



Sulkhan-Saba Orbeliani
UNIVERSITY

Bachelor

<i>Title of the Program</i>	Business Administration
<i>Head of the Program</i>	Akaki Tsomaia
<i>The language of instruction</i>	English
<i>Qualification Granted</i>	Bachelor of Business Administration
<i>Volume of the educational Program in credits</i>	240 ECTS (8 semesters. A semester is composed of 16 weeks. One academic year is divided into two semesters and includes an average of 60 ECTS; however, due to the unique characteristics of the educational program and/or the student's individual study program, the number of credits per year may be less than 60 or more, but not more than 75 (one credit = 25 astronomical hours).
<i>Date of Program Approval</i>	17.02.2017
<i>Protocol Number</i>	N 01-17
<i>Date of Program Renewal and Protocol Number</i>	24.12.2025 №06-25

Program Admission Requirement

Enrollment in the bachelor's program for Georgian citizens is carried out on the basis of the results of the unified national exams (ranking document) 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.

For the entrants in the foreign language component of the unified national exams, only passing the English language is defined as a mandatory exam (minimum mark above 60%).

Without unified national exams:

- For citizens of a foreign country and stateless persons who have received a complete general education or its equivalent education in a foreign country
- Citizens of Georgia who received full general education and studied the last 2 years of full general education in a foreign country (an English-speaking country).

- For citizens of foreign countries (except for students participating in a joint higher education program and students participating in an exchange education program), who study/studied and received credits/qualifications in a foreign country in a higher education institution recognized in accordance with the legislation of this country;
- For citizens of Georgia (except for students participating in the joint higher education program and students participating in the exchange education program), who live/lived, study/studied and received credits/qualifications in a foreign country for the period determined by the Ministry of Education, Science, Culture and Sports of Georgia in a recognized higher educational institution accordingly.

Note:

- Before passing the unified national exams, the student candidate writes the test determining the B2 level of English language proficiency at the university. Positive result at least 61%. In case of confirmation of B1 level, the candidate has the opportunity to pass B2.1 and B2.2 from the block of optional subjects of the program.
- Assessment/verification of the English language component is also carried out: by the person presenting a certificate confirming at least B2 level of English language (FCE, IELTS, TOEFL, PBT, TOEFL, CBT, TOEFL, IBT, VERSANT, CERTUS, PEARSON)

A student candidate wishing to enroll without passing the unified national exams proves his knowledge of the English language in accordance with the rules defined by the law.

- It is possible to enroll in the program on a mobility basis twice a year, within the deadlines established by the Ministry of Education and Science of Georgia, following the mandatory procedures and rules established by the university. For students of English-language educational programs at the same level of Sulkhani-Saba Orbeliani University and other higher education (the compatibility of the learning outcomes (competencies) achieved within the framework of the educational program already completed with this undergraduate educational program will be determined by the current legislation of Georgia.

Program Objectives

The orientation of the program is:

- Formation of the type of skills and knowledge at the undergraduate level that should increase the student's ability to adapt and settle in the international environment, which in turn implies that the program will focus on the four main orientations of internationalization (activity, competence, culture and process).
- Taking into account the requirements of the labor market and the needs of the economic and social development of the country in the future, providing undergraduate students with fundamental and advanced knowledge in the direction of management art, economics, business, technical and philosophical sciences;
- Development of relevant skills, through which undergraduate students should be able to apply the knowledge gained through the interconnection of components of various disciplines in practice, form conclusions, communicate with the academic or professional community in Georgian, English and other foreign languages, understand the needs of further education and participate in the process of value formation;
- Promoting the employment of graduates through continuous partnership cooperation with potential employers

Taking into account the requirements of the labor market, four key competencies were developed as an indicator of the achievement of the program's goal, as a benefit that the student receives after completing the educational program. The objective of the program is considered to be achieved when the student acquires the key competencies. These competencies are:

1. Ability to generate creative entrepreneurial ideas in the field of business, attract investments and develop and implement innovative projects in the international market
2. Ability to administer business processes both inside and outside the country
3. The ability to communicate correctly with people in a multicultural environment and make rational decisions;

4. The ability to solve complex tasks related to the formation of maximum economic or social benefits in the private, state and other public sectors.

