

Brief description of the undergraduate courses in Business Administration

Module of Faculty Study Courses

1. Mathematics for Economists I

The purpose of this course: is to introduce students to the role of mathematics in modern economics. Provide a student with a wide understanding of mathematics necessary to read and comprehend economic literature, especially journals that employ mathematical methodologies; Provide a broad base of mathematical knowledge that may be applied to real-world problems;

The course is divided into seven sections. Systems of linear algebraic equations and the simplest mathematical models of economics, vectors, matrices, and determinants, and parts of financial mathematics are all examples of systems of linear algebraic equations. Practical activities and exercises, answering theoretical questions, homework, control tests, and autonomous work are all included in each topic. The student will be able to examine the modern economic cycle in depth while taking this course. Read and comprehend economic literature, particularly periodic surveys conducted using these mathematical approaches.

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2. Mathematics for Economists II

The purpose of this course is to introduce students to the role of mathematics in modern economics. Students will be prepared to study both particular and general economic cycle topics. Provide students with a comprehensive base of mathematical knowledge that allows them to read and comprehend economic literature, particularly journals that employ mathematical methodologies. Fields that are primarily used.

The Content of the course:The course focuses on recognizing the value of mathematical knowledge in all aspects of modern human activity, establishing mathematical

methodologies, and honing realization abilities. The course covers nine major topics: numerical sequences, numerical sequences, function limits, function derivatives, function research using a derivative, multiple variables, elements of integral accounting, ordinary differential equations, and two-dimensional linear programming issues. Homework, control tests, and independent work are used to answer theoretical questions. The student will be able to study the issues of the modern economic cycle while taking this course. to be able to read and comprehend economic literature, including periodic surveys conducted using these mathematical approaches

Learning Objective: - Understands the theory and properties of sequence limits. It understands the limit of a function on a point, the continuity of a function, the termination points of a function, and two-variable functions. It understands how to perform functions with one or many variables. It is capable of integrating certain types of functions in a single variable, known as ordinary differential equations. understands linear programming problems The geometric method can be used to solve two-dimensional linear programming problems with little supervision. Use these problems to mathematically understand, formulate, and solve economic problems.

3. Information Technologies

Course Objectives: The goal of this course is for students to understand the importance of computers and information technologies in all aspects of human activity and to be able to apply them in their daily lives. Develop practical computer skills, learn to work with systems and software packages, and be able to use Internet resources.

Outline of the Course: - The course is divided into four major modules: Using the operating system; Using the Internet; Using the PowerPoint electronic presentation system; Using the Microsoft Excel spreadsheet processor This course allows the student to master the practical skills of working with the operating system, as well as the ability to use Internet resources and e-mail. The student must be able to prepare electronic documents using the Microsoft Office software package's programs. Creating and planning e-presentations, storing and processing information in spreadsheets, organizing calculations, data analysis, and visualization; Understand the fundamental terminology.

Learning Outcome: Knows how to use the operating system; how to use web browsers and find relevant information on the Internet; Use of e-mail can solve and perform practical work with a computer, according to pre-defined requirements (including in the field). can create complete documents and presentations through office software packages; Processing large amounts of information through spreadsheets (sorting, searching, filtering, etc.)

4. Academic writing I

Course Objectives: The course aims to develop students' academic writing culture in international practice, critical thinking, argumentation, and evaluation skills, to develop any type of text (essay, review, scholarly paper, etc.), to prepare a text for public speaking, to present an effective presentation text; principles of writing business documents; and to acquire language skills necessary for written and oral communication. Listening to the entire course and completing the relevant assignments will assist students in developing their professional mastery as cultural communicators (in various areas of public life).

Course of Study - During the course, students will learn and study the principles of academic writing, as well as review texts that will frequently be required to be created and used in an academic setting. These include things like reviews, abstracts, bachelor's theses, and more. Students will learn how to prepare a text for public speaking, formulate an opinion clearly, comprehensibly, succinctly, and logically, argue and reason, read in an academic context, and much more.

Learning Outcome: The student will understand the principles of academic writing that have been established in international practice, the creation of business documents, and the elements of functional writing. The fundamentals of Georgian orthography and orthography. The functional diversity of Georgian literary language will provide the student with the necessary skills for written and oral communication. He/she will be able to create orthographically and grammatically good text, proofread and correction of texts, preparing for the public speech. Course tasks will develop fine and individual style of various works, ability to create business documentation, together with the writing experience will make individual style of paper work.

5. World Civilisation and Georgia

The training course's goal is as follows: - In this training course, issues of Georgian history and culture are presented against the backdrop of the country's historical and modern geocultural development. Man, the creator of culture and civilization, is also its product. The student must recognize that globalization places new demands on national cultures; a cultural dialogue necessitates knowledge of the participants' identities, as well as their cultural appearance. The goal of the course is for students to understand the importance of cultural-civilizational relations, to perceive the traditional value system against the backdrop

of neighboring cultures, and to be able to participate in the planning and implementation of multicultural projects while respecting and cooperating with other cultural values.

Course Outline -To achieve the objectives of the course, students will study key issues of political and cultural-religious significance, including "Life of Kartli" and world history, the ancient world and the beginnings of Georgian civilization, the ancient world and the formation and strengthening of ancient Georgian state formations. Consequences of coexistence with the indigenous peoples of the Caucasus, issues of ancient Persian-Georgian contacts, social-cultural-typological relations of medieval Europe and Georgia, the idea of freedom and its development in Europe and Georgia...

Learning Outcome: - Knowledge of civilization, its basic characteristics, which includes the assimilation and critical understanding of existing historiosophical theories. Understanding current and prospective models of the interrelationships of civilizations. Explaining and formulating the essence of ethnic nationalism; assessing the importance of the religious factor, assessing the problematic issues of national history, defining one's own cultural identity, understanding the importance of cultural confrontation and cooperation for the preservation and development of one's own national identity;

6. Communication Technologies

The point of the preparing course is to successfully communicate the essential communications, together with proficient information and abilities, in arrange to extend the concentrated and scale of communication, to create open talking aptitudes. Information of the specifics of connections, counting fundamental shapes of commerce connections (verbal and non-verbal), identifies different mental sorts of identity agreeing to a particular reason and acts enough within the circumstance. Create the abilities of commerce discussion, transaction, introduction, and open talking.

Course Diagram - The course centers on the fundamental shapes and strategies of interpersonal communication. Based on the advancement of routine standards of communication, mental establishments of commerce relations, mental standards of human impact, commonsense abilities of non-verbal relations and ought to give dominance of open talking abilities (arrangement of open discourse, discourse innovation, contact with the gathering of people), commerce communication, discussion , Introduction, discussion-debate, etc.) execution in an ideal way.

