



**LEPL-Iakob Gogebashvili Telavi State University**  
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**Faculty of Social Sciences, Business and Law**

**Master Educational Program**

**Business Administration**

Wide Field: 04 Business, Administration and Law

Narrow Field: 041 Business and Administration

Detailed Field: 0413.1.2 Business Administration

**Program Supervisers:**

- Ia Jimshitashvili, Candidate of Economic Sciences, Professor
- Nana Rinkiashvili, Candidate of Economic Sciences, Professor
- Lali Chagelishvili-Agladze, Doctor of Economic Sciences, Professor

1. Approved at the Faculty Council  
Protocol №7, 29.03.2024.

Faculty Dean

/T.Tamarashvili/

2. Recommended by the Faculty and the University Quality Assurance Offices  
Protocol №\_\_\_\_, \_\_\_\_.

Head of University Quality Assurance Office

/S.Tatulishvili/

3. Approved by the Academic Council  
Protocol №\_\_\_\_, \_\_\_\_.

University Rector

/Sh.Tchkadua/

**Telavi**  
**2024**

**Faculty:** Social Sciences, Business and Law

**Departments:** Social Sciences, Business and Law

**Name of Educational Program :** Buisness Administration

**Program Analogue(s)**

During the implementation of the program, the experience of the leading universities of Georgia and different universities abroad (Europe, America) was used. It isn't exact analogue of any universities (see. [www.ug.edu.ge](http://www.ug.edu.ge); <https://cu.edu.ge>; [www.seu.edu.ge](http://www.seu.edu.ge); [www.gau.edu.ge](http://www.gau.edu.ge); [www.gtu.ge](http://www.gtu.ge); <https://www.tsu.ge>; <https://www.sbs.edu/master-programs>; <https://www.bridgeport.edu/academics/programs/business-administration-mba/curriculum>; <https://www.unibo.it/en/university>; <https://www.berkeley.edu/> <https://www.stern.nyu.edu/programs-admissions/mba-programs>; <https://international.uni-bge.hu/programmes/#masters>; <https://www.stern.nyu.edu/programs-admissions/mba-programs>), but it is an individual program compatible with modern requirements and field characteristics of business administration designed in accordance with their best practice.

**MA Program Supervisors**

- Ia Jimshitashvili, Candidate of Economic Sciences, Professor Tel: 595194036, E-mail: [ia.jimshitashvili@tesau.edu.ge](mailto:ia.jimshitashvili@tesau.edu.ge);
- Nana Rinkiashvili, Candidate of Economic Sciences, Professor Tel: 557778585, E-mail: [nana.rinkiashvili@tesau.edu.ge](mailto:nana.rinkiashvili@tesau.edu.ge)
- Lali Chagelishvili-Agladze, Doctor of Economic Sciences, Professor Tel.: 599274443, E-mail: [lali.chagelishvili@tesau.edu.ge](mailto:lali.chagelishvili@tesau.edu.ge)

CV of Program Supervisors are enclosed and also see [www.tesau.edu.ge](http://www.tesau.edu.ge)

**Step of academic education:** MA, II step

**Type of Educational Program:** Academic

**Language of Instruction:** Georgian

**Qualification to be awarded:** Master of Business Administration

**Program Volume in Credits:** 120 credits.

- Prerequisite for admission to the master's program: A person with at least a bachelor's degree or equivalent can be admitted to the master's program in case of successful completion of the general master's exam established by the legislation of Georgia and the internal exam "business management" administered by the university and the exam of a foreign language

(English language B2 level) (minimal barrier - 51 points). In case of processing certificate in English language TOEFL IBT 72-94 (72 – lower barrier); TOEFL ITP – 543; IELTS 5.0 – 6.0 (5.0 - lower barrier) applicant doesn't pass an exam. *(Typical exam program, see the appendix).*

Enrollment of a person who is not a citizen of Georgia is regulated by the Law of Georgia on Higher Education

#### **Aim of MA Educational Program:**

1. Preparation of highly qualified personnel for the local labor market, who will have deep and systematic knowledge of business administration;
2. To adapt to a rapidly changing multidisciplinary environment and to make the right managerial decisions, will be competitive in the employment market (public and private sector organizations) and will have the appropriate knowledge, competencies and skills to continue to the next level of education.
3. Will have the ability to analyze and develop a critical understanding of the values in the field of business.

