LEPL Iakob Gogebashvili Telavi State University

Faculty of Social Sciences, Business and Law
Bachelor Educational Program:

"Business Administration"

Wide Field: 04 - Business, Administration and Law

Narrow Field: 041 Business and Administration

Detailed Field: 0413 Management and Administration (0413.1.2 Business Administration)

Program Supervisors: Ia Jimshitashvili, Professor, Academic Doctor of Economics; Rusudan Dalakishvili-Tchitchinadze, Doctor of Economics.

1. Approved at the Faculty Council

2. Protocol №11, 4.06.2024.

   Faculty Dean: /T.Tamarashvili/

3. Recommended by the Faculty and the University Quality Assurance Offices
   Protocol №10 4.06.2024 .

   Head of University Quality Assurance Office   /S.Tatulishvili/

4. Approved by the Academic Council
   Protocol   № 15 4.06.2024 .

   University Rector: /Sh. Tchkadua/

Telavi
2024

Faculty: Social Sciences, Business and Law

Deaprtment: Social Sciences, Business and Law

Name of Educational Program: *Business Administration*

Program Analogue(s) The Program is designed by considering the experience of similar programs in Europe, The USA and the world Universities, in particular, Switzerland Business school (https://www.sbs.edu/bachelor-programs/bsc/curriculum), Bridgeport university Business Administration Bachelor Program (https://www.bridgeport.edu/academics/programs/business-administration-bs/curriculum), Porto (https://www.mci.edu), Madrid and

1. http://www.umuc.edu/academic-programs/business-and-management/index.cfm UMUC (Universcity of Maryland Univercity Collage, USA)
2. http://www.ie.edu/university/studies/academic-programs/bachelor-business-administration/ IE University (Madrid, Spain)
3. http://www.bi.edu/bachelor/bachelor-of-business-administration/programme-structure/ Norwegian Businnes School (Norwey)
4. http://carey.jhu.edu/academics/bachelor-of-business-administration/ Johns Hopkins University (Baltimore, USA)
5. https://catalog.ufl.edu/ugrad/current/courses/descriptions/business-administration.aspx UF (Univercity of Flodira, USA)
6. http://business.gwu.edu/wp-content/uploads/2013/12/BBA_4-Year_Worksheet_FA09_Curriculum_revJune2014.pdf (George Washington University, USA)

Educational Program Supervisors:

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Step of academic education: Bachelor's Degree (first step)

Type of Educational Program: Basic

Language of Instruction: Georgian

Qualification to be awarded: *Bachelor of Business Administration*

Program Volume in Credits: 180 credits

Prerequisite for admission to the program: According to the rule established by the legislation of Georgia, a citizen of Georgia who has a document confirming a complete general education and successfully passes the exams administered by the National Examination Center of Georgia can enroll in the Bachelor educational program. Enrollment of a person who is not a citizen of Georgia is regulated by the Law of Georgia on Higher Education.

Aim of Educational Program:

Preparation of a competitive bachelor having critical thinking skills and the ability to apply broad theoretical knowledge of the basic principles of business management in practice and will be able to:

- plan, control and administer business with the market oriented vision

- effective implementation of management, financial and marketing activities specific to the field of business, in compliance with business ethics and social responsibility.

Learning result: Educational program enables students to acquire knowledge, develop suitable skills and demostrate them in the following directions:

Knowledge and Undesrtanding

1. Describes the internal and external environment affecting the operation of business entities, the main directions of the company's development and the main tools of strategy, current events and business processes in the functional field of business;
2. Describes the main elements of management in the organization, their importance in the success of the company, the main theories and concepts of management, the functions and responsibilities of management and manager
3. Discusses marketing strategies and policies, effectively demonstrates ways to use human and financial resources
4. Identifies methods of obtaining and processing statistical information
5. Using mathematical elements, discusses the laws of demand and supply, the main indicators of macroeconomics, the main characteristics of the market mechanism and financial instruments

Skill
6. Analyzes problems related to the use of company resources, project management, strategic planning and develops ways to solve existing problems
7. Identifies the business environment and business-related risks and reacts to them using the risk management mechanism;
8. For effective usage of financial resources and increasing business value selects, describes, evaluates, reacts and demonstrates financial accounts of the instruments of financial accounting and control.
9. Identifies the problems coused during company's activities, shows alternative ways of solving them, makes analysis using qualitative and quantitative methods, designs target projects and demonstrates via informational technologies.