Learning Result - Knows the shapes of trade connections, their specifics; The strategies of bunch and person communication, get it the conditions of satisfactory utilize concurring to their circumstance, can distinguish the human psychotype at the basic level and decide the ideal strategies for acting concurring to the circumstance, in case fundamental, reasonably

control and adjust their possess behavior. Take part in commerce gatherings, transactions, discussions-debates in understanding with pre-defined enlightening. Have the abilities of open talking, planning a introduction and making contact with the gathering of people, pulling in the audience's consideration and keeping up consideration.

Optional Study Courses

7. Social-Economic and Political Geography

Course Objectives- The organization of geographical space in any historical period and social formation is a "product" of complex interactions between human activities and the natural environment, accordingly the modern society geography is structured and transphormed in world due to current various economical, social, political, ideological, cultural and institutional processes. In turn, spatial structures and processes influence people's socio-economic activities. In this context, the aim of the course is to study the spatial organization of global political, social, and economic processes and their diversity. Understand the interrelationships between the landscapes of human social activity and the results of these activities and their compatibility with the living environment.

The taking after key subjects are secured within the course: the part of socioeconomic and political topography within the logical framework; Legislative issues and the political outline of the advanced world; European, Asian, American, African, and Australian nations, their classification; The world populace is both an question and a subject of open geology. Cutting edge movement forms: causes, vectors, results; An ethnolinguistic classification of the world's populace; Individuals and the geological environment; Horticulture and the environment; Worldwide Collusions; World Economy, Development, and Geology; Globalization and the Geology of Worldwide Issues.

In this way, this course will assist you to induce familiar with the cutting edge world, almost which, no matter how astounding, we know small. Keep in mind simply are an natural portion of this world and you're in every day contact with it, in spite of the fact that you'll not indeed realize it.

It would be ideal if you disregard the generalization that topography is fair a outline (in spite of the fact that, of course, we'll utilize maps) and memorize topographical names orally! When examining the course, you may be inquired not as it were to consider the truthful data, to get it and utilize the definitions accurately, but moreover to analyze the fabric (print, electronic, factual), comparative examination, basic investigation, drawing conclusions, understanding the conditionality of classifications, and defining and substantiating your criteria; Outline analysis; Properly studied, make, and analyze tables, charts, and charts;

We'll get familiar with GIS. Be beyond any doubt that I require information of the States, their capitals, and worldwide unions, as well as other vital names and terms in English.

Learning Result - After completing the course, the understudy ought to know the definitions of geological terms and their adjust utilize; Recognize the part of financial and political geology within the logical framework; It recognizes the joins between legislative issues and the advanced world's political outline; ought to be able to illustrate information of the nations of Europe, Asia, America, Africa, and Australia, as well as classify them; plan an theoretical, introduction beneath negligible authority conditions; Select a case; Compile and analyze graphs, charts, and tables. Illustrate pugnacious resistance; take part in wrangle about. can clarify, differentiate, assess, generalize, compare, and draw geographic data or fabric data and distinguishing it on a outline;

8. Phylosophy

The point of the preparing course is to assist the "partner of intelligence" to create the capacity to generalize, think autonomously and express their suppositions on troublesome life issues based on philosophical information, to create explanatory aptitudes of current forms in open life, to educate communication to the more youthful era; to create a culture of tuning in and considering distinctive conclusions, coordinating their minds to the explore for truth and not fair self-realization.

Course Layout - This course clarifies the specifics of philosophical considering, characterizes the subject of reasoning, key concepts and categories, the pith and fundamental reason of the world (understanding the meaning of life), centers on the natural association between religion and reasoning, likenesses and contrasts between understudies. The course gives the understudy with fundamental concepts of rationale, empowering them to control the thought and discourse handle, dodge coherent mistakes or identify them and rectify them. At last, rationale instructs the craftsmanship of contending - an imperative angle of human mental relations, which empowers one of the essential human rights - the realization of the proper to precise and protect one's possess conclusion.

Learning Result - Characterizing and talking about the fundamental concepts, all inclusive issues, and issues of reasoning, which includes basically understanding and analyzing distinctive, frequently clashing speculations and standards, utilizing philosophical as well as a few unmistakable strategies to solve issues; Has examined the essential laws of coherent considering, is able to conduct the contention inside the ethical system and define his claim, contemplated conclusion.

9. Psychology

Course Goals - This course points to allow understudies a common instruction in brain research as a science, which in turn gives common fundamental concepts and essential hypotheses of both classical and cutting edge mental streams (D. Uznadze; Z. Freud; K. Khorn; G. Jung; A. Adler) think about; Understudies will be presented to the common designs of the mind, mental forms, and identity characteristics of a individual, the specifics of administration, and the quirks of making a mental self-portrait; Too trade brain research issues such as showcasing and publicizing brain research, cash brain research, labor advertise and business brain research.

Course Layout - To realize the objectives of the course you wish to study the taking after key issues: Idiosyncrasies of mental science and the most stages of advancement; Higher mental cognitive forms and their mental characteristics (feeling, discernment, consideration, considering, memory, feelings, sentiments, creative ability, determination, personality and character); Concepts of identity brain research based on the speculations of Dimitri Uznadze, Sigmund Freud, Carl Gustav Jung, Alfred Adler and Karen Khorn; Modified states of consciousness and the brain research of the oblivious; Too a few issues of social brain research (progressing forms within the gather, substance of the concept of authority and congruity) and commerce brain research (showcasing and promoting brain research, cash brain research, labor showcase and work brain research).

Learning Result - The understudy will know the history of brain research as a science, list and portray higher cognitive mental forms and their mental characteristics, characterize the concept of identity within the setting of distinctive hypotheses, assess the significance of subjective and objective components in terms of social brain research. Exchange to a proficient environment in compliance with proficient and ethical standards. With the assistance of a administrator will be able to arrange / conduct basic inquire about and assess / analyze comes about. At the same time plan autonomous work of a hypothetical or down to earth nature (eg unique, little explore, testing).

10. Culturology

Course Destinations - The point of the course is to supply understudies with information almost the complex range of social issues and the cutting edge conceptual device of culturology, which includes the consider of issues such as: the subject and destinations of culturology; The quintessence of the concept of culture and its beginning; Variables contributing to the root of the logic of culture; Clash of Civilizations and Discourse of Societies; Fundamental social speculations (subculture, first class culture, masculinity, etc.); Understanding culture within the reasoning of life; Individuals and culture; Culture and Globalization; Typological hypotheses of culture (Hegel, Spengler, Weber, Jaspers, Toynbee, etc.); Moreover Georgian culture, sorts of culture and the relationship between Georgian culture and Center Eastern culture.