#### **Learning Results:**

#### **Knowledge and Understanding**

1. Describes in depth the theories of business management, strategic management of human resources, leadership tools, business processes and their functions;
2. Discusses in depth the business environment, current events in the field of business, the importance of strategic management in business structures; peculiarities of current corporate management in the business environment in the conditions of global changes;
3. On the basis of management accounting data, it forms alternatives for managerial decisions;

#### **Skill**

4. Using the methods of business value and its growth assessment, based on a deep and systematic analysis of the field of business administration, develops modern approaches and recommendations for solving problems related to the functional areas of business;
5. As a result of statistical information and research analysis, independently evaluates business processes, new and original ideas of innovative products and establishes a new business development model, strategic canvas;
6. In a changing and multidisciplinary environment, independently prepares a business process reengineering and business development marketing plan, company revitalization strategies;
7. Based on in-depth analysis of industry competition factors and research and evaluation of communication strategies, independently identifies business risks, develops innovative product development, sales and development strategies and risk management methods;
8. Analyzes and evaluates the business environment using quantitative and qualitative research methods, prepares a business development project, showing its need and usefulness, and presents it to interested parties;

#### **Responsibility and Autonomy**

9. Defending the principles of ethical, moral and social responsibility in business activities, respects multicultural values in the field of business, own and others' abilities, and promotes both own and others' professional development
10. In the team, taking into account the principles of cooperation, establishes proper business communication with team members, as well as managers, colleagues and other interested persons of the society, and establishes a plan for own learning and professional development.

**Forms/methods for achieving learning results:** Various methods are used for attaining learning results: lectures via interactive methods, seminars, written and oral works, practical work, (presentation, working online), group works, inductive and deductive, methods of analysis and synthesis, etc which are reflected in the syllabus of a specific subject.

- |  |   |                                  |
|--|---|----------------------------------|
| <input type="checkbox"/> lecture           | <input type="checkbox"/> working in group                 | <input type="checkbox"/> Seminar |
| <input type="checkbox"/> MA Thesis         | <input type="checkbox"/> practical work                   |                                  |
| <input type="checkbox"/> homework/abstract | <input type="checkbox"/> essay                            |                                  |
| <input type="checkbox"/> learning practice | <input type="checkbox"/> learning via electronic resource | <input type="checkbox"/> other   |

Professor may use one or several methods mentioned above or any other methods according to the objectives of a course. The teaching-learning methods of a specific study course are outlined in the syllabus of the relevant study course.

**lecture** – the aim of which is to discuss main topics provided in the learning program and to provide students with appropriate information. Lecture courses are oriented on the study of theoretical research and accumulated experience in the field.

**Seminars** - Seminars focus on performing typical tasks and cases, which ensures the strengthening of the student's ability to transfer the acquired knowledge into practice. The purpose of the seminar is to give the student an opportunity to deepen the topics listened during the lecture.

Various methods are used to attain learning outcomes:

- **Verbal or oral method** –Transmission of new material orally, in a narrative form, during which various methods are used in a complex manner depending on the content of the topic.
- **The method of working on the book**- The method is mainly used in the learning process. According to the student's desire, he prepares an abstract and/or presentation, articles for scientific conferences
  - **Brain storming** - This method involves promoting the formation and expression of as many, preferably radically different, opinions and ideas about a specific issue/problem within a specific topic. This method contributes to the development of a creative approach to the problem. This method is effective in the presence of a large group of students and consists of several main stages:
    - Defining the problem/issue from a creative point of view.

- In a certain period of time, non-critically recording the ideas surrounding the issue from the audience (mainly on the blackboard)
- Eliminating ideas that are most relevant to the problem set.
- Defining evaluation criteria to determine the relevance of the idea to the research objective
- Evaluation of selected ideas with predetermined criteria
- Revealing the idea with the highest evaluation as the best means of solving the set problem.

**Discussion/debates** – one of the most widely spread method of interactive teaching. Discussion process greatly increases the quality of students' involvement and activity. The discussion can turn into an argument. This process is not limited to the questions asked by the professor only. This method develops the student's ability to argue and justify his own opinion.