Responsibility and Autonomy

10. When acting in accordance with the principles of leadership and/or cooperation in the team, respects and protects the social responsibility of the organization and the norms of business ethics, on the basis of which he establishes an action plan for his own learning and professional development in accordance with the needs.

Methods and forms of learning outcomesvarious methods are applied to attain learning results: lectures via interactive methods, seminars, written and oral methods, method of practical work,

(presentation, working online) methods of group work, inductive and deductive, methods of analysis and synthesis,etc . They are reflected in the particular subject syllabus.

- ☐ lecture ☐ working in group ☐ seminar

- ☐ BA Thesis ☐ Practical work

- ☐ Homework / abstract ☐ working via electronic resource

- ☐ learning practice ☐ essay ☐ others

Professor may use one or several methods mentioned above or any other methods according to the objectives of particular learning course. Teaching-learning methods of specific course are outlibned in the syllabus of appropriate course.

lecture – the aim of which is to discuss major topics provided in the program and provide the student with appropriate information. Courses are oriented to acquire accumulated experience and theoretical research.

seminar - during seminars attention concentration takes place by doing typical tasks and cases which provide strengthening skills in practice which students have acquired. **The purpose** of the seminar is to enable students to deepen the topics they have listened during the lectures.

Various methods are applied 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.

➢ **Method of working on book**- Method is basicly used during learning. Based on desire, student prepares abstract and/or presentation, articles for scientific conferences.

    ➢ **Brain storming** - This method implies promoting the formation and expression of as many, preferably radically different, opinions and ideas about a specific issue/problem within a specific topic. The method promotes the development of creative approach towards the problem. This method is effective in case of large groups and comprises several key stages:

- Defining problem/issue from creative viewpoint.

- In a certain period of time, non-critically recording the ideas surrounding the issue from the audience (mainly on the blackboard)

- By means of exclusion, distinguishing those ideas that show the most relevance to the question

- Defining evaluation criteria to determine the relevance of the idea to the research goal.

- Evaluating selected iseas via preliminary defined criterion.

- Revealing the best means to solve the problem as an idea having the highest evaluation

Discussion/debates –One of the videly spread methods of interactive teaching. discussion process greately increases the quality and engagement of students. The discussion can turn into an argument. This process is not limited to the questions asked by the professor. This method develops the student's ability to argue and justify his opinion.

- ➤ **collaborative work** - Teaching with this method implies dividing students into groups and giving them a learning task. Group members work on the issue individually and simultaneously share it with the rest of the group. According to the set task, it is possible to redistribute functions among the members during the work of the group. This strategy ensures maximum involvement of all students in the learning process

- ➤ **Problem Based Learning (PBL**) - A learning method that uses a problem as the initial stage of the process of acquiring and integrating new knowledge. In order to adequately solve this problem, the student works on sources, scientific literature, through modern information technologies searches for 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**–It is based on discussion around the given issue. When presenting the material, the professor cites a specific example, which is discussed in detail within the given topic.

- ➤ **Inductive method** - Defines a form of any subject knowledge, 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.

- ➤ **Method of analysis** -It helps us to break down the learning material as a whole into its component parts. This makes it easier to cover a single issue within a complex problem in detail

- ➤ **Method of synthesis** -It means making a single whole by grouping separate issues. This method helps to develop the ability to see the problem as a whole.

- ➤ **Demosntrational method** –This method involves visual presentation 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 involves 3 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 process 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 learning 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 Business Administration Bachelor educational program

And others.

Field of employment: Graduates can be employed in state and private and non-governmental sectors (Commercial banks, hotels, wine factories, micro-finance organizations, insurance organizations, state services, regional structural units, etc.). Those who desire can   continue studies in MA.

Material-Technical Base: Computer centers equipped with unlimited Internet, 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 included in the international network:

By 2024 the following international electronic bases are available for Tesau consumers:

List of EIFL sectoral scientific data bases for Consortium members (various directions) with definitions:

1. Cambridge Journals Online   (https://www.cambridge.org/core) - Cambridge Journals Online (https://www.cambridge.org/core) – humanities and social sciences, 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 engeneering (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;

·   Eevery journal is indexed in SCOPUS-ში.