Course Layout - The course centers on instructing understudies the fundamental concepts and terms of culturology: culture, esteem, civilization, subculture, tip top culture, manliness, negligible culture, counterculture, criminal culture, acculturation, as well as: national / culture, intercultural Culture; Country and culture; Typological speculations of culture and chronicled sorts of European culture (old, medieval, renaissance, advanced European culture, postmodern and Georgian culture.)

Learning Result - The understudy can portray and characterize the beginning of culture, clarify the relationship between civilization and culture, and list and depict social concepts, terms, and standards and strategies of their utilize. At the same time, it isolates subcultures, tip top culture, and manliness. Talks about Georgian culture and sorts of culture in detail. Freely or with negligible help from others, the understudy can select subjects and issues, decide their significance, classify, arrange and oversee little investigate ventures. Distinguish issues within the administration prepare and utilize the strategies required to fathom them.

11. Sociology

Course Targets - In this course, the understudy will get familiar with the substance of human science as a science considering open (social) relations, and will consider the essentials of observational and hypothetical human science, as well as the fundamental speculations and inquire about strategies of present day human science, as well as analyze the reality of socialization in a globalizing world. Within the educating handle, the understudy creates experimental investigate abilities, information investigation abilities. After completing the course, he / she will be able to take an interest in sociological ventures, pick up sociological understanding of social or other issues confronting society and be included in their arrangement, which is the most objective of the course.

Course Outline: - In arrange to realize the destinations of the course, understudies will consider the structure of society (society) as a particular social living being, the designs of advancement, the substance and reason of socialization, and the sociological angles of globalization. Specific consideration will be paid to the investigation of strategies.

Learning Result: Profoundly gets it the sociological strategies of inquire about and study, characterizes and analyzes the values of open society, examines and substantiates the significance of its presentation within the life of society, classifies the comes about of sociological studies, clarifies, contrasts, and assesses the issue. Plan a venture of a commonsense nature in agreement with pre-defined rules for investigate.

12. Politology

Course Goals - The point of the course is to supply the student with broad information within the field of political science, to present the substance of legislative issues as a science, the points and strategies of its think about, and present day worldview hypotheses. The understudy will analyze and assess the relationship between legislative issues and financial life, the interdependency of the thought of political progressivism and the thought of a free advertise. Upon completion of the course, he will be able to connect legislative issues and financial forms with the liberal-democratic worldview, get it the values of gracious (open) society and activate its presentation into society, which is the most objective of the course.

Course Diagram - Political Science centers on issues such as: legislative issues and individuals; Political relations and political behavior; Political culture and political awareness, political framework, concept of political pioneer, relationship between legislative issues and economy, relationship between state and country, patriotism and globalization, legislative issues and opportunity, government and power;

Learning Result - Gets it the idiosyncrasies of legislative issues, political prepare administration within the advanced world, its near association with the advertise economy. Interface hypothetical political categories with viable political activities.

13-16. English Language Module

13 Foreign Language A 1+

Goals of the learning Course:

The course could be a transitional step from A1 apprentice to A2 rudimentary level. Its reason is to make a establishment for the understudy to create 4 fundamental remote dialect aptitudes (perusing, composing, tuning in and talking).

Course depiction and substance: as well as language structure (A1 +) level. It incorporates A1 (apprentice) level components for understudies who are fair starting to memorize the dialect and speaks to a transitional arrange at the A2 rudimentary level. The course offers a comprehensive instructing of English lexicon and linguistic use and the improvement of common English talking abilities. In language structure - descriptive word degrees, pronouns, qualifiers, countable and multitudinous things, worldly shapes; Parts of discourse and their utilize in communication. *In perusing* - understanding the content and setting up the most thought in it, idealizing the perusing content, making strides the portrayal abilities. Discussion - Moving forward conversational aptitudes around the taking after themes (family, side interests, nourishment, lodging, work). Tuning in - Understanding common and particular data from the tuning in fabric and passing on its substance. In composing - spelling, linguistically and savvy people rectify portrayal of a person's put of home, family, work, leisure activity, telling a story in composing).

Learning Result: The lone ranger knows English at the A1 + level acknowledged by universal measures, in specific, he knows: essential dialect standards and developments required for rudimentary interaction, knows and gets it the essential rules of English perusing, composing, and articulation, knows spelling rules and essential scholastic composing rules; and essential lexical-phraseological and linguistic structures required for level communication.

14. Foreign Language A2

Learning Course Objectives:The point of this course is for the understudy to ace all English dialect abilities (perusing, composing, tuning in and talking) at A2 level.

Course Description and Content:Foreign Language Elementary (A2) Incorporates the Basic (A2) level of all four dialect educating aptitudes: perusing, composing, tuning in, and talking. The course offers a comprehensive educating of English lexicon and language structure and the advancement of common English talking abilities. In linguistic use, - descriptive word degrees, pronouns, qualifiers, relational words, countable and multitudinous things, worldly shapes, parts of discourse and their utilize in communication. In perusing, - understanding the content and building up the most thought in it, idealizing the perusing content, and progressing the portrayal abilities. Discussion: Moving forward conversational abilities on the taking after

themes (family, companionship, appearance, nourishment, home, world) Tuning in: Moving forward tuning in aptitudes on the taking after subjects - Understanding common and particular data from the tuning in fabric and passing on its substance. In composing: - orthographically, syntactically, and learned people redress depiction of

The bachelor's knowledge of English at the A2 level accepted by international standards, in particular, he/she knows: basic language norms and lexical-grammatical constructions required for elementary interaction, knows and understands the basic rules of English reading, writing, and pronunciation and related specifics, knows spelling rules and the basic norms of academic writing, the fundamental lexical-theological, and grammatical structures required for communication at the undergraduate level.

15. Foreign Language 1(B1.1)

Learning Course Objectives:

The point of this course is to educate the understudy all English dialect abilities (perusing, composing, tuning in, and talking) at B 1.1 level (B1_intermediate and B2_above middle of the road level interfacing level I)

Course Description and Content: The course covers all four language learning skills of reading, writing, listening, and speaking (B1.1). The course offers a comprehensive teaching of English vocabulary and grammar and the development of general English speaking skills. In grammar, - strengthening the temporal forms of verbs in action and passion, the use of parts of speech and their communication. In reading, - understanding the text and establishing the main idea in it, perfecting the reading text, and improving the narration skills. Conversation: Improving conversational skills on the following topics (family, friendship, appearance, food, residence, world) Listening: Improving listening skills on the following topics (family, friendship, appearance, food, residence, world) - understanding general and specific information from the material (dialogue, monologue, interview) and conveying its content. In writing, - to convey the story orthographically, grammatically, and intellectually, to describe a person's appearance, character, and place of residence, and to write an unofficial letter.