- **Group (collaborative) work** - Teaching with this method implies division into groups and giving learning tasks. Group members work on the issue individually and simultaneously share it with the rest of the group members. Depending on the set task, it is possible to redistribute functions among members during the work of the group. This strategy ensures maximum involvement of all students in the learning process
- **Problem Based Learning (PBL)** - learning method which uses the problem as the starting point of receiving new knowledge and integration process. In order to adequately solve this problem, the student works on sources, scientific literature, through modern information technologies, he searches the latest scientific achievements in the relevant field, articles, conference materials and all materials related to the problem. Combining the obtained materials and data, as well as own opinions, often creates the basis for creating new knowledge in this field.
- **Explanatory method** – is based on discussion around the given issue. When presenting the material, the professor gives a specific example, which is discussed in detail within the given topic.
- **Inductive Method** - Defines a form of knowledge of any subject, when the course of thought in the learning process is directed from facts to generalization, i.e. when conveying material, the process proceeds from concrete to general.
- **Deductive Method** - Defines a form of any subject knowledge that represents a logical process of discovering new knowledge based on general knowledge, that is, the process proceeds from the general to the specific.
- **The method of analysis** helps us to break down the learning material as a whole into constituent parts. This makes it easier to cover a single issue within a complex problem in detail.
- **Synthesis method** involves grouping separate issues to form a single whole. This method helps to develop the ability to see the problem as a whole.
- **Demonstration (visual) method** – this method involves visual representation of information. It is quite effective in terms of achieving results. In many cases, it is better to present the material to the students both audio and visual at the same time. The material to be studied can be demonstrated by both the teacher and the student

(presentation). This method helps us to make visible the different stages of understanding the learning material, to specify what the students will have to do independently; At the same time, this strategy visualizes the essence of the issue/problem.

➤ **E-learning** –This method contains three types of learning:

- Attended when the teaching process takes place within the contact hours of the professor and students, and the transfer of educational material is carried out through an electronic course.
- Hybrid (face-to-face/distance), the main part of teaching takes place remotely, and a small part is carried out within contact hours.

Totally distance learning involves conducting the learning process without the physical presence of the professor. The training course is conducted from the beginning to the end remotely in an electronic format.

The first and second models of e-learning are used alternately in the implementation of the Bachelor of Business Administration educational program.

**Field of employment:** In the direction of business administration, in the positions of organization manager, marketing manager, financial manager in organizations in the private or state sectors (commercial banks, hotels, wineries, micro-finance organizations, insurance organizations, relevant state services or regional structural units, tourism agencies, etc. ); Administration of higher and vocational institutions; University administration office and others.

**Material – technical base:** Computer centers equipped with unlimited Internet access, conference and presentation halls, well-equipped auditoriums, lecture courses of professors and teachers, their personal library and readers, updated with modern printed and electronic literature, technically equipped library involved in the international network:

By 2024 the following international electronic library bases are accessible for TESAU consumers:

List of **EIFL** sectoral scientific databases for consortium members (various areas) with definitions:

1. Cambridge Journals Online (<https://www.cambridge.org/core>) - Social sciences and humanities, among them: Anthropology, Archaeology, Art, Astronomy, Chemistry, Computer Sciences, Drama and Theatre, Earth and Environmental Protection, Economics, Education, Engineering, English Language Teaching, Films, Media, Mass Communication, Geography, History, Linguistics, Law, Literature, Management , mathematics, medicine, music, philosophy, physics, politics and international relations, psychology, religion, sociology, statistics and probability theory.

Base includes:

- Free access on the digital archive since 1997.
- 161 journals having Thomson Reuters Citation Index of social sciences (SSCI) (SCI) and 46 journals having Thomson Reuters Citation Index in the fields of Arts and humanities.
- 384 leading journals in various disciplines.

- In 2017, 20 journals from law, biology, anthropology, archeology, and other fields were added to the list of journals

**2. e-Duke Journals Scholarly Collection** (<https://read.dukeupress.edu/>) Anthropology, art and art history, criticism and theory, cultural studies, economics, education, environmental protection, ethnography, European studies, fiction and poetry, film and media studies, theater and performance studies, gender studies, literary studies, history, international and regional Studies, Middle Eastern Studies, Music Theory, Pedagogy, Philosophy, Politics, Religious Studies, Science Studies, Sociology and Social Theory, African Studies, Asian Studies, Health Care.