The purpose of the English-language bachelor's program in business administration is to prepare highly qualified and competitive specialists with European values in the international market, who will have both versatile and specialized business management knowledge and practical skills, and will be able to carry out professional activities both in Georgia and abroad. Accordingly, the sub-goals of the program are to provide modern knowledge and develop key competencies:

- a) in the field of business administration
- b) in the field of organization management and marketing
- c) in the field of financial management of organizations.

Learning Outcomes

Knowledge and understanding

Graduate:

1. **Explains:** (a) business macro-micro environments; (b) business processes; and (c) ongoing trends in functional areas of business administration, modern communication, and informational technologies; (d) business-associated risks and develops hedging strategies; (e) management functions

Skills

Graduate:

2. **Solves** problems in the field of: (a) business administration, organization management, and marketing; (c) financial accounting and management
3. **Performs financial accounting:** Reports accordingly, prepares financial statements (balance sheet, income statement, equity statement, cash flow statement), and compares budget plans with actual financial data. Records inventory and allocates resources purposefully and efficiently. Analyzes financial efficiency ratios and creates financial models. uses IT technologies in financial management
4. **Identifies – analyzes – plans – builds - uses - implements:** business-communication skills; customer relationships; corporate investment decisions; the brand strategy development; marketing communication plans; relevant IT and software skills; organization/customer values; the relevant indicators of the effectiveness of the marketing plan. people, processes and brands to maintain corporate reputation.
5. **Analyzes:** (a) a research/practical project/paper specific to the field and presents it using relevant software

Responsibility and autonomy

Graduate:

6. **Respects and share values** of liberty, democracy, accountability, solidarity, and economic freedom

Teaching and learning methods

- Lecture
- Working in group
- Practical work
- Colloquium
- Teaching by electronic resources
- e-learning
- other

Evaluation system for student's knowledge

In the learning component of the educational program, the evaluation of the level of achievement of learning outcomes by the student includes following assessment forms - Midterm (one-off or multiple) and final examination, the sum of which is the final mark (100 points).

Midterm and final evaluations (evaluation forms) include the evaluation component/components, which determine the evaluation means of a student's knowledge, skills and/or competences (oral/written examination, oral/written testing, homework, practical/theoretical work, etc.). The evaluation component combines the unified evaluation methods (test, essay, demonstration, presentation, discussion, performance of practical/theoretical task, working in a working group, participation in discussions, solving cases, participation in mock trials etc.). The evaluation method/methods are measured by the evaluation criteria, i.e. by a measurement unit of the evaluation method, which determines the level of learning outcomes achievement.

Out of the total score (100 points), a certain share is assigned for each form and component of assessment in the final evaluation, which is envisaged in the specific syllabus and notified to the student in the beginning of the academic semester. Credit should not be granted using only one form of evaluation (midterm or final evaluation). Credit is earned, if the student receives a positive assessment.

During the implementation of the educational program, the share of the minimum competence threshold of the student's midterm and final evaluations are reflected in the specific syllabus and notified to the student at the beginning of each academic semester. The evaluation system includes:

Five types of positive evaluation:

(A) Excellent	91-100 points of maximum evaluation;
(B) Very Good	81 - 90 points of maximum evaluation;
(C) Good	71 - 80 points of maximum evaluation;
(D) Satisfactory	61 - 70 points of maximum evaluation;
(E) Sufficient	51 - 60 points of maximum evaluation.

Two types of negative evaluation:

(FX) Unsatisfactory	41-50 score of total evaluation, meaning that a student requires more work to pass and is given the right to attempt an additional examination by means of independent work;
(F) Failed	40 and less points that means the work of the student is not sufficient and he/she has to retake the course.

Evaluation forms and components

<i>Evaluation forms and components</i>	<i>The maximum score</i>
<i>Midterm Evaluation, including:</i>	<i>70 points</i>
1.1	
1.2	
1.3	
<i>Final Evaluation</i>	<i>30 points</i>
Final written/oral exam	30
<i>Total</i>	<i>100 points</i>

In the learning component of the educational program, in case of getting the FX, an additional exam will be appointed within no later than 5 calendar days after announcing the final exam results. The amount of points received in the final evaluation is not added to the evaluation received by a student for the additional examination. The evaluation obtained during the additional exam is the final one and it will be reflected in the final evaluation of the teaching component of the educational program. Considering the evaluation at the additional exam, if a student receives 0-50 points in the final evaluation of the educational component, a student will have F-0 points assigned.