Learning Outcome: The bachelor has achieved a B1.1 level of English proficiency, as defined by international criteria. He is particularly knowledgeable about the language rules and structures essential for open engagement, as well as the nuances of language style. One is familiar with the structural characteristics of this or that type of literature, as well as idioms,

clichés, linguistic constructs, and connecting words and expressions required for the proper formulation of the read/heard story, one's own perspective, and conclusion.

16. Foreign LanguageII(B1.2)

სასწავლო კურსის მიზნები:

The goal of this course is to teach students all of the English language abilities (reading, writing, listening, and speaking) at the B 1.2 level, which is the second stage of the intermediate-upper intermediate transition.

The course includes all four language teaching skills, including reading, writing, listening, and speaking, at the B1.2 level. The course covers all aspects of English grammar and vocabulary, as well as the development of general English speaking skills. Understanding the functions of endless forms of verbs, learning direct and indirect speech, and becoming familiar with conditional sentences are all important aspects of grammar. Understanding the text and establishing the main idea within it, polishing the reading text, and increasing narrating skills are all important aspects of reading. - Improving conversational skills in relation to the following themes (cities, health, shopping, television, nature, and the environment). Listening: interpreting and transmitting general and specific information from the material (conversation, monologue, interview). Writing an official letter, CV, article, and review while spelling, grammatically, and intellectually

Learning Outcome: The bachelor knows English at the B1.2 level accepted by international standards. In particular, he knows the lexical-phraseological and grammatical constructions necessary for correct linguistic interaction in different living environments, aware of the need for contextually correct use of different language clichés in monologue or dialogue communication. familiar with the fundamental norms of academic writing, aware of the different styles and specifics of different types of documentation.

Module of the Study Courses Direction

Obligatory Study Courses

17. Principles of the Microeconomy

The goal of this course is to educate students the fundamental theories of microeconomics, to improve their broad economic thinking, and to teach them how to utilize the basic instruments of microeconomic analysis in decision-making and solving socioeconomic problems.

The Content of the Study Course:The course covers issues such as: basic principles of the market economy; economic resources, characterization of types of economic systems; Theoretical foundations of supply and demand, as well as concepts of price elasticityMarket characterization of production factors; Consumers' manufacturers Market efficiency, consumer savings, producer savings; Monopoly; monopoly market, monopoly losses, rising prices; oligopoly; oligopolistic unions, cartels, factor-of-production markets;Production function and marginal product of labor, reasons for shifting labor demand curves.

Result of the Study.Knows the basic laws of demand and delivery, Changes in equilibrium caused by non-price factors and realizing their possible consequences, in the presence of relevant data, can calculate the coefficient of elasticity, production costs, surpluses of the user and the manufacturer, and other microeconomic parameters; can assess microeconomic problems using alternative methods.

18.Principles of the MAcroecenomy

The goal of the study course:The course's goal is to give students a wide theoretical understanding of modern macroeconomic policy instruments, as well as the ability to examine conclusions drawn from observations of current economic and political processes.

The Content of the Study Course:The course is focused on understanding the basic principles and problems of macroeconomics, macroeconomic indicators. To understand the characteristics of monetary and fiscal policy, to present and discuss current issues of unemployment and inflation. He will study such issues as: interdependence and profitability of trade. The concept of absolute superiority, alternative cost and comparative advantage, and open economy macroeconomicsNet exports and the factors that influence them are prerequisites for the expansion of savings and investments.

The result of the study:The student has a broad understanding of macroeconomic indicators and the reasons for their changes in dynamics.macroeconomic dynamics, both short-term

and long-term;The reasons for changes in macroeconomic indicators can be explained by basic theories of neo-Keynesian and neoclassical synthesis of price volatility, unemployment, and economic growth.Evaluate the factors affecting positive and negative changes;

19. Business Foundations

The goal of the study course: The goal of the study course is the gain a wide knowledge and form a word outline for student about a modern business.

The content of the study course:The course "Business Theory" is both generic and particular to specific topics. It focuses on topics such as modern business problems, human resource management in business, business infrastructure and environment, business marketing and business tools; business organizational structures; Small Business Support and Financing Sources; Business ethical and social responsibility; Communications in Business Administration; Business and Investment; Business and Taxes; Business Efficiencies

Result of the study:The course "Business Theory" is both generic and particular to specific topics. It focuses on topics such as modern business problems, human resource management in business, business infrastructure and environment, business marketing and business tools; business organizational structures; Small Business Support and Financing Sources; Business ethical and social responsibility; Communications in Business Administration; Business and Investment; Business and Taxes; Business Efficiencies

20. Management Foundations

The goal of the study course:Students will learn the fundamental principles of modern management and gain in-depth knowledge of the management of modern organizations as well as the elements of positioning in a competitive global market.

The course content:The course "Management Theory" covers issues of management theory, practice and art, relationships between management levels in organizations and institutions, and management functions. For the fulfillment of the study course there are necessary to learn subjects such as: management processes, management globally, who entrepreneurs and managers are: Decision-making, planning-strategy-changes, key issues of organizational structure, control, and corporate culture, motivation, leadership, effective human resource management, and communication; Effective teamwork management; decision making,

training, the creative process, and news; planning, strategy, and change; effective teamwork management, and more

The Result of the Study:has minimal supervisory conditions: ability to evaluate and analyze data; ability to adapt to the business environment; ability to form the organizational structure of the company; ability to identify the basic elements of a company's management system; ability to distinguish between formal and informal structurescan put key control elements into practice; participate in the planning and coordination process under minimal supervision and can participate in the delegation process.

21. Marketing

The goal of the study Course:The course's goal is to provide students with a thorough understanding of marketing's theoretical components and concepts, as well as to assist them in learning marketing tools and applying its principles in practice.

The Content of the Study Course:It is one of the most significant courses in the economic sciences system, with theoretical as well as practical implications. Market relations in the context of market relations establishment and development This is a novel notion in production key management that has emerged from international practice.

The courses studies the subjects such as: Origin of Marketing and Evolution;

Marketing's fundamental principles, functions, and tasks;marketing types and marketing types;peculiarities and main directions of Georgian marketing development in the modern world;Basic concepts of marketing management; The following are the fundamental stages of the marketing management process: market opportunity analysis and target market selection.marketing complex development, marketing service structural organization

Market segmentation types and main criteria; Market segmentation principles; Target market evaluation and selection; Marketing and pricing systems; and more.

The Result of the study: can widely use marketing concepts in practice. can take part in product pricing strategypossesses a broad understanding of the fundamental elements of the marketing environment and is capable of putting them into practice; select pricing strategies and participate in marketing program development.

22. Accounting

The goal of the study course – the goal of the study course is to gain the wide knowledgeabout the principles of accounting.