Base Includes:

- arts, humanities and social sciences journals with a high citation index
- Also journals from Scopus.

3. Edward Elgar Publishing Journals and Development Studies e-books (<https://www.elgaronline.com>) - Books on finance, economics, innovative research, infrastructure development, healthcare, corporate governance, public and social governance, migration, research methods, intellectual property, legal, etc. About the development of researches. Journals of Economics and Economic Relations Intervention, Institute of Leadership and Humanism. Cambridge Journals of International Law.

4. IMechE Journals (<https://uk.sagepub.com/en-gb/eur/IMEchE>) - Mechanical engineering (editorial house SAGE).

Base Includes:

- Articles from 1847 up today.
- 17 out of every 18 titles are included in the number of cited articles of Thomson Reuters Journal;
- Every journal is indexed in SCOPUS-30.

5. SAGE Journals (<https://journals.sagepub.com>)- Humanities, social sciences, technology, business and also the field of medicine.

- Base Includes:
- Scientific articles with increasing statistics
- 65% of SAGE journals are presented in the 2010 Thomson Reuters Journal Cited Journals List (JCR).

6. Openedition Journals (<https://www.openedition.org/>) - French journals in the field of humanities and social sciences are presented

It also has an English language interface. A small number of articles are published simultaneously in English, Spanish, Italian and Portuguese

7. ACM Digital Library - <https://dl.acm.org/> - Information technology, software, data analytics, artificial intelligence, cyber security.

The database includes journals, conference materials, newspapers, websites and multimedia files. Also computer literature guides and other works cited.

HEINONLINE Data base of law: <https://heinonline.org/HOL/Welcome>.( by providing external access service)

Electronic Law Library: [library.court.ge](http://library.court.ge) - More than 1,500 legal literature and court decisions are collected in the library in electronic form. Accordingly, the reader can use the electronic database of the library from any place, at any time. The library is available to all readers free of charge, after appropriate registration.

From Shota Rustaveli National National Scientific Foundation:

Elsevier Data Base:

1. ScienceDirect®online <http://www.scopus.com>
2. Scopus® online <https://www.sciencedirect.com>

EBSCO data base:

Agrarian Direction:

EBSCO Food Science Source (ensuring external access service).

Tourism Direction:

EBSCO Hospitality & Tourism Complete (ensuring external access service).

Base of electronic books and journals (oxford university):

Education- <https://academic.oup.com/books/search-results?q=&tax=AcademicSubjects/SOC01940>

Linguistics - <https://academic.oup.com/books/search-results?q=&tax=AcademicSubjects/AHU01290>

Environment protection - <https://academic.oup.com/books/search-results?q=&tax=AcademicSubjects/SOC02100>

Business and management- <https://global.oup.com/academic/category/social-sciences/business-and-management/?lang=en&cc=ge>

economics <https://global.oup.com/academic/category/social-sciences/economics/?lang=en&cc=ge>

financies <https://global.oup.com/academic/category/law/financial-law/?lang=en&cc=ge>

**Student knowledge evaluation system:** Assessment of students' knowledge and granting of credit is done in accordance to the Order No. 3 of the Minister of Education and Science of Georgia and the regulation of the educational process regulation of LEPL Iakob Gogebashvili Telavi State University (approved at the meeting of the representative council: Protocol #3 10.03.2017 ). For detailed information see study courses and syllabus.

Evaluation system has:

a) five kinds of positive evaluation:

- (A) Excellent – 91-100 points of evaluation;
- (B) very good –81-90 points of maximal evaluation;
- (C) good–71-80 points of maximal evaluation;
- (D) satisfactory –61-70 points of maximal evaluation;
- (E) sufficient–51-60 points of maximal evaluation;

b) two kinds of negative evaluation:

(FX)couldn't pass–41-50 points of maximal evaluation; Which means that the student needs more work to pass and is allowed to take the additional exam once with independent work.

(F) failed –40 points of the maximal evaluation and less, which means that the work done by the student is not enough and he has to study the subject anew.

**Note:**

All syllabuses have a minimum level of competence. In each subject, the student is awarded credit only after the student has achieved the learning outcomes planned by the syllabus, which is expressed on the basis of one of the above positive evaluations, which consists of the sum of the points obtained in the intermediate and final evaluations, taking into account the minimum competence level.

