



Sulkhan-Saba Orbeliani
UNIVERSITY

Master's educational program

Name of the program	Business Administration
Head of the program	Professor Nino Papachashvili
language of instruction	Georgian (with English components)
Qualification to be awarded	Master of Business Administration
Program volume in credits	120 ECTS. more than 75 (one credit = 25 astronomical hours).
Program approval date and protocol number	17.02.2017 No. 01-17
Program update date and protocol number	08.09.2023 No. 04-23

Purpose of the program

The Master's Program in Business Administration, in accordance with the mission of Sulkhan-Saba Orbelian University, aims at modern theoretically-practical of knowledge having, competitive, of labor of the market on requests calculated qualified specialist to prepare which own contribution will enter educated civil of society to form and country the future in development.

The aim of the master's program is to prepare business she Master of Administration academic quality having a qualified specialty-
Sti Equipped with deep and systematic theoretical knowledge of the field of business administration, which

- will critically understand the latest achievements in the field of management activities and will develop innovative, original ideas to increase the effectiveness of management;
- freely orients to success in a changing business environment, including in conditions of complex or incomplete information, and will be able to find and use new, original ideas to solve complex problems; makes strategic decisions based on critical analysis of information and innovative synthesis;
- independently conducts research in the field of business administration, adhering to the principles of academic integrity, using the latest methods and approaches, and presenting arguments and conclusions to both the academic and professional community in compliance with academic ethics standards;
- develops professional knowledge and practice of business management with own contribution; It also manages and adapts to

a complex, unpredictable, multidisciplinary learning and work environment through innovative strategic approaches;

- He conducts his own studies independently and takes responsibility for the activities and professional development of others.

learning outcomes

1. Knowledge and awareness

graduate

1.1 will have deep and systematic theoretical knowledge of the field of business administration, which includes modern concepts of management, managerial economics, strategic management, strategic marketing management, value chain management, sales management, management accounting, financial management, project management and other areas;

1.2 In order to increase the effectiveness of management, he will be aware of the need to critically understand the latest achievements in the field of management activities and develop innovative, original ideas.

1.3. He will be aware of the need and obligation to take responsibility in the process of business administration.

2. Skill

Graduate

2.1. will be able to orient freely in a changing business environment, including in conditions of complex or incomplete information;

2.2. will be able to find and use new, original ideas to solve complex problems of business administration; based on critical analysis and innovative synthesis of information, will be able to evaluate a specific business situation and make an appropriate strategic decision;

2.3. in the field of business administration, will be able to conduct research independently, adhering to the principles of academic integrity, while using the latest methods and approaches;

2.4. In the field of business administration, he argues in an argumentative manner and presents research results and conclusions to both the academic and the professional community in compliance with the standards of academic ethics.

3. Responsibility and autonomy

Graduate

3.1. will be able to contribute to the professional knowledge and practice of business administration;

3.2. will use the theoretical knowledge of business administration in managing a complex, unpredictable, multidisciplinary learning and work environment and will adapt through innovative strategic approaches;

3.3. will be able to independently manage one's own learning process for continuous professional development and at the same time take responsibility for others' professional development;

3.4. will be able to take responsibility for the activities of others.

Prerequisite for admission to the program

Enrollment in the master's program is carried out on the basis of the results of common master's exams and intra-university exams or in the cases defined by the law of Georgia on higher education, in accordance with the established rules, on the basis of administrative registration and the order of the rector. Intra-university exams reveal the general level of knowledge within the chosen specialty and the B2 level of the English language. Questions/tests of intra-university exams and criteria for evaluating students' knowledge will be posted on the university's website at least one month before the exams (<http://www.sabauni.edu.ge>)

Candidates who have a certificate of English language proficiency at B2 level are exempted from English language testing, as well as candidates who have completed a bachelor's or master's educational program in English in full or at least one full semester. candidate, which represents the B2 level of the

English language or Other certificates proving knowledge at B2 level, namely: FCE; IELTS- 5.5-6.5; TOEFL Paper 513-547; TOEFL CBT-183 – 210; TOEFL IBT- 65-78

Note:All the above certificates must be valid at the time of application and the applicant must be able to present them. Expired documents will not be considered.