The content of the study course – It is necessary to study issues such as the balance sheet, double reflectance, accounting transactions, accounting for long-term assets and depreciation / amortization, liabilities and equity; cash flow reporting; international accounting standards; profit and loss reporting; cash flow reporting; accounting software using ORIS in order to achieve the training course's objectives.

Study Result – He is well-versed in accounting papers and understands the idiosyncrasies of accounting and the need for modern organizations. can undertake detailed valuation and depreciation analysis on fixed assets, inventories, and intangible assets; has a strong understanding of profit and loss statements and cash flow Analyze the output of several financial ratios In the Company's bookkeeping, the accounting software ORIS is used.

23. Legal Regulation of Business

The goal of the study course.The goal of the course is for students to gain relevant knowledge on the fundamental principles of legal business management; to develop students' skills and worldview in perceiving and understanding legally correct actions, rights, and duties in entrepreneurial activities; and to develop students' skills and worldview in perceiving and understanding legally correct actions, rights, and duties in entrepreneurial activities.

The Study Course Content.The course "Legal Regulation of Business" is a broad and practical discipline that is defined in accordance with certain legal standards. It is divided into various thematic sections:

- Entrepreneurial law
- Civil "obligation" law
- Contract law

Each theme block is made up of various theoretical and practical issues dealing with a single topic. The organizational-legal forms of organizing the participants of entrepreneurial operations are covered in the first block of the study discipline, Entrepreneurial Law. Their definition, as well as the definition of the notion of entrepreneurial activity, entrepreneurship freedom, rights and obligations, and the description of the legal norms of lawful, multiple, independent, and structured action. Examine the obligations and duties of those in charge of administration and representation (director, procurator, supervisory board) of the enterprise's genesis (creation), registration, name, and founders (shareholders, shareholders, limited partners, general partners). The subject's second and third blocks are the law of obligations, with contract law as its most important component. Without a contractual relationship and

the obligations and rights that come with it, entrepreneurial activity would be impossible. The subject will look at the legal rights that entrepreneurial entities have to engage into contracts and how these contracts are written. The focus of the practical training will be on preparing standard contracts and setting guidelines for supplementing non-standard contracts with particular numbers provided by law. The core and structure of the contract's obligations, as well as the fundamentals of the law of its origin and subsequent fulfillment, are all studied. Compensation as a legal safeguard, and so forth.

The result of the study: Knowledge of the fundamental legal principles governing company regulation; Legal vocabulary for launching a business, production, and operations is required. Knowledge of the legal forms of organizations as defined by the Law on Entrepreneurs; ability to start a business, generate theoretical knowledge in the legal field and put it into practice; ability to apply a practical comprehension of the legislative standard in entrepreneurial operations; selection and establishment of organizational-legal business forms in a given field of economics; You must be able to design and/or draft the company's charter, meeting minutes, business proposals, and contract offers, among other things. the ability to create legally sound and consistent measures

24. Statistics in Economy and Business

The goal of the study course: The activities of businessmen, economists, and managers working in the fields of economics and business are inextricably linked with the right management decision-making on current processes and events in the given field. Making such decisions is impossible without a thorough understanding of statistical science. The training course's goal is to:

- Assist students in quantifying current economic and business events and processes.
- To teach students the stages of conducting statistical surveys in the fields of economics and business, as well as to conduct extensive research on statistical survey methods.
- Teach students how to apply general statistical analysis methods to current events and identify statistical patterns.

The Content of the Study Course—The training course focuses on the study and application of the most recent methods in the modern universal statistical system, both in nature and in society. It discusses the main definitions used in statistics science and practice, the concepts of statistical aggregation and statistical regularity, and the application of the law of large

numbers in determining statistical regularities. The fundamental stages of statistical research Theoretical and practical aspects of statistical observation, data collection and grouping, graphical representation of statistical indicators, and calculation of absolute, relative, and average indicators in characterizing current events and processes in the country's economy and business. To quantify current events in the country's economy and social spheres, variation, dynamics, correlation between events, selective statistical observation, and indexing methods are used.

The Result of the Study – Student knows basic methods of statistical research

And stages of statistical research; Modern quantitative methods with statistical analysis of data Statistical regularities;

Can - comprehensive presentation and correct interpretation of research results; Using statistical methods to conduct basic research in the fields of economics and business;

25. International Business

1. The course's goal: The primary goal of the course is to provide students with a broad and thorough understanding of the theoretical and methodological foundations of international business development and technologies for the implementation of business relationships in order for them to make effective decisions in the international market.

Course Outline: - The course examines the essence, principles, and functions of international business, its features and forms, types and methods, and general principles of analysis and evaluation of foreign, legal, cultural, and cultural factors for the purpose of economic cooperation, exclusion of risk factors, as well as trade theories and commodity structures of international trade, stages of international currency evolution, exchange rate types, and currency quotation mechanisms; The international legal foundation of international business production; the peculiarities of global financial market development; integration processes, their positive and negative consequences; Foreign investment and its efficiency issues, principles of strategic alliances, and country scaling.

Learning Outcome: - Broad knowledge of the theoretical and methodological foundations of international business development: - essence, principles, operational features, and implementation methods; Commodity, investment, monetary, and credit policy components, financial markets and their operating mechanisms, international trade theories and their peculiarities Its competencies include the ability to: - apply complex and effective theories of foreign trade to the development of the global economy; Argumentation of the outcomes of foreign investments in company development; Identifying donor and recipient countries'

priorities; Participate in the formation of company alliances, the selection of international market entry strategies, and the selection of a partner country.

26. Operational Management

The course's goal is to provide students with a broad understanding of core manufacturing process technologies as well as an effective operations management strategy for the company's success.

Content of the Course (Syllabus) The essence and tasks of production-operations management; new product planning; deployment strategy; production organization strategy; production planning; complex planning systems; production process strategy; managing the company's operations based on the BSC concept; product and service process development; quality management and "benchmarking," and other topics must be studied in order to meet the training course's objectives.

Learning Outcome-Knows how to define the production and value chain; takes part in activities in the planning and management of the production process, has the ability to compile the basic parameters of the operating systems of the production of the product; can take part in the operation and process management, regulation, and planning;

27. Entrepreneurship Economics and Management

Course Objectives The course's goal is for students to gain a broad understanding of entrepreneurship issues such as the essence and nature of entrepreneurship; economics of entrepreneurship; and management of entrepreneurship. levers of production management. Enterprise scientific and technological progress, as well as product quality; Enterprise management and production process planning; entrepreneurial resources and the efficiency of their use;

The Content of the Study Course -In particular, the course will study the following: the essence, types, and forms of entrepreneurship; Mara and regulation of entrepreneurial structures; entrepreneurial economics and scientific-technical progress; product quality and its economic importance; enterprise resources and the economic efficiency of their use;

remuneration-forms and methods; Entrepreneurial competition, entrepreneurial culture; enterprise transformation;

Study Outcome - He has extensive knowledge of the economic levers of entrepreneurship: - prices, quality, profits, costs, and profitability; understands production demands as well as the entrepreneurial culture; General technology and specifics of compiling the quantity of products, prices, competition, quality, profit, costs, and profitability, calculation; can implement bankruptcy alternatives; can participate in merger and rehabilitation processes involving enterprises under its jurisdiction; With minimal leadership, you can use a combination of enterprise management methods and forms; Effective use of organizational forms of production;

28 . Business analysis and forecasting

The Goal of the Study Course - The field focuses on using business analysis and forecasting to help managers make the best decisions possible. Its goal is to investigate the methods and procedures utilized in business analysis and forecasting in depth.