Field of employment:

Based on entrepreneurial knowledge and skills, Graduates will raise funds, collect innovative ideas, work out appropriate business-project, undertake business-activity, ensure sustainable expansion of the business, export a business abroad and through developing new services create new brands and extend the company's image worldwide. Likewise, acquired knowledge is a guarantee that graduates will find a proper jobs both in private and public sector and can carry out activities in following areas: Financial accounting and other finance-related activities; Logistics and procurement; Marketing and public relations; Strategic planning and management of operations; Planning and implementing human resources policy; Management of banking operations; Intermediation on the capital market; managing conflicts; sustaining economic development through participation of conducting right economic policy; Budget planning for public and private enterprises; forecasting variety of trends through analysis of global turbulence and macroeconomic indicators. Graduates will have an ability to define own needs and to evaluate and share their own and others' attitude towards values, characteristic for professional activity. From this point of view, graduates should be able to find jobs on lower and middle level manager positions in Georgia and abroad. Consequently, graduates will: a) take part in the process of planning and organizing of enterprises; b) make decisions; c) conduct administrative affairs; d) efficiently head organization's functional departments, and e) elaborate strategic plans and innovative projects.

Continuous Learning Opportunities

Graduates can continue their studies in foreign and Georgian higher educational institutions at the next level of higher education (master's degree) on a master's educational program that does not require a bachelor's degree in another direction/specialty as a prerequisite.

Material resources necessary for the program implementation

The material resources available and owned by the Teaching University ensure the realization of the goals of the undergraduate educational Programme and the achievement of the planned learning outcomes:

Buildings and Facilities– The undergraduate education Programme is implemented in the premises owned and operated by the teaching university 24 hours a day, where sanitary and hygienic and safety standards are maintained (the buildings have alarms, fire extinguishers, video monitoring system is in place, and the university security guard is in charge). The building is fully aligned with the technical requirements set for the higher education institution, with auditoriums equipped with proper equipment and inventory (projectors, chairs, desks, boards, etc.) for lectures and practical classes.

Library–The library of the Teaching University holds print and electronic resources relevant to the bachelor degree Programme available to students, invited and academic staff. The library has a reading room equipped with appropriate equipment (chairs, tables, computers). The library has a multifunctional copier that the student can use with the help of a

library staff. Students can access the Internet and international electronic resources (Legislative Herald, EBSCO, HeinOnline, ELSEVIER: Scopus, Science Direct). UpToDate .The University Library has an electronic catalog.

Academic Staff Workspace - The academic staff is provided with work space equipped with the appropriate inventory and equipment (chairs, desks, cupboards, internet access, multifunctional copier).

Information and Communication Technologies - To facilitate the implementation and administration of the undergraduate educational Programme, the teaching university uses information and communication technologies. Technical support for Bachelor's degree-related software is available, existing computers respond to modern needs. They are connected to the Internet and are available to students, academic, invited, and administrative staff. Electronic learning management system is used to facilitate students' access to their assessment, control of students' academic performance by the administrative staff and the teaching process. Through the website of the Teaching University, which contains a catalog of educational Programmes and information related to their implementation, conduct, etc., Teaching University provides publicity and access to information

Structure of the Program

On the one hand, the program is oriented on providing theoretical knowledge, basic concepts and principles, and research skills. Offered courses enable students: a) to increase awareness of fundamental sciences of business, management, marketing, finance and art and apply knowledge in practice; b) to investigate peer-reviewed publications in English and other languages; c) gain experience in data collecting, analyzing and interpreting; d) based on contingency analysis, to formulate, assess and select right alternatives. e) to acquire skills of dealing with documents and statistical data; and f) actively participate in student conferences. On the other hand, the program focuses on giving students professional and practical skills that will help them to find appropriate jobs.