A student who receives 0-50 points in the final evaluation of the educational component, taking into account the evaluation received at the additional exam, will be assigned a grade of F-0

**Peculiarities of teaching organization:** MA Educational Program contains obligatory and elective components. 120 credits provided by the program are distributed over 4 semesters of 2 academic years, among them: 105 credits are allocated to the compulsory component of the main study area, including 10 credits for practice; 30 credits for master's thesis preparation and public defense); 10 credits to the elective part of the main core field of study, 5 credits to the free elective component.

One credit is equivalent to 25 hours of student work, which includes both classroom and independent work.

Master's practice is mandatory and is provided in the III semester. It is awarded 10 credits, totaling 250 hours.

The practice is carried out in various business organizations on the basis of relevant agreements and memorandums.

Also, within the framework of the master's program, in the research process, students work on individual master's theses.

During the research, such approaches are used as: definition of the research problem, research design planning, data collection, interpretation and presentation of research results, as well as quantitative and qualitative research methodology, descriptive method.

**Research Component:** Constituent part of the master's educational program, which is presented in the form of a master's thesis and has 30 credits. The goal of the mentioned research

components is for the master's student, taking into account the latest achievements in the field of business and using the acquired sectoral knowledge and skills: to systematically present the theoretical knowledge, practical skills and values acquired during the course of study on the program; to acquire the ability to independently carry out research corresponding to the master's level, to be able to pose a problem, choose ways and strategies for its implementation, and solve the set problem in a complex, accurate, efficient and professional level;

To prepare the obtained results at a high academic level, taking into account academic standards and principles of honesty, to prepare in writing and to convey them orally in front of professionals, using modern technologies and visual aids.

The master's thesis is a scientific-research paper, in the process of which the student develops the criteria and values for evaluating scientific activity and scientific results. The topics of the master's theses are diverse and include the problems of business administration. On the basis of conducting research work, the student gathers knowledge in the field, thereby contributing to the establishment of new values in the field of business administration.

#### **Orientational Research Topics:**

1. The factor of time and innovation in the management of modern business companies
2. The role of the leader in implementing changes
3. Sources of entrepreneurial risks and ways to reduce them
4. Analysis of the human factor when making strategic decisions of the company
5. Corporate social responsibility in Georgian business companies
6. Creation of a buyer-oriented marketing strategy and complex.
7. Management of marketing information to know the buyer.
8. Formation of a logistics service system to ensure compliance with buyers' needs.
9. Internal audit in the public and private sector
10. Prospects of wine business development in the Kakheti region (on the example)

## Curriculum of MA Educational Program

Subject code	Program components/learning courses	prerequisites fro admission	Estimated Semester	ECTS Credits	Hour		
					Contact	Indepen dent	total
	Learning component						
	obligatory components of major learning sphere - 105 credits						
SBLS2BAMoBR	Business Research Methods	-	1	5	33	92	125
SBLS2BACM	Practical Management	-	1	5	32	93	125
SBLS2BAME	Managerial Economics	-	1	5	32	93	125
SBLS2BASofIB	Global Business Environment	-	1	5	32	93	125
SBLS2BAMA	Managerial Accounting	-	1	5	45	80	125
SBLS2BAMM	Marketing Management	-	2	5	32	93	125
SBLS2BASM	Strategic Management	Practical Management	2	5	32	93	125
SBLS2BABS	Business Statistics	Practical Management	2	5	32	93	125
SBLS2BAHRM	Managing human Resources and organizational behavior	Practical Management	2	5			

SBLS2BAAR&DoM P	Managing Corporate Portfolio	-	2	5			
SBLS2BAL&GM	Leadership and group management	-	2	5	32	93	125
SBLS2BABP&ChM	Business Processes and operation management	-	3	5	32	93	125
SBLS2BAPM	Project management	Practical Management	3	5	32	93	125
SBLS2BAP	Practice	<sup>1</sup>	3	10	50	197	250
SBLS2BAMP	MA Thesis	<sup>2</sup>	4	30	32	718	750
Free component- 5 - credits							
free (elective) components - 10 - credits							
SBLS2BABC	Business Communication (English)	-		5	32	93	125
SBLS2BAITiBM	Information technologies in Business administration	-		5	32	93	125
SBLS2BATM	Tourism Management	Practical Management		5	32	93	125
SBLS2BAH&RM	Restaurant Management	Practical Management		5	32	93	125
SBLS2BAAW&DoP W	Academic Writing	-		5	32	93	125

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<sup>1</sup> strategic management, marketing management, managerial accounting

<sup>2</sup> Student will be allowed to defend MA Thesis in case s/he has fulfilled all the requirements of suitable educational program, doesn't have financial or academic debt and has the petition of supervisor and reviewer in order the Thesis should be admitted to the defence.