The Content of the Study Course -The student will be introduced to the procedures for gathering, processing, systematizing, generalizing, and analyzing the essential data over the course. Business analysis typology and methods will be investigated. Indicators and indexes that were used in the study;

The course covers the principles and elements of forecasting; The forecasting process: the stages involved in developing a business forecast; Classification of forecasting objects. The essence and use of extrapolation methods; Specific forecasting methods will be discussed. extrapolation, factual methods, intuitive methods in forecasting, business forecasting models; Students will learn to construct predictions using the least squares method, the creeping mean method, and exponential corrections. The essence of the expert evaluation method; individual expert evaluation method; Collective expert evaluation: The Delphi method; system PATTERN. Forecasts of technical-economic indicators of enterprises, forecasting of industry indicators. Modeling as a means of business research; economic-mathematical models in business forecasting. macroeconomic forecasting and global forecasting models. There are methods for estimating the accuracy of forecasts. criteria and coefficients for estimating forecasts.

The Result of the Study - recognizes the significance of forecasting in today's economy; I can choose the right methodology for solving economic problems. He has broad knowledge of the analysis and forecasting of economic events and processes needed to solve complex problems in the field of business; can make thoughtful, combined decisions.

29. Business Ethics

The Goal of the Study Course:The student should be able to master the stages of evolution of ethical science and its variants after completing the course. Develop the habit of working on scientific literature and analyzing it ethically and legally. Develop your capacity to present the things you've learned in an abstract manner. They should be able to create and defend their own opinions, even if they are in a dominating position, as well as lead conversations and come up with novel, non-traditional solutions. Develop analytical abilities in assessing contemporary public procedures. Refine the generally recognized politeness rules and principles. Learn how to negotiate, fill out international admission forms, and more.

The content of the Study Course:In one of the most appealing and interesting domains of human achievement, Business Ethics addresses the fundamental issues that are crucial for doing business. For instance, "Business Ethics" investigates the idiosyncrasies of ethics as a discipline, as well as its various variations. In the universal character of the rules of the universe, the function of random and objectively required components. The most crucial elements in scientific hypotheses (the logical basis of their system of interpretation, their empirical content, conceptual or visual - empirical material, etc.).The philosophy of morality poses such questions as: what people think and how they behave when judging moral problems. What happens at this time in their spirit world.To answer these questions, "Business Ethics" studies various theories that have specifically explained the nature of law over the course of human existence. In the course of this course, special attention is paid to the "golden rules" of polite behavior, diplomacy, correspondence, image, art of self-control, human typologies, magical formulas of culture of behavior, etiquette, and national characteristics, so that the student can apply ethical-legal analyses to the problem. student can apply ethical-legal analyses of the problem.

Study Outcome:The student will be able to provide a scientific justification for the need for humane relations between people and peoples, as well as for their creative, free, and democratic lives; the prospect of building a democratic, free, humane, and tolerant society in the country; and the general regularities of human existence, society, and nature, as well as their interrelationships.

30. Business Modeling

The Goal of the Study Course – The goal of teaching the discipline is for students to become proficient in a method of research that is universal, such as modeling. They look at their early data analysis to see if there are any patterns in economic events and processes.

The Content of the Study Goal:It is required to detect and forecast the development trends and patterns of economic events and processes in order to evaluate them. The subject will cover elements of data analysis, methodological concerns of data interpretation, assessment, processing, and storage, the essence of the modeling process, and modeling stages. The concept of occurrence, the concept of distribution, and types will all be discussed, as well as special distributions. The definition of random magnitude, its features, and how to calculate it. Computer modeling methods will be investigated.

Study Outcomes: has a thorough understanding of data analysis techniques, representation kinds, and modeling principles. recognizes the necessity for modeling in the domains of business administration and economic research, as well as the broad methodology of data analysis. may perform difficult business data analysis and interpretation with little supervision, choose a specific modeling tool, and engage in sales.

31. Data Base Informational Systems

The Goal of the Study Course- The course's goal is to examine the fundamentals of databases and explore the principles of working with database management systems in order to successfully store, process, and use data.

The following is a list of the topics covered in this course: - The course focuses on providing students with theoretical and practical knowledge of database design and management. Modern information technologies, particularly database management systems, are required to store, process, and analyze large amounts of data. The Microsoft Access database management system will be covered in this course. Create simple databases, spreadsheets, forms, requests, reports, data aggregation, statistical, financial, and other functions, data analysis, and visualization, among other things. Each thematic block is defined at the level of its own issue's theoretical and practical discussion.

Study Outcome –appreciates the value of information technology in the development of modern company; understands the fundamental concepts of working with databases and their importance for storing, processing, and discovering and analyzing data.

34. Accounting E-Systems (Oris)

The Goal of the Study Course –The student will learn about modern techniques of managing a company's accounting, as well as the possibilities of employing information systems in this

field and the key duties that accounting information systems can handle. Using the program "Oris," manage the company's accounts.

The Content of the Study Course – The focus of the training course is on current accounting information systems, namely the product diffused in the Georgian space-"Oris." Throughout the course, the student will become familiar with and study the program's interface, as well as how to use its tools to enter organizational requirements, add partner organizations and banks, manage balances and turnover, establish operations, work with first and final documents, work with staff, create new accounts by species, or arrange and adjust new agricultural operations, accruing depreciation, forming / arranging output documents, working on projects, and so on.

The Result of the Study – can participate in the accounting of the organization utilizing the Oris accounting system.

Module of Faculty Training Courses

Module Marketing

(obligatory Study Course)

35. Practical Marketing

The Goal of the Study Course – The course's goal is to grasp the academic foundations of practical marketing while also honing analytical skills. This includes mastering marketing strategies and putting them into action;

The Content of the Study Course: Studying the characteristics of a customer-oriented company; Technology for the practical implementation of segmentation positioning and marketing mix; Knowledge of the specifics of strategic market planning; Use of market forces; Principles of market segmentation are just some of the topics covered. characteristics of industrial and consumer goods market segmentation Market segmentation marketing tactics include differentiated marketing, undifferentiated marketing, and concentrated marketing. Stages of the commodity life cycle: multifactorial segmentation - introduction, development, maturation, and fall. Economic, normative, technological, aesthetic, and

ergonomic factors of product competitiveness. Setting general directions, generating ideas, selecting ideas, building a goods concept, and more are all stages of processing new goods.