Program encompasses 3 modules: General module, business administration module and specialization module. General Module consists of multidisciplinary compulsory and elective courses the goal of which is to increase students' awareness of understanding basic principles of fundamental sciences. Students start to follow inductive and deductive way of thinking, as well as they acquire conceptual human and analytical skills directing them to keen on continuous learning. The goal of the Business Administration Module is to enable students understand the uniqueness of the rationality problem of managing society's scarce resources effectively and efficiently. On successful completion of the module students should generate relevant skills enabling them to carry out business activities worldwide. The module is composed of compulsory and elective courses. Specialization module consists of two parts: Finance, and Management & Marketing. The goal of the Finance Component is to enlighten students in the finance-related fields such as financial accounting, managerial accounting, financial management, etc. Consequently students should gain fundamental knowledge in finance and be able to manage corporate finances as well as to perform relevant finance-related activities The goal of the Management & Marketing component is to provide students with in-depth understanding of management and marketing sciences based on which students acquire necessary skills enabling them a) to plan, organize, lead and control processes in turbulent environment on strategic, functional and operational levels; b) to implement and execute marketing strategy and operational plans. Module consists of compulsory and elective courses.

The educational program includes a practical component. The practice provides students with the opportunity to apply the competencies acquired in the academic setting in real-life situations, to further enhance and consolidate them. During the course of the practice, students are exposed to practical exercises, through which they complete various assignments under the mentor's guidance and supervision. Students gain insight into the company's business operations, product and service specifics related to the practice's objectives, and key economic indicators. Additionally, students actively participate in planning, organizing, leading, and controlling processes within corporate (where applicable) and business functions, as well

as in functional and operational aspects. Students also take ownership in the planning, organizing, leading, and control of operational processes, both corporate (where applicable) and business, as well as in functional and operational areas. During the practice, students explore and apply theoretical knowledge in the context of production, finance, organizational management, marketing, and other related fields.

The academic program's research component also represents a capstone project aimed at engaging students in scientific-type inquiries, focusing on providing necessary tools for problem identification, relevant information gathering, problem formulation, and enabling solutions through rigorous scientific methods. Within the course framework, students acquire knowledge on scientific methods that assist them in hypothesis and model formulation, followed by the simplification of complex problems and exploration of various optimal pathways towards problem resolution. The academic research project should respond to all such demands and enable students to present their findings. Just as the project itself, its potential shapes the value of the research.

The format of academic disciplines is not standardized, nor is the number of credits assigned to educational courses. The credit allocation for each educational course is determined based on its specificity, objectives, and complexity, taking into account the actual time required for studying a particular discipline. These principles also consider the contact hours and independent work periods necessary for the coursework.

Educational Program Curriculum

№	Module / subject	Precondition	ECTS credits								Academic workload		
			1 st year		2 nd year		3 rd year		4 th year		Contact hours	Independent hours	
			Semester										
			I	II	III	IV	V	VI	VII	VIII			
Learning outcome													
	General Module		Course status										
1.	Intensive English Course (B2+) ¹	N/A	C	12/300								81	219
2.	English Language for Tourism and Business	N/A	C	6/150								81	69
3.	Academic Writing	N/A	C	6/150								30	120
4.	Introduction to Philosophy	N/A	C		6/150							31	119
5.	Introduction to Law	N/A	C		6/150							29	121
6.	The Second Foreign Language*	N/A	C		6/150	+	+	+				81	69
	Business Administration Module								can be selected				
7.	Entrepreneurship and business model	Management	C								6/150	28	122
8.	Sustainable Development for Business	N/A	C						6/150			29	121

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9.	Calculus 1	N/A	C		6/150						29	121
10.	Calculus 2	Calculus 1	C			6/150					29	121
11.	Statistics for business	Calculus 2	C				6/150				28	122
12.	Linear Algebra	Calculus 2	E					6/150			29	121
13.	Principles of Microeconomics	N/A	C		6/150						29	121
14.	Principles of Macroeconomics	Principles of Microeconomics	C			6/150					29	121
15.	Business Law	N/A	E					6/150			28	122
16.	Fundamentals of Investment	N/A	E					6/150			29	121
17.	Introduction to Managerial Economics	Business Statistics Principles of Macroeconomics	E						6/150		29	121
18.	IT Fundamentals for Business Administration 1	N/A	C			3/75					19	56
19.	IT Fundamentals for Business Administration 2	N/A	C			3/75					19	56
20.	Internship	Principles of Macroeconomics; Introduction to Managerial Economics Principles of Marketing; Human Resource Management. Management. Business Principles. Introduction to Financial Accounting 2.	C							5/125	80	45
21.	Bachelor Thesis	Prerequisite for the Bachelor's Thesis course: minimum 120 credits must be collected through compulsory courses	C							14/350	29	321

