relations
Fiqria Basilidze	Invited Lecturer	Project Management