Study Results:In order to be successful in the company's market, has deep understanding of practical marketing as an applied discipline; understands the core approach for designing marketing strategies. possesses a solid awareness of the characteristics of integrated marketing communication, as well as the complexities of its application; the capacity to position a diverse range of commercial offerings; They can establish and implement a marketing plan, as well as participate in market research, with little supervision. in the marketing process's organization; Participate in the development of strategies for differentiating commercial offers. Organizing promotional efforts for sales;

36. Marketing Research

The Goal of the Study Course - The goal of the course is for students to gain a wide understanding of marketing research's core technologies and to be able to participate in marketing research based on the topics covered.

The Content of the Study Course – The following topics will be covered in the course: the role of marketing research in governance decision-making, marketing research stages, marketing research problem identification and research plan development, primary and secondary data retrieval methods and forms, sampling, data analysis, and survey source. Methods of surveying. A comparison of survey methods is performed. Implementation methods for the observation process. Characteristics of observation methods at their most basic level. The experiment's main aspects. The experiment's justification Market research using experimental models. User research Methods of product development research Price analysis and research Prepare and present a marketing research report.

Study Result— Has a thorough understanding of the role and significance of marketing research in the firm's governance; In terms of marketing information, resources, and processes; Concerning the issues and stages of market research; It can organize and participate in market research as part of its responsibilities. Set the marketing research task with the least amount of supervision possible and define the research topic; Create a marketing research project plan and research suggestions; Obtain information from both primary and secondary sources; Choose from a variety of questionnaire formats and question formulation guidelines.

37. International Marketing

The Goal of the Study Course – The goal of the course is for students to learn the nuances of international marketing and conceptual challenges necessary for multinational and multinational corporations (MECs) to operate successfully in the global market.

The Content of the Study Course– The essence of international marketing, the process of internationalization of multinational enterprises, the international marketing environment, international market segmentation, commodities and advertising activity organization in foreign markets, and international marketing strategy and organization; The movement of commodities and important international marketing policies Aspects of contract policy marketing Modern trends in international marketing development;

The Result of the Study –can apply international marketing principles in foreign economic activities within its competence, identifying objective and subjective reasons in the process of company internationalization; characterization of the international marketing environment; Searching and processing data on foreign target markets; Participate in the development of elements of the international marketing complex.

38. Consumer Conduct

The Goal of the Study Course –The aim of the course is for students to master the technologies of consumer behavior, to properly plan the desired reactions of consumers by companies, and to achieve high economic results.

The Content of the Study Course– In order to meet the training course's objectives, it is necessary to research topics such as: modern concepts of consumer behavior, components of marketing incentives, purchasing decision process, consumer selection process and stages, analysis of post-purchase processes; buyer behavior in the enterprise market; consumer markets and types of buying behavior; peculiarities of consumer behavior in non-profit organizations; consumer markets and types of buying behavior; consumer markets and types of buying behavior, etc.

The Result of the Study –Demonstrates a thorough understanding of contemporary consumer behavior concepts; Recognizes its contribution to the company's overall success; The main components of a consumer behavior model are widely available; Understands the aspects and elements that influence the purchasing choice process in a given context; can identify indications for predicting and planning consumer behavior processes within its domain of expertise; Participates in the administration, control, and planning of processes. Within its capabilities, it can adopt a customer relationship management plan.

39. Sales Management

The Goal of the Study - The goal of the course is for students to learn about the various goods and service distribution channels, as well as the functions and roles of retail trade in the complex of marketing channels.

The Content of the study Goal-The training course focuses on studying the essence and tasks of distribution channels - sales manager training; topics covered include distribution channel functions, internal structure of sales channels, operating principles, and the peculiarities of international distribution channel construction. The major supply functions, sales channel development trends, and retail and wholesale trade development trends

The Result of the Study -widely aware of the role and tasks of retail as one of the important channels for the distribution of goods; functions of retailers, trade institutions;

Has the ability to put together a variety of commodities and assist with inventory management; Can assist in the planning of meetings and discussions with product suppliers;

40.Brand Management

The Goal of the Study Course –The course's goal is for students to learn the broad features of product and service branding decisions, as well as the specifics of managing branding processes in modern business.

The Content of the Study Course –Achieving the training course's objectives necessitates a thorough examination of problems such as the branding decision. The impact of a brand on a buyer's decision. The importance of the brand as a result of globalization and competitiveness. Differentiation, brand loyalty, advantage formulation, and brand image creation are all important aspects of building a good brand. With the help of the brand, you may build trust and reliability, among other things.

The Result of the Study – Has a thorough understanding of the aspects and requirements of brand management in today's businesses; Recognizes the value of a brand management system in achieving the company's goals; Has control over important elements of a branding strategy; Can address brand development difficulties with minimal oversight; Within its scope of expertise, it is able to assess brand forecasting and planning indicators. Can take part in the management, regulation, and planning of branding processes.

41. Industrial Marketing

The Goal of the study Course - The goal of the course is for students to grasp the fundamentals of industrial marketing planning and management, as well as the fundamentals of establishing marketing strategies for product development by industrial enterprises.

The Content of the Study Course –It is required to examine subjects such as the notion of industrial production management in order to meet the training course's objectives. Markets for Industrial Goods, Classification of Markets for Industrial Goods. Goods quality, norms, and licensing are all important considerations. Economic quality of goods and consumption efficiency, industrial goods market research characteristics, and so on.

The Result of the Study–Has a thorough understanding of the nuances and requirements of implementing industrial marketing strategies; Recognizes the value of a comprehensive industrial marketing management system, is well-versed in the essential components of industrial marketing strategies, and can solve industrial marketing problems with minimal supervision; Can contribute to the evaluation of planning indicators within its scope of expertise; Can contribute minimally to the management, regulation, and planning of industrial marketing processes.

42. Adds and Stimulation

The goal of the study Course – The training course's goal is to grasp the theoretical foundations of advertising and incentives while also honing practical abilities.

The Content of the Study Course – For the fulfillment of the goals of the study course, it is necessary to research issues such as: the notion of advertising, meaning and priorities, organization of advertising; determine the methods and models of the advertisement's effectiveness, place and role of sales stimulation in marketing communications, sales stimulation effectiveness analysis; priorities of the internet advertisement, effectiveness of the internet advertisement; processing of the advertisement program, planning of the advertisement budget; advertisement and public relations;

Study Result– He is well-versed in the peculiarities of advertising and incentives in modern businesses. understands the importance of an incentive system for a company's end results; can communicate the appropriate motivators to the target audience Participate in the development of the advertising budget; Participate in the widespread use of Internet advertising in practice in advertising budget planning with minimal leadership;

43.E -Commerce

The Goal of the Study Course—The goal of the course is for students to learn how to use information technology to create e-commerce.