22.	International management	Management	E					6/150				26	124
23.	A History of Economic policy challenges	N/A	E					6/150				29	121
24.	Corporate communication	Management	E					6/150				28	122
25.	Introduction to business research methods	N/A	C							6/150		29	121
26.	Business Principles	N/A	C	6/150								29	121
Finance Module												ECTS	
27.	Introduction to Financial Accounting I	N/A	C				6/150					28	122
28.	Introduction to Financial Accounting II	Introduction to Financial Accounting I	C					6/150				28	122
29.	Introduction to Managerial Accounting	N/A	C						6/150			29	121
30.	Introduction to Financial Management	Introduction to Financial Accounting II	E						6/150			28	122
31.	Accounting-Software-Applications Oris	Introduction to Financial Accounting II	E						6/150			28	122
32.	Corporate Finance	Introduction to Financial Accounting II	E						6/150			29	121
33.	Risks and insurance	Business Principles	E						6/150			29	121
Management & Marketing Module													
34.	Management	N/A	C			6/150						29	121
35.	Marketing Basics	N/A	C				6/150					29	121
36.	Human Resource Management	Management	C					6/150				26	124
37.	Organization Behavior	Management	E						6/150			28	122

38.	Operations Management	Management	C						6/150			28	122
39.	Public sector administration	Management	E								5/125	29	96
40.	Sales Management	N/A	E								6/150	28	122
41.	Basics of Strategic Management	Management	E						6/150			29	121
42.	Basics of Project Management	Management	E						6/150			29	121
43.	Consumer Behavior	Marketing Basics	E						6/150			29	121
44.	Branding	Principle of Marketing	E						6/150			29	121
45.	Pricing Strategy and Tactics	Marketing Basics	E								6/150	29	121
46.	Digital communication strategy	N/A	E						6/150			29	121
47.	International Marketing	Marketing Basics	E							6/150		29	121
48.	Information Technologies for Management	IT Fundamentals for Business Administration 1, IT Fundamentals for Business Administration 2	C					6/150				29	121
49.	Introduction to Leadership	Management	E							3/75		15	60
The Second Foreign Language													
50.	French Language (A1)	N/A	C/E									81	69
51.	French Language (A2)	French Language (A1)	C/E									81	69
52.	French Language (B1.1)	French Language (A2)	C/E									81	69
53.	French Language (B1.2)	French Language (B1.1)	C/E									81	69
54.	German Language (A1)	N/A	C/E									81	69
55.	German Language (A2)	German Language (A1)	C/E									81	69
56.	German Language (B1.1)	German Language (A2)	C/E									81	69
57.	German Language (B1.2)	German Language (B1.1)	C/E									81	69

58.	Georgian Language (A1.1)	N/A	C/E									81	69
59.	Georgian Language (A1.2)	Georgian Language (A1.1)	C/E									81	69
60.	Georgian Language (A2.1)	Georgian Language (A1.2)	C/E									81	69
61.	Georgian Language (A2.2)	Georgian Language (A2.1)	C/E									81	69
62.	English Language (B2.1)	N/A	C/E	*	*							81	69
63.	English Language (B2.2)	English Language (B2.1)	C/E	*	*							81	69
Semester				30	30	30	30	30	30	30	30		
			Year	60		60		60		60			
			Total	240									

General Module			
1.	Total Credits Compulsory Courses	60	
2.	Toatal Credits Elective Courses	0	
3.	Total Credits General Module	60	
Business Administration Module			
4.	Total Credits Compulsory Courses	79	
5.	Toatal Credits Elective Courses	18	
6.	Total Credits Business Administration Module	100	
Concentration Module			