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 - 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®onlinehttp://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 #5 14.03.2018). For detailed information see study courses and syllabus.

<u>Evaluation system has:</u>
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.

<u>Note:</u>All syllabuses have a minimum level of competence of interim assessments (no more than 60%) and final exam evaluation (no more than 60%). 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 sum of grades from interim and final assessments

providing minimal competence. A student who receives 0-50 points in the final evaluation of the educational component, will be assigned a grade of F-0

Peculiarities of teaching organization: program comprises 180 credits:

- Major learning sphere component-130 credits (obligatory component of major learning sphere-110 credits (among them practice takes 10 credits), elective component of major learning sphere-20 credits)
- Free (compulsory) component-35 credits
- Free (elective) component-15 credits

Study Plan of Bachelor Educational Program"Business Admninistration"

№	Subject code	Program components	Prerequisites for admission	Estimated Semester	ECTS credits	Hour		total
						contact	independent	
			Learning Component					
		obligatory components of major learning sphere - 110credits						
1.	SBLS1BAMB1	Mathematics for Business 1	-	1	5	45	80	125
2.	SBLS1BAMi	Principles of Microeconomics	-	1	5	32	93	125
3.	SBLS1BAMB2	Mathematics for Business 2	Mathematics for Business 1	2	5	45	80	125
4.	SBLS1BAMA	Principles of Macroeconomics	Principles of Microeconomics	2	5	32	93	125
5.	SBLS1BABoB	Basics of Business	-	2	5	32	93	125
6.	SBLS1BABoF	Basics of Finances	-	2	5	32	93	125
7.	SBLS1BEnt	Entrepreneurship	-	3	5	32	93	125
8.	SBLS1BABoM	Basics of Management	-	3	5	32	93	125
9.	SBLS1BATHPMS	Probability Theory and Mathematical Statistics	Mathematics for Business 2	3	5	45	80	125
10.	SBLS1BABI	Business Informatics	Computer skills and informational	3	5	32	93	125

			technologies					
11.	SBLS1BABoMk	Basics of Marketing	-	4	5	32	93	125
12.	SBLS1BABoHRM	Basics of Human Resources Managment	Basics of Marketing	4	5	32	93	125
13.	SBLS1BABoMM	Basics of marketing-management	Basics of Marketing	4	5	32	93	125
14.	SBLS1BASoB	Statistics of Business	Probability Theory and Mathematical Statistics	4	5	32	93	125
15.	SBLS1BAFA	Financial accounting	-	5	5	80	45	125
16.	SBLS1BAFM	Financial Management	Basics of Finances	5	5	32	93	125
17.	SBLS1BAOM	Operations management	Basics of management	5	5	32	93	125
18.	SBLS1BAPM	Project management	Basics of Business	5	5	32	93	125
19.	SBLS1BABoSM	Basics of strategic management	Basics of management	6	5	32	93	125
20.	SBLS1BACoIM	Integrated marketing communications	Basics of marketing	6	5	32	93	125
21.	SBLS1BAP	Practice	[1]	6	10	90	160	250
	Elective component of major learning sphere- 20 credits							
1.	SBLS1BASM	Marketing of Services	Basics of Marketing		5	32	93	125

[1] obligatory component of major learning sphere including 5th semester

2.	SBLS1BAMA	Managerial accounting	Financial accounting		5	32	93	125
3.	SBLS1BACB	Consumer Behavior	-		5	32	93	125
4.	SBLS1BABBC	Basics of Business communication	Basics of Business		5	32	93	125
5.	SBLS1BATax	Tax Business	-		5	32	93	125
6.	SBLS1BAEfSP1	Business English 1	English language 4		5	46	79	125
7.	SBLS1BAEfSP2	Business English 2	Business English 1		5	46	79	125
8.	SBLS1BADfSP1	Business German 1	German Language 4		5	46	79	125
9.	SBLS1BAEfSP2	Business German 2	Business German1		5	46	79	125
10.	SBLS1BARfSP1	Business Russian 1	Russian Language4		5	46	79	125
11.	SBLS1BARfSP2	Business Russian 2	Business Russian 1		5	46	79	125
12.	SBLS1BATM	Time management[2]	Basics of management		5	32	93	125
13.	SBLS1BATMe	Time Management	Basics of management, Business English 2		5	32	93	125
14.	SBLS1BAOSB	Oranizing small Business	Basics of Business		5	32	93	125
15.	SBLS1BAL	Basics of Logistics	Basics of Marketing		5	32	93	125
16.	SBLS1BAEM	Event management	-		5	32	93	125
17.	SBLS1BAPPHL	Leadership and group	-		5			125