It is possible to enroll in the master's degree program of business administration on a mobility basis twice a year, within the deadlines set by the Ministry of Education and Science of Georgia, following the mandatory procedures and the rules set by the university.

Enrollment in a master's educational program, or enrollment in a transfer manner from a recognized higher educational institution of a foreign country, is carried out based on the decision of the Ministry of Education and Science of Georgia.

teaching-learning method

- ✚ lecture
- ✚ Working in a working group
- ✚ practical work
- ✚ seminar
- ✚ Teaching with electronic resources
- ✚ e-learning
- ✚ other

Student knowledge assessment system

The assessment of the level of achievement of the student's learning results in the educational component of the educational program includes assessment forms - intermediate (one-time or multiple) and final assessment, the sum of which represents the final assessment (100 points).

Intermediate and final assessment (assessment forms) includes assessment component(s) that determine the method/methods of assessing the student's knowledge and/or skills and/or competencies (oral/written exam, oral/written survey, homework, practical/theoretical work, etc.). The assessment component combines uniform assessment methods (test, essay, demonstration, presentation, discussion, performance of practical/theoretical task, work in a working group, participation in discussion, solving a case study, etc.). The assessment method/methods are measured by the assessment criteria or the measuring unit of the assessment method, thereby determining the level of achievement of the learning outcomes.

Each evaluation form and component has a specific share in the final evaluation from the total evaluation score (100 points), which is reflected in the specific syllabus and is communicated to the student at the beginning of the academic semester.

Credit may not be awarded using only one form of assessment (interim or final assessment). Credit is given to the student only if he receives a positive assessment.

During the implementation of the educational program, the specific share of the minimum competence limit of the student's intermediate and final assessment is reflected in a specific syllabus and is communicated to the student at the beginning of the study semester. evaluation system lets go:

Five types of positive evaluation:

(A) Friad	91-100 assessment points;
(B) very good	81-90 points of the maximum assessment;
(C) OK	71-80 points of the maximum assessment;
(D) satisfactory	61-70 points of the maximum assessment;
(E) Sufficient	51-60 points of the maximum assessment.

Two types of negative evaluation:

(FX) failed	41-50 points of the maximum assessment, which means that the student needs more work to pass and is given the right to take the additional exam once with independent work;
(F) intercepted	40 points of the maximum assessment and less, which means that the work done by the student is not enough and he has to study the subject anew.

Assessment forms and components

Assessment forms and components	maximum score
Intermediate assessment, including:	70 points
Written/oral survey	30
Intermediate written/oral exam	30
Individual homework/presentation	10
Final assessment	30 points
Final written/oral exam	30
all	100 points

In case of acceptance of FX in the training component of the educational program, an additional exam will be scheduled no later than 5 calendar days after the announcement of the results of the final exam. The number of points obtained in the final assessment is not added to the grade received by the student in the additional exam. The grade obtained on the additional exam is the final grade and is reflected in the final grade of the training component of the educational program. In case of receiving 0-50 points in the final evaluation of the educational component, taking into account the evaluation received at the additional exam, the student is assigned an F-0 score.

field of employment

Graduates can be employed nationally and internationally in any business organizational-legal shape Average in organization, non-governmental organization and union and top ring as a manager, as an expert and as an analyst. During the study accepted Knowledge, awareness of responsibility and developed skills will also give him the opportunity to be employed by the state Central and local Self-government in organs.

The possibility of continuing education

Graduate studies can continue in foreign and Georgian higher educational institutions The highest GaNatLeAt the post-BA level (Ph.D.) Ph. Don the educational program, which is not considered as a prerequisite The need for a master's degree in another field/specialty.

Material resources necessary for the implementation of the program

The material resources owned and owned by the university ensure the realization of the goals of the master's educational program and the achievement of the planned learning outcomes:

buildings- The master's educational program is carried out under the 24-hour ownership of the university and in the buildings and structures in the property, where sanitary-hygienic and safety norms are observed (in the buildings installed Alarm, there is a fire-have Rebbe, there is video control on the perimeter, order guarded by a university security guard). The building fully complies with the standards set for higher educational institutions according to technical requirements, there is a lecture room equipped with appropriate equipment and inventory (projector, chairs, desks, blackboards, etc.) and auditoriums for practical classes.

library- The university library keeps the corresponding printed version of the master's educational program. An electronic fund accessible to students, visiting and academic staff. The library has a reading hall equipped with appropriate equipment (chairs, tables, computers). The library is multifunctional. Photocopier, which can be used by the student with the help of a library employee. In the reading room, students have the opportunity to use the Internet and international electronic resources (Legislative Bulletin, EBSCO, HeinOnline, ELSEVIER: Scopus, Science Direct, Scival Funding). The university library has an electronic catalog.