SBLS2BAIM	Innovation Management	-		5	32	93	125
SBLS2BAELfSP1E	English for specific purposes I	-		5	46	79	125
SBLS2BAFLfSP2E	English for specific purposes II	English for specific purposes I		5	46	79	125





management										
Business Processes and operation management	✓				✓		✓			
Project Management				✓				✓		✓
Practice									✓	✓
MA Thesis	✓	✓	✓	✓						

## Study Result Map of Business Administration Master Educational Program

Name of learning course	Result 1	Result 2	Result 3	Result 4	Result 5	Result 6	Result 7	Result 8	Result 9	Result 10
Business research methods					1			1	1	
Practical management				1			1		2	1
Managerial economics		1	2				2			
Global business environment		2		2		1	2			
Managerial accounting			2							
Marketing Management						2	3	2		
Strategic management	2	2		2						
Business statistics					2					
Managing human Resources and organizational behavior	2									2
Managing Corporate Portfolio		2		2						
Leadership and group	2									

management										
Business Processes and operation management	2				3	3	2			
Project Management				2				3		2
Practice									3	3
MA Thesis	3	3	3	3						

*indication: 1-acquaintance, 2-deepening, 3-strengthening*

annex 4

### Relevance of Learning Goals and Outcomes of Business Administration Master Program

Program Goals	Program learning outcome 1	Program learning outcome 2	Program learning outcome 3	Program learning outcome 4	Program learning outcome 5	Program learning outcome 6	Program learning outcome 7	Program learning outcome 8	Program learning outcome 9	Program learning outcome 10
1										
2										
3										

**Goal 1:** Preparation of highly qualified personnel for the local labor market, who will have deep and systematic knowledge of business administration

**Goal 2:** To adapt to a rapidly changing multidisciplinary environment and to make the right managerial decisions, will be competitive in the employment market (public and private sector organizations) and will have the relevant knowledge, competencies and skills to continue to the next level of education.

**Goal 3:** Will have the ability to analyze and develop a critical understanding of values in the field of business.

Annex 5

**Business Administration Master's Program Learning Outcome Targets by Competency**

outcomes	targets	note
<b>Knowledge-comprehension</b>		
1. Describes in depth the theories of business management, strategic management of human resources, leadership tools, business processes and their functions	MA Thesis Defence  Out of 100 points evaluation system, 80% of students should receive no less than 51 points	
2. discusses in depth the business environment, current events in the field of business, the importance of strategic management in business structures; peculiarities of current corporate management in the business environment in the conditions of global changes;	MA Thesis Defence  Out of 100 points evaluation system, 80% of students should receive no less than 51 points	
3. On the basis of management accounting data, it forms alternatives for managerial decisions.	MA Thesis Defence  Out of 100 points evaluation system, 80% of students should receive no less than 51 points	
<b><i>skill</i></b>		
4. Using business value and growth assessment methods, on the basis of a deep and systematic analysis of the field of business administration, develops modern approaches and recommendations for solving problems related to functional areas of business;	MA Thesis Defence  Out of 100 points evaluation system, 80% of students should receive no less than 51 points	