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[2] Time management is offered to students in Georgian and English languages, student has the right to select only one of them considering appropriate prerequisites.

		management						
18.	SBLS1BAEL	Entrepreneurship Law	-		5	32	93	125
19.	SBLS1BABP	BA Thesis	see. [3]	6	10	15	235	250
20.	SBLS1BABoMgt	**Basics of Management**	English 4		5	32	93	125
21.	SBLS1BAE	**Entrepreneurship**	English 4		5	32	93	125
22.	SBLS1BAPMgt	*Project Management*	English 4		5	32	93	125
		Free obligatory component			**35**			
1.	U1AW	Academic Writing	-	1	5	32	93	125
2.	U1CS&IT	Computer skills and informational technologies	-	1	5	32	93	125
3.	U1IiFM	Introduction in Philosophical Thinking	-	1	5	47	78	125
4.		Foreign language[4]	-	1,2,3,4	20	46	79	125
		Free elective component			**15**			
1.	FECD&C	Democracy and citizenship	-		5	32	93	125
2.	FECGCoGH	General Course in the History of Georgia	-		5	45	80	125
3.	FECL	Logics	-		5	47	78	125
4.	FECGCoP	Introductory Course in	-		5	32	93	125

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[3] Student mast have acquired obligatory subjects of major sphere including 5th semester and free obligatory component (35 credits).

[4] Every previous part

No.	Code	Name						
		Politology						
5.	FECA&PPiG	Government and Political Processes in Georgia	-		5	32	93	125
6.	FECRoCRbyIA	Decreasing the Risks of Disaster via Inclusive Approach	-		5	32	93	125
7.	FECRoCS	The Role of Civil Society	-		5	32	93	125
8.	ENS1BGe	General Geography	-		5	32	93	125
9.	FECCA	Computer Architecture	-		5	46	79	125
10.	SBLS1PADSEU	European Union and European integration of Georgia	-		5	36	89	125
11.	EDS1PLTGF	General Psychology	-		5	45	80	125

Credit distribution according to semseters

Semester	1	2	3	4	5	6	total
major learning sphere obigatory	10	20	20	20	20	20	110
major learning sphere elective	0	0	5	5	5	5	20
free obligatory obligatory	20	5	5	5	0	0	35
free elective elective	0	5	0	0	5	5	15
Sum	30	30	30	30	30	30	180

Learning Result Map:

Name of obligatory component/subjects	result 1	result2	result3	result 4	result 5	result 6	result 7	result 8	result 9	Result 10
Mathematics for Business 1				✓	✓					
Principles of Microeconomics	✓				✓		✓			
Mathematics for Business 2				✓	✓					
Principles of Macroeconomics					✓		✓			
Basics of Business	✓	✓					✓			
Basics of Finances			✓					✓		
Enterpreneurship	✓		✓				✓			✓
Basics of Management	✓	✓				✓				
Probability Theory and Mathematical Statistics				✓						
Business Informatics								✓		
Basics of Marketing	✓		✓					✓	✓	
Basics of managing human resources		✓	✓			✓				
Basics of marketing-management			✓					✓	✓	

Statistics of Business				✓						
Financial accounting					✓			✓		
Financial management					✓			✓		
Operational Management	✓								✓	
Project management	✓	✓				✓			✓	✓
Basics of strategic management	✓		✓			✓				
Integrated marketing communications							✓			
Practice	✓	✓	✓	✓		✓	✓			✓