Academic staff workspace- A working environment equipped with appropriate inventory and equipment (chairs, tables, cabinets, computer connected to the Internet, multifunction photocopier) is created for the academic staff.

Information and communication technologies- In order to facilitate the implementation and administration of the master's educational program, the university uses information and communication technologies. There is software relevant to the master's educational program, the existing computer equipment responds to modern requirements, is connected to the Internet and is available to students, academic, visiting and administrative staff. An electronic system for evaluating students' knowledge and organizing teaching is used for the availability of evaluations for students, the administration's control of students' academic performance, and the promotion of the learning process. Through the website of the university, where the catalog of educational programs is posted, related to the implementation of educational programs and conducting the educational process, etc. Information, the university ensures publicity and accessibility of information.

Peculiarities of teaching organization

Georgia has a master's degree in business administration by law. Provided (major specialty and elective courses) consistent. To transfer knowledge according to the principle: from general to specific, from simple to complex.

The master's educational program is 120 credits long and includes teaching (90 credits) and research (30 credits - execution and defense of the master's thesis) components.

90 credits are distributed as follows: 72 credits are mandatory courses and 18 credits are optional courses.

Compulsory training courses provide an opportunity to master the basic competencies of business administration in depth.

Elective courses are offered in the second and third semesters and it is possible to choose from the elective courses within the given educational program, as well as from the courses offered in other master's programs operating within the university. Delivery of elective courses is determined by the university.

Elective courses are versatile and the master's student, taking into account the interests, can acquire/enhance specific knowledge and develop skills in global and entrepreneurial vision, innovative management, marketing, finance, strategy, analysis, human resource management, sustainable development and circular economy, public-private partnership and others in the direction

Within the framework of optional courses/credits, a master's student can take practice in the amount of 6 credits in the second or third semester.

After completing the program, the graduate competencies of the program represent through the provided courses. A set of tensions. Qualification provided by the program is awarded of the present master's educational program. In accordance with the LO plan, the

accumulation of at least 120 credits - with the program of GatwowLisciRequired by receiving credit in all required courses and program requirementsDo the willBis youDegad.

Curriculum of the educational program

No	subject code	prerequisite	module/subject	ECTS credit				student study load	
				Iyear		IIyear		Contact hours	independent hours
				semester					
				I	II	III	IV		
		Learning component							
		Compulsory training courses							
1		without prerequisites	Modern concepts of management (I)	6/150				31	119
2		without prerequisites	Managerial Economics (I)	6/150				31	119
3		without prerequisites	Academic Writing for Graduate Students (I)	3/75				19	56
4		without prerequisites	Business Law	3/75				19	56
5		without prerequisites	Leadership and Team Management (I)	6/150				31	119
6		without prerequisites	Business Statistics (I)	6/150				31	119

7		Business statistics	Research Methods for Business Students (D)		3/150			19	56	
8		Modern concepts of management	Strategic Management (D)		6/150			31	119	
9		without prerequisites	Management Accounting (I)		6/150			31	119	
10		Modern concepts of management	Strategic Marketing Management (I)		6/150			31	119	
11		Modern concepts of management	Value Chain Management (D)			6/150		31	119	
12		Management accounting	Financial Management (D)			6/150		31	119	
13		Modern concepts of management	Project Management (D) (P)			6/150		31	119	
14		Modern concepts of management	Sales Management (D)			3/150		19	56	
15		All required courses (70 credits)	Master's Thesis (D) (M) (P)				30/750	30	720	
		Elective courses (in the second semester - 9 credits; in the third semester - 9 credits)		can be selected semesters				ECTS		
				I	II	III	IV			
1		Strategic marketing management	Marketing Simulation (M) (P)			√		3/75	19	56