	Finance Module		
7.	Total Credits Compulsory Courses	18	
8.	Toatal Credits Elective Courses	12	
9.	Total Credits Finance Module	30	
	Management & Marketing Module		
10.	Total Credits Compulsory Courses	30	
11.	Toatal Credits Elective Courses	23	
12.	Total Credits Management & Marketing Module	50	
13.	Total Credits Compulsory Concentration Module	45	
14.	Total Credits Elective Concentration Module	35	
15.	Total Credits Concentration Module	80	
	Total Credits Compulsory Courses		
16.	General Module	60	
17.	Business Administration Module	79	
18.	Concentration Module	48	
19.	Total Compulsory Courses	187	

	Total Credits Elective Courses		
20.	General Module	0	
21.	Business Administration Module	18	
22.	Concentration Module	35	
23.	Total Elective Courses	53	
24.	Total	240	

Map of the program objectives and learning outcomes

The Objectives of Educational Program	Program Learning Outcomes					
	<u>1</u>	<u>2</u>	<u>3</u>	<u>4</u>	<u>5</u>	<u>6</u>
Providing modern knowledge and developing key competencies in the field of business administration	x	x	x	x		x
Providing modern knowledge and developing key competencies in the field of organization management and marketing	x	x	x		x	x
Providing modern knowledge and developing key competencies in the field of financial management of organizations	x	x	x		x	x

Map of courses and program learning outcomes

№	Module/Subject	Course status	Program Learning Outcomes					
			<u>1</u>	<u>2</u>	<u>3</u>	<u>4</u>	<u>5</u>	<u>6</u>
1	Intensive English Course (B2+)	<u>I</u>	<u>x</u>					
2	English Language for Tourism and Business	<u>I</u>	<u>x</u>					
3	Academic Writing	<u>I</u>	<u>x</u>					
4	Introduction to philosophy	<u>I</u>	<u>x</u>					
5	Introduction to Law	<u>I</u>	<u>x</u>					
6	French Language (A1)	<u>I</u>	<u>x</u>					
7	French Language (A2)	<u>I</u>	<u>x</u>					
8	French Language (B1.1)	<u>D</u>	<u>x</u>					
9	French Language (B1.2)	<u>D</u>	<u>x</u>					
10	German Language (A1)	<u>I</u>	<u>x</u>					
11	German Language (A2)	<u>I</u>	<u>x</u>					
12	German Language (B1.1)	<u>D</u>	<u>x</u>					
13	German Language (B1.2)	<u>D</u>	<u>x</u>					
14	Georgian Language (A1.1)	<u>I</u>	<u>x</u>					
15	Georgian Language (A1.2)	<u>I</u>	<u>x</u>					
16	Georgian Language (A2.1)	<u>I</u>	<u>x</u>					
17	Georgian Language (A2.2)	<u>I</u>	<u>x</u>					
18	Entrepreneurship and business model	<u>D</u>	<u>x</u>					<u>x</u>
19	Sustainable Development of Business	<u>D</u>	<u>x</u>	<u>x</u>				<u>x</u>
20	Calculus 1	<u>I</u>			<u>x</u>			
21	Calculus 2	<u>D</u>			<u>x</u>			