Learning Result Map

Name of obligatory component/subjects	result 1	result2	result3	result 4	result 5	result 6	result 7	result 8	result 9	Result 10
Mathematics for Business 1				1	1					
Principles of Microeconomics	1				1		1			
Mathematics for Business 2				1	1					
Principles of Macroeconomics					1		1			
Basics of Business	1	1					1			
Basics of Finances			1					1		
Enterpreneurship	1		1				1		1	1
Basics of Management	1	1				1				
Probability Theory and Mathematical Statistics				1						
Business Informatics							1			
Basics of Marketing	1		1				1		1	

Discipline										
Basics of managing human resources		2	2			2				
Basics of marketing-management			2				2		2	
Statistics of Business				2						
Financial accounting					2			2		
Financial management					3			3		
Operational Management	2								2	
Project management	2	2				2			3	2
Basics of strategic management	2		2			2				
Integrated marketing communications							2			
Practice	3	3	3	3		3	3			3

Note: 1-acknowledgement, 2-deepening, 3-reinforcement

appendix 4

Compliance of Program Goals and Learning Outcomes

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			✓	✓		✓	✓	✓	✓	✓

Goal of Educational Program:

Preparing a competitive Bachelor with the ability to apply broad theoretical knowledge of the basic principles of business management in practice and critical thinking skills, who will be able to do the following within the scope of his competence:

- With a market-oriented vision, business planning, control and administration
- Effective implementation of management, financial and marketing activities characteristic to the field of business, in compliance with business ethics and social responsibility.

appendix 5

Business Administration Bachelor Educational Program Learning Outcome Targets by results/competences

Outcomes	targets
1. Describes the internal and external environment affecting the operation of business entities, the main directions of the company's development and the main tools of the strategy, current events and business processes in the functional field of business	Classification of internal and external factors of the company, their definition , classification of company values and competitive resources, SWOT and PEST analysis of the company 70% of students from 30 points evaluation system should take no less than 16 points.
2. Describes general managerial elements in the organization, their importance in the success of the company, general theories and concepts of management, functions and responsibilities of management and manager.	Managerial functions, methods, general principles, management purpose, manager's functions and responsibility, managerial skills 70% of students from 30 points evaluation system should take no less than 16 points.
3. Discusses marketing strategies and politics, effectively shows the ways of using human and finacial resources.	Definition of marketing strategies and politics Planning and using human and financial resources 70% of students from 30 points evaluation system

	should take no less than 16 points.
Makes the identification of methods of obtaining and processing statistic information	Essence of statistic information, obtaining statistic information, processing, analysis 70% of students from 30 points evaluation system should take no less than 16 points.
5. Using mathematical elements, discusses the laws of demand and supply, the main indicators of macroeconomics, the main characteristics of the market mechanism and financial instruments	Definition the laws of demand-suply, calculation, Determination of elasticity, joint demand and supply, calculation the main indicators of macroeconomics. 70% of students from 30 points evaluation system should take no less than 16 points.
6. Analyzes the usage of company resources, problems related to project management, strategic planning and develops ways to solve existing problems;	Forms and methods of controlling the use of company resources Defining main tasks of management delegation Elements of project management and regulation company strategy, mission, goals and objectives 70% of students from 30 points evaluation system should take no less than 16 points.
7. identifies the business environment and business-related risks and reacts to them using the risk management mechanism	Assessment of competitors, suppliers and customers Analysis of strategies Means of stimulation 70% of students from 30 points evaluation system should take no less than 16 points.
8. For effective usage of business value growth and financial resources selects the instruments of financial accounting and controlling, describes, evaluates, reacts and demonstrates financial accountings.	financial characteristics of the company liquidity financial instruments system of financial accounting Developing financial documentation

	70% of students from 30 points evaluation system should take no less than 16 points.
9. Identifies problems raised during the company's activities, shows alternative ways of solving them, using quantitative and qualitative methods of analysis, develops and demonstrates targeted projects using information technologies	Project planning project tables and charts Customer decision-making process, segmentation parameters, target market determination, marketing complex, communication strategy, branding process 70% of students from 40 points evaluation system should take no less than 21 points.
10. When acting in accordance with the principles of leadership and/or cooperation in the team, respects and protects the social responsibility of the organization and the norms of business ethics, on the basis of which he establishes an action plan for his own learning and professional development in accordance with his needs.	practice presentation 70% of students from 30 points evaluation system should take no less than 16 points.