2		Strategic marketing management	International Brand Management (D) (M) (P)			√		3/75	19	56
3		Strategic marketing management	International Consumer Segment Analysis (D) (M) (P)			√		3/75	19	56
4		Modern concepts of management	Strategic Human Resources Management (D) (M) (P)		√	√		3/75	19	56
5		Modern concepts of management	Managing Organizational Change, Behavior and Development (D) (M) (P)		√	√		3/75	19	56
6		without prerequisites	Entrepreneurship and Innovation Management (D) (M) (P)		√	√		3/75	19	56
7		without prerequisites	Financial Institutions and Banking (D) (M) (P)		√	√		3/75	19	56
8		Management accounting	Corporate Finance (D) (M) (P)			√		3/75	19	56
9		without prerequisites	Taxation (I) (P)		√	√		3/75	19	56
10		Management accounting	Audit (D) (M) (P)			√		3/75	19	56
11		without prerequisites	Global Business (I)		√	√		3/75	19	56
12		without prerequisites	Digital Economy (I)		√	√		3/75	19	56
13		without prerequisites	E-government (I)		√	√		3/75	19	56
14		without prerequisites	Sustainable Development and Circular Economy (I)		√	√		3/75	19	56

15		without prerequisites	Economic Policy (I)		√	√		3/75	19	56
16		without prerequisites	Public procurement management (I)		√	√		3/75	19	56
17		without prerequisites	Public-Private Partnership (I)		√	√		3/75	19	56
18		business law	Contract Law (D) (M) (P)		√	√		3/75	19	56
19		without prerequisites	Effective communication (I) (P)		√	√		3/75	19	56
20		without prerequisites	Business communication (in English) (I) (P)		√	√		3/75	19	56
21		without prerequisites	Business Ethics (I)		√	√		3/75	19	56
22		without prerequisites	Qualitative Research Methods (I)		√	√		3/75	19	56
23		Business statistics	Business analysis (data analysis and decision-making) (D) (M) (P)		√	√		6/150	31	119
24		without prerequisites	Introduction to sustainable development		√	√		3/75	19	56
25		without prerequisites	practice (D) (M) (P)		√	√		6/150	89	61
Elective courses									18	

		Compulsory courses						72		
		research component						30		
		in the semester	30	30	30			30		
		per year		60				60		
		all						120		

Mapping program objectives and learning outcomes

Objectives of the educational program	learning outcomes
<p>➤ training of a specialist equipped with deep and systematic theoretical knowledge of the field of business administration, who will critically understand the latest achievements in the field of administrative activity and develop innovative, original ideas to increase the effectiveness of management;</p>	<p>Knowledge and understanding graduate</p> <p>1.1 will have deep and systematic theoretical knowledge of the field of business administration, which includes modern concepts of management, managerial economics, strategic management, strategic marketing management, value chain management, sales management, management accounting, financial management, project management and other areas;</p> <p>1.2 In order to increase the effectiveness of management, he will be aware of the need to critically understand the latest achievements in the field of management activities and develop innovative, original ideas.</p> <p>1.3. He will be aware of the need and obligation to take responsibility in the process of business administration.</p>
<p>➤ freely orients to success in a changing business environment, including in conditions of complex or incomplete information, and will be able to find and use new, original ideas to solve complex problems; makes strategic decisions based on critical analysis of information and innovative synthesis;</p> <p>➤ independently conducts research in the field of business administration, adhering to the principles of academic integrity, using the latest methods and approaches, and presenting arguments and conclusions to both the academic and professional community in compliance with academic ethics standards;</p>	<p>2. Skill Graduate</p> <p>2.1. will be able to orient freely in a changing business environment, including in conditions of complex or incomplete information;</p> <p>2.2. will be able to find and use new, original ideas to solve complex problems of business administration; based on critical analysis and innovative synthesis of information, will be able to evaluate a specific business situation and make an appropriate strategic decision;</p> <p>2.3. in the field of business administration, will be able to conduct research independently, adhering to the principles of academic integrity, while using the latest methods and approaches;</p> <p>2.4. In the field of business administration, he argues in an argumentative manner and presents research results and conclusions to both the academic and the professional community in compliance with the standards of academic ethics.</p>

- develops professional knowledge and practice of business management with own contribution; It also manages and adapts to a complex, unpredictable, multidisciplinary learning and work environment through innovative strategic approaches;
- He conducts his own studies independently and takes responsibility for the activities and professional development of others.