5. As a result of the analysis of statistical information and studies, independently evaluates business processes, new and original ideas of innovative products and establishes a new model of business development, a strategic canvas.	<p>Presenting strategic canvas;</p> <p>Out of 10 points evaluation system, 75% of students should receive no less than 6 points</p> <p>Final Exam</p> <p>Out of 40 points evaluation system, 75% of students should receive no less than 21 points</p>	
6. independently prepares a business process reengineering and business development marketing plan, company revitalization strategies in a changing and multidisciplinary environment;	<p>Presenting strategic canvas;</p> <p>Out of 10 points evaluation system, 75% of students should receive no less than 6 points</p> <p>Final Exam</p> <p>Out of 40 points evaluation system, 75% of students should receive no less than 21 points</p>	
7. Based on the in-depth analysis of industry competition factors and the research and evaluation of communication strategies, independently identifies business risks, develops innovative product processing, sales and development strategies and risk management methods	<p>Exam</p> <p>Out of 40 points evaluation system, 75% of students should receive no less than 21 points</p>	
8. analyzes and evaluates the business environment using quantitative and qualitative research methods, prepares a business development project, showing its need and usefulness, and presents it to interested parties;	<p>Project Presentation</p> <p>Out of 10 points evaluation system, 75% of students should receive no less than 6 points</p> <p>Final exam</p> <p>Out of 40 points evaluation system, 75% of students should receive no less than 21 points</p>	
<b>Responsibility and autonomy</b>		
9. By following the principles of ethical, moral and social responsibility in business activities, he respects the multicultural values in the field of business, his own and others' abilities, and promotes both his own and others'	<p>Presentation of practice account.</p> <p>Out of 30 points evaluation system, 80% of students should receive no less than 16 points</p>	

professional development		
10. In the team, taking into account the principles of cooperation, establishes proper business communication with both team members and supervisors, colleagues and other interested persons of society, and establishes a plan for own learning and professional development.	<p>Presentation of practice account.</p> <p>Out of 30 points evaluation system, 80% of students should receive no less than 16 points</p>	

**In order to evaluate the learning outcome, students' achievements are assessed in the study courses, and both their theoretical basic knowledge and their practical skills are measured by the students' achievements**

- Study course programs (syllabus )see annex
- CV of program heads:

**Information about human resources necessary for the implementation of educational program**

Nº	Name of teaching courses	Lecturer Name	Qualification	Position
1.	Methods of Business Research	L.Chagelishvili Agladze	Doctor of Economic Sciences	Professor
2.	Practical Management	I.Jimshitashvili	Candidate of Economic Sciences	Affiliated Professor
3.	Managerial Economics	M.Aladashvili	Doctor of social sciences	Affiliated Associate Professor
4.	Global Business Environment	S.Ramazashvili	Doctor of Education	Affiliated Professor
5.	Managerial Accounting	G.Kiparoidze	Candidate of Economic Sciences	Invited Doctor
6.	Marketing Management	R. Dalakishvili Tchitchinadze	Doctor of Economics	Invited Doctor
7.	Strategic Management	R. Dalakishvili Tchitchinadze	Doctor of Economics	Invited Doctor
8.	Business Statistics	N.Khizanishvili	Doctor of Economics	Affiliated Professor
9.	Managing Human Resources and Organizational Behavior	M.Gonashvili	Doctor of Economics	Invited Professor
10.	Managing Corporate Portfolio	L.Chagelishvili Agladze	Doctor of Economic Sciences	Professor
11.	Leadership and group management	S.Ramazashvili	Doctor of Education	Affiliated Professor
12.	Business processes and operations management	L.Chagelishvili Agladze	Doctor of Economic Sciences	Professor
13.	Project management	L.Chagelishvili Agladze	Doctor of Economic Sciences	Professor
14.	Practice	I.Jimshitashvili	Candidate of Economic Sciences	Affiliated Professor
15.	MA Thesis	N.Rinkiashvili  I.Jimshitashvili  L.Chagelishvili- Agladze  N.Khizanishvili  S.Ramazashvili		

		M.Aladashvili		
16.	Business Communication	I.Jimshitashvili	Candidate of Economic Sciences	Affiliated Professor
17.	Information Technologies in Business Management	M.Zakariashvili	Candidate of Informatics Sciences	Affiliated Professor
18.	Tourism Management	M.Aladashvili	Doctor of Economics	Affiliated Professor
19.	Management of Hotels and Restaurants	T.Tamarashvili	Doctor of History	Affiliated Professor
20.	Academic Writing	N.Kakhashvili	Academic Doctor of Philology	Affiliated Associate Professor
21.	Management of Innovations	N.Rinkiashvili	Candidate of Economic Sciences	Affiliated Professor
22.	English for specific purposes 1	K.Shashviashvili	Doctor of Education	Affiliated Associate Professor
23.	English for specific purposes 2	K.Shashviashvili	Doctor of Education	Affiliated Associate Professor

See the CV of the mentioned professors-teachers on university web page ([www.tesau.edu.ge](http://www.tesau.edu.ge) ).