22	Statistics for business	<u>D</u>	<u>x</u>	<u>x</u>	<u>x</u>	<u>x</u>		
23	Linear Algebra	<u>D</u>			<u>x</u>			
24	Principles of Microeconomics	<u>I</u>	<u>x</u>	<u>x</u>	<u>x</u>	<u>x</u>		<u>x</u>
25	Principles of Macroeconomics	<u>I</u>	<u>x</u>	<u>x</u>	<u>x</u>	<u>x</u>		<u>x</u>
26	Business Law	<u>D</u>	<u>x</u>	<u>x</u>		<u>x</u>		<u>x</u>
27	Fundamentals of Investment	<u>D</u>	<u>x</u>	<u>x</u>	<u>x</u>	<u>x</u>		<u>x</u>
28	Introduction to Managerial Economics	<u>M</u>	<u>x</u>	<u>x</u>	<u>x</u>	<u>x</u>		<u>x</u>
29	IT Fundamentals for Business Administration 1	<u>I</u>	<u>x</u>					
30	IT Fundamentals for Business Administration 2	<u>D</u>	<u>x</u>					
31	Internship	<u>P</u>		<u>x</u>				<u>x</u>
32	Bachelor Thesis	<u>P/M</u>		<u>x</u>	<u>x</u>			
33	International management	<u>D</u>	<u>x</u>			<u>x</u>		
34	History of Economic policy challenge	<u>D</u>	<u>x</u>					
35	Corporate communication	<u>D</u>	<u>x</u>			<u>x</u>		
36	Introduction to business research methods	<u>D</u>		<u>x</u>	<u>x</u>			
37	Business Principles	<u>I</u>	<u>x</u>		<u>x</u>	<u>x</u>		<u>x</u>
38	Introduction to Financial Accounting I	<u>I</u>		<u>x</u>	<u>x</u>		<u>x</u>	
39	Introduction to Financial Accounting II	<u>D</u>		<u>x</u>	<u>x</u>		<u>x</u>	
40	Introduction to Managerial Accounting	<u>D</u>		<u>x</u>	<u>x</u>		<u>x</u>	
41	Introduction to Financial Management	<u>D</u>		<u>x</u>	<u>x</u>		<u>x</u>	
42	Accounting-Software-Applications	<u>M</u>		<u>x</u>			<u>x</u>	
43	Corporate Finance	<u>M</u>		<u>x</u>	<u>x</u>		<u>x</u>	
44	Risks and insurance	<u>M</u>		<u>x</u>	<u>x</u>		<u>x</u>	
45	Management	<u>I</u>		<u>x</u>		<u>x</u>	<u>x</u>	<u>x</u>
46	Marketing Basics	<u>I</u>		<u>x</u>			<u>x</u>	<u>x</u>
47	Human Resource Management	<u>D</u>		<u>x</u>		<u>x</u>	<u>x</u>	<u>x</u>

48	Organizational Behavior	<u>D</u>		<u>x</u>		<u>x</u>	<u>x</u>	
49	Operations Management	<u>M</u>		<u>x</u>		<u>x</u>	<u>x</u>	
50	Public sector administration	<u>D</u>		<u>x</u>		<u>x</u>	<u>x</u>	<u>x</u>
51	Sales Management	<u>M</u>		<u>x</u>		<u>x</u>	<u>x</u>	
52	Basics of Strategic Management	<u>D</u>		<u>x</u>		<u>x</u>	<u>x</u>	
53	Basics of Project Management	<u>M</u>		<u>x</u>				<u>x</u>
54	Consumer Behavior	<u>D</u>		<u>x</u>				<u>x</u>
55	Branding	<u>D</u>		<u>x</u>				<u>x</u>
56	Pricing Strategy and Tactics	<u>M</u>		<u>x</u>				<u>x</u>
57	Digital communication strategy	<u>M</u>		<u>x</u>				<u>x</u>
58	International Marketing	<u>M</u>		<u>x</u>				<u>x</u>
59	Information Technologies for Management	<u>D</u>		<u>x</u>				<u>x</u>
60	Introduction to Leadership	<u>M</u>		<u>x</u>				<u>x</u>
61	English Language (B2.1)	<u>D</u>	<u>x</u>					
62	English Language (B2.2)	<u>D</u>	<u>x</u>					

Course status

I –Introduction	D - Developing	P - Practical	M- Master

Map of the learning outcomes of the compulsory and elective courses of the Program

№	Subject	Learning outcomes		
		Knowledge and understanding	Skills	Responsibility and Autonomy
2.	Intensive English Course (B2+)	<u>X</u>	<u>X</u>	<u>X</u>
3.	English Language for Tourism and Business	<u>X</u>	<u>X</u>	<u>X</u>
4.	Academic Writing	<u>X</u>	<u>X</u>	<u>X</u>
5.	Introduction to philosophy	<u>X</u>	<u>X</u>	<u>X</u>
6.	Introduction to Law	<u>X</u>	<u>X</u>	
7.	Entrepreneurship and business model	<u>X</u>	<u>X</u>	<u>X</u>
8.	Sustainable Development of Business	<u>X</u>	<u>X</u>	<u>X</u>
9.	Calculus 1	<u>X</u>	<u>X</u>	
10.	Calculus 2	<u>X</u>	<u>X</u>	
11.	Statistics for business	<u>X</u>	<u>X</u>	
12.	Linear Algebra	<u>X</u>	<u>X</u>	
13.	Principles of Microeconomics	<u>X</u>	<u>X</u>	