3. Responsibility and autonomy

Graduate

- 3.1. will be able to contribute to the professional knowledge and practice of business administration;
- 3.2. will use the theoretical knowledge of business administration in managing a complex, unpredictable, multidisciplinary learning and work environment and will adapt through innovative strategic approaches;
- 3.3. will be able toTo independently manage one's own learning process for continuous professional development and at the same time take responsibility for others professional development;
- 3.4. will be able to take responsibility for the activities of others.

Mapping program objectives and learning outcomes

Program mandatory educational Course and program learning outcomes map

#	learning course	Status	Learning outcomes of the program											
			1.1	1.2	1.3	2.1	2.2	2.3	2.4	3.1	3.2	3.3	3.4	
1	Modern concepts of management	(I)	*	*	*							*		
2	Managerial economics	(I)	*	*	*							*	*	
3	Business Law	(I)	*	*	*		*							*
4	Academic writing for graduate students	(I)						*	*					
5	Leadership and team management	(I)	*	*	*		*	*					*	*

6	Business statistics	(I)					*	*					
7	Research Methods for Business Students	(D)					*	*					
8	Strategic management	(D)	*	*	*	*	*	*	*	*	*	*	*
9	Management accounting	(I)	*				*	*	*				
10	Strategic marketing management	(I)	*	*	*	*	*	*	*	*	*	*	*
11	Value chain management	(D)	*				*				*	*	
12	financial management	(D)	*				*	*	*				
13	project management	(D) (P)	*				*	*	*	*			
14	Sales management	(D)	*				*	*	*	*			
15	Master thesis	(D) (M) (P)	*	*	*	*	*	*	*	*	*	*	*

Course status

I – introductory courses (Introduction)	D - developing Courses (Developing)	P - practical courses (Practical)	M-Master's courses

Compulsory and optional program educational Course learning outcomes map

No	subject code	Compulsory training courses	Knowledge and understanding	ability	Responsibility and autonomy
1.		Modern concepts of management (I)	*		*
2		Managerial Economics (I)	*		*
3		Business Law (I)	*	*	*
4		Academic Writing for Graduate Students (I)		*	*
5		Leadership and Team Management (I)	*	*	*
6		Business Statistics (I)	*	*	
7		Research Methods for Business Students (D)		*	
8		Strategic Management (D)	*	*	*

9		Management Accounting (I)	*	*	*
10		Strategic Marketing Management (I)	*	*	*
11		Value Chain Management (D)	*	*	*
12		Financial Management (D)	*	*	*
13		Project Management (D) (P)	*	*	
14		Sales Management (D)	*	*	
15		Master's Thesis (D) (M) (P)	*	*	*
No	subject code	Elective courses	Knowledge and understanding	ability	Responsibility and autonomy
1		Marketing Simulation (M) (P)		*	*

2		International Brand Management (D) (M) (P)	*	*	
3		International Consumer Segment Analysis (D) (M) (P)	*	*	
4		Strategic Human Resources Management (D) (M) (P)	*	*	*
5		Managing Organizational Change, Behavior and Development (D) (M) (P)	*	*	
6		Entrepreneurship and Innovation Management (D) (M) (P)	*	*	
7		Financial Institutions and Banking (D) (M) (P)	*	*	
8		Corporate Finance (D) (M) (P)	*	*	
9		Tax case (I) (P)	*	*	
10		Audit (D) (M) (P)	*	*	*
11		Globalization of markets (I)	*	*	
12		Digital Economy (I)	*	*	

13		e-government (I)	*	*	
14		Sustainable Development and Circular Economy (I)	*	*	*
15		Economic Policy (I)	*	*	*
16		Government procurement management (I)	*	*	*
17		Public-Private Partnership (I)	*	*	*
18		Contract Law (D) (M) (P)	*	*	*
19		Effective communication (I) (D) (M) (P)	*	*	
20		Business communication (in English) (I) (D) (M) (P)	*	*	*
21		Business Ethics (I)	*		*
22		Qualitative Research Methods (I)	*	*	
23		Business analysis (data analysis and decision-making) (D) (M) (P)	*	*	

24		Introduction to sustainable development	*	*	
25		practice	*	*	*