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

The university has a system for evaluating students' academic performance and comparing them with the data of the student ranking scale developed by the European Credit Transfer and Accumulation System (ECTS).For example, result is considered to be normal if:

1. Students' amount with the evaluation A doesn't excee 10% of the total amount

2. The following evaluations are distributed in the following way: B-25%; C-30%; D-25%;

3. Students' amount with the evaluation E doesn't exceed 10% of the total amount. That means that the majority of students should have the average attendance and the highest and lowest scores to 10% -10% of students' total amount. After comparison reasons of deviation (in case of existence) are determined and recommendations are developed.

Study course programs (syllabus): see.

Program superviser's CV: see. University web-page (http://www.tesau.edu.ge/socialur-mecnierebata-biznesisa-da-samartlis-fakulteti/departamentebi3)

Information about human resources necessary for impelentation of educational program

	First Name Last Name	Academic Degree	Status	Learning Component
1.	Nana Rinkiashvili	Doctor of Economics	Affiliated Professor	Basics of Business, Principles of microeconomics, principles of macroeconomics, entrepreneurship
2.	Nino Kakhashvili	Doctor of Philology	Affiliated Associate Professor	Academic Writing
3.	Ia Jimshitashvili	Candidate of Economic Sciences	Affiliated Professor	Basics of Management, Practice, Time Management, BA Thesis, Consumer Behavior
4.	Nanuli Khizanishvili	Doctor of Economics	Affiliated Associate Professor	Statistics for Business, Basics of Marketing, Logistics, BA Thesis
5.	Maia Aladashvili	Doctor of Social Sciences in Economics	Affiliated Associate Professor	Financial Management, Basics of Finances, Basics of managing human resources, BA Thesis
6.	Neli Tskhitishvili	Candidate of Philological Sciences	Affiliated Associate Professor	Managing Events
7.	Rusudan Dalakishvili-Tchitchinadze	Doctor of Economics	Invited Prof.	Basics of Marketing-Management, Integrated marketing communications, Service Marketing
8.	Mzia Maisuradze	-	Invited teacher	Financial accounting, Managerial accounting.
9.	Lali Chagelishvili Agladze	Doctor of Economic Sciences	Professor	Project Management, Leadership and group management, managerial accounting, Operations management
10.	Tamar Rostiashvili	Academic Doctor of Economics	Invited Professor	Basics of Strategic Management,Probability Theory and Mathematical statistics, Mathematics for Business
11.	Solomon Ramazashvili	Doctor of Education Sciences	Affiliated Associate Professor	Basics of Business communication,Small Business Organization, BA Thesis

12.	Shorena Lazariashvili	-	Affiliated Assistant	Entrepreneurship Law, Tax Case
13.	Mariam Zakariashvili	Candidate of Pedagogical Sciences (Informatics)	Affiliated Associate Professor	Business Informatics, Computer Skills and Informational Technologies
14.	Ketevan Shashviashvili	Doctor of Education	Affiliated Associate Professor	Business English 1, 2, Business English 1,2,3,4
15.	Lela Saparishvili	Doctor of Education	Invited Teacher	Business German 1, 2, German Language 1,2,3,4
16.	Seda Asaturovi Manana Ghambashidze	Candidate of Pedagogical Sciences, Academic Doctor of Philology	Affiliated Associate Professor	Business Russian 1, 2.Russian Language 1,2,3,4
17.	Irma Shioshvili	Doctor of Philosophy	Affiliated Professor	Introduction in Philosophical Thinking, Logics
18.	Tamar Ghurtskaia	-	Invited Teacher	General Course in the History of Georgia
19.	Nana Berdzenishvili	Doctor of Geography	Affiliated Associate Professor	General Geography
20.	Natela Basilashvili	Doctor of Political Sciences	Affiliate Assistant Professor	Democracy and citizenship, Introductory course in Politology
21.	Shalva Tchkadua	Doctor of History	Affiliated Associate Professor	Government and political processes in Georgia, the role of civil society, European Union and European Integration of Georgia
22.	Mevludi Maisuradze	-	Invited Teacher	Decreasing the risks of disaster via inclusive approach
23.	Aleksandre Benashvili	Candidate of technical sciences	Invited Doctor	Computer architecture
24.	Ia Chakiashvili	Candidate of psychological Sciences	Affiliated Associate Professor	General Psychology