14.	Principles of Macroeconomics	<u>X</u>	<u>X</u>	
15.	Business Law	<u>X</u>	<u>X</u>	<u>X</u>
16.	Fundamentals of Investment	<u>X</u>	<u>X</u>	
17.	Introduction to Managerial Economics	<u>X</u>	<u>X</u>	<u>X</u>
18.	IT Fundamentals for Business Administration 1	<u>X</u>	<u>X</u>	
19.	IT Fundamentals for Business Administration 2	<u>X</u>	<u>X</u>	
20.	Internship	<u>X</u>	<u>X</u>	<u>X</u>
21.	Bachelor Thesis	<u>X</u>	<u>X</u>	<u>X</u>
22.	International management	<u>X</u>	<u>X</u>	<u>X</u>
23.	History of Economic policy challenges	<u>X</u>	<u>X</u>	<u>X</u>
24.	Corporate communication	<u>X</u>	<u>X</u>	<u>X</u>
25.	Introduction to business research methods	<u>X</u>	<u>X</u>	
26.	Business Principles	<u>X</u>	<u>X</u>	
27.	Introduction to Financial Accounting I	<u>X</u>	<u>X</u>	<u>X</u>
28.	Introduction to Financial Accounting II	<u>X</u>	<u>X</u>	<u>X</u>
29.	Introduction to Managerial Accounting	<u>X</u>	<u>X</u>	<u>X</u>

30.	Introduction to Financial Management	<u>X</u>	<u>X</u>	
31.	Accounting-Software-Applications	<u>X</u>	<u>X</u>	<u>X</u>
32.	Corporate Finance	<u>X</u>	<u>X</u>	
33.	Risks and insurance	<u>X</u>	<u>X</u>	
34.	Management	<u>X</u>	<u>X</u>	
35.	Marketing Basics	<u>X</u>	<u>X</u>	<u>X</u>
36.	Human Resource Management	<u>X</u>	<u>X</u>	
37.	Organizational Behavior	<u>X</u>	<u>X</u>	
38.	Operations Management	<u>X</u>	<u>X</u>	<u>X</u>
39.	Public sector administration	<u>X</u>	<u>X</u>	<u>X</u>
40.	Sales Management	<u>X</u>	<u>X</u>	
41.	Basics of Strategic Management	<u>X</u>	<u>X</u>	<u>X</u>
42.	Basics of Project Management	<u>X</u>	<u>X</u>	
43.	Consumer Behavior	<u>X</u>	<u>X</u>	<u>X</u>
44.	Branding	<u>X</u>	<u>X</u>	
45.	Pricing Strategy and Tactics	<u>X</u>	<u>X</u>	<u>X</u>

46.	Digital communication strategy	<u>X</u>	<u>X</u>	
47.	International Marketing	<u>X</u>	<u>X</u>	<u>X</u>
48.	Information Technologies for Management	<u>X</u>	<u>X</u>	
49.	Introduction to Leadership	<u>X</u>	<u>X</u>	
50.	French Language (A1)	<u>X</u>	<u>X</u>	
51.	French Language (A2)	<u>X</u>	<u>X</u>	
52.	French Language (B1.1)	<u>X</u>	<u>X</u>	
53.	French Language (B1.2)	<u>X</u>	<u>X</u>	
54.	German Language (A1)	<u>X</u>	<u>X</u>	
	German Language (A2)	<u>X</u>	<u>X</u>	
56.	German Language (B1.1)	<u>X</u>	<u>X</u>	
57.	German Language (B1.2)	<u>X</u>	<u>X</u>	
58.	Georgian Language (A1.1)	<u>X</u>	<u>X</u>	
59.	Georgian Language (A1.2)	<u>X</u>	<u>X</u>	
60.	Georgian Language (A2.1)	<u>X</u>	<u>X</u>	
61.	Georgian Language (A2.2)	<u>X</u>	<u>X</u>	
62.	English Language (B2.1)	<u>X</u>	<u>X</u>	<u>X</u>

63.	English Language (B2.2)	<u>X</u>	<u>X</u>	<u>X</u>
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