Description of the Study Course—The training course is focused on studying the essence and tasks of e-commerce - training e-commerce managers; Discipline includes financial activities in the network; E-commerce information security; Commerce between the consumer market and enterprises; E-marketplace for both sellers and buyers; Relationships within the distribution chain; E-commerce regulation system; E-commerce tactical methods; E-commerce and direct marketing; E-commerce and the actions of governmental and financial structures.

The Result of the study –has extensive knowledge of the theoretical and methodological foundations of e-commerce development; possesses a wide knowledge of its functioning and general methods of implementation; It has the ability to use an e-commerce system; They have the ability to evaluate, synthesize, and analyze new trade data using modern technologies; develop new ways of solving the problem. knows the security mechanism of e-commerce. can create an online store.

44. Logistic

The Goal of the Study Course – The course's goal is to provide students with a broad understanding of how logistics is used in business operations (organization).

The Content of the Study Course –The topics covered in the training course include: kinds of logistics activities and stages of logistics development; types of logistics activities and stages of logistics development; and types of logistics activities and stages of logistics development. The main properties of material fluxes; The features of service flows; The activities and functions of procurement logistics. Procurement planning (supply). The significance of transportation in logistics. Infrastructure elements are laid out in a specific order. The goals and principles of material flows in production, as well as the essence and tasks of production logistics Logistics of service; Inventory management's significance in logistics; Warehousing's role in logistics; The functions and importance of key-distribution logistics in delivering items to customers; The establishment of sophisticated logistical systems;

The Result of the Study – He is well-versed in the theoretical and methodological underpinnings of logistics development. a broad knowledge of logistics definitions: is widely

aware of the basic principles of logistics forms- inbound logistics, material flow management, outbound or marketing logistics; It is capable of planning the movement and logistics of material and intangible flows.understands how to calculate inventory volume and costs;Inventory valuation methods and inventory control

45. Competition and Competition Strategies

The Goal of the Study Course:The course's goal is for students to learn how to apply competitive techniques in today's corporate climate.

Description of the Study Course:The training course is focused on mastering the theoretical basis of competitive strategies and developing analytical skills. The course covers the following topics: Competitor Analysis Methodology; Market Signal Analysis; Competitor Actions; Buyer and Supplier Strategies; Internal Sectoral Structural AnalysisCreate a competitive strategy for low-concentration industries; create a competitive strategy for new industries; and create a competitive strategy for maturing industries.

The Result of the Study:has a thorough awareness of the key components of competitive tactics acknowledges the intricacies of conflict in today's business climate; based on competitive strategies within its competence, it can help design an effective action plan for a thorough competitor analysis and a successful competition.

46. PR Management

The Goal of the Study Course – The course's goal is for students to learn about the core scientific theories of public relations and to grasp the essential technology of public relations management.

The Content of the Study Course- The training course is focused on mastering the theoretical basis of PR management and developing analytical skills; The course covers the following issues: The concept of modern public relations, technology, evolution, and scientific foundations; PR development stages and sources; the impact of PR communication on the community; PR management theory; identifying PR problemsCommunication tasks in modern business; financial and investment PR; evaluation of PR processes and programs; strategic perspective of PR.

The Result of the Study-The program focuses on acquiring the theoretical foundations of public relations management as well as building analytical skills. The following topics are covered in the course: The notion of modern public relations, as well as its technological,

evolutionary, and scientific basis; stages and sources of PR development; the influence of PR communication on the community; PR management theory; and identifying PR issues In today's corporate world, communication activities include financial and investment PR, review of PR processes and programs, and a strategic viewpoint on PR.

(Optional Study Courses)

48. Service Marketing

The goal of the Study Course– The course's goal is to examine in depth the essential areas of service marketing decision making in order to suit the needs of the service market.

He Content of the Study Course – It is vital to research such topics as the service market and its development trends in order to meet the training course's objectives. The service sector is evolving. Characteristics of service marketing. An all-encompassing approach to service management. Services as a method. Benefits received as a result of the service are listed. Alternative methods of service production. Customer-facing component of a marketing offer in the service industry, for example.

The Result of the study – has extensive knowledge of the characteristics of service marketing and the implementation of effective measures; can contribute to the evaluation of service marketing planning indicators within its domain of expertise; can participate in the complex solution of problems in service marketing with a minimum of leadership; can contribute to the evaluation of service marketing planning indicators within its domain of expertise;

49. Social Marketing

The Goal of the Study Course – The aim of the course is for students to master the issues of managing social marketing activities. To build sound public opinion, companies should properly define the social and public aspects of marketing.

The Content of the Study Course – It is required to learn topics such as User Balancing Theory in order to meet the training course's objectives. consumer and marketing strategy that is well-informed Factors impacting the establishment of a social marketing concept, such as customer balancing forces. The origins of social marketing can be traced back to a number of factors. Programs in social marketing; marketing complex components in social

marketing; social marketing criteria; social marketing strategy; social marketing intervention, and so on.

The Result of the Study – Knows the intricacies of social marketing and the importance of putting it into practice; Widely understands the value of a complicated social marketing management system, is well-versed in the essential components of social marketing strategies, and can assist in the resolution of social marketing issues with minimal supervision; Is capable of evaluating social marketing planning indicators in a thorough manner within its scope of expertise;

51. Audit and Control

The Goal of the Study Course – The purpose of the course is to provide students with: financial resources, physical and intangible assets of the company; extensive and thorough knowledge of methods and forms of corporate and public capital control and audit of liabilities;

Description and Content of the Study Course – The course provides students with the essence and importance of financial control in the state control system, features and characteristics of state financial control in a market economy, experience of international control organizations and state control bodies abroad, peculiarities of normative regulation of auditing activities in Georgia, international auditing standards and characteristics, audit and internal control planning principles, essence of audit risk, substance and strategy, stages of audit and their specifics, peculiarities of obtaining audit evidence and essence of analytical procedures, norms of the Code of Ethics of Auditors, international experience in the field of audit, etc.

The Result of the Course –Recognizes the importance and overall state of financial control and auditing; the degree of compliance with established criteria and evidence; and can use tangible and intangible assets, investments, liabilities and equity, income and expenses, financial results and financial reporting, and audit practices and methodology in practice, within its competence.

52. Providing Negotiations

The goal of the study Course- The goal of this course is to teach bachelor's students how to grasp the technology of effective negotiation in a multicultural society.

The Content of the Study Course - The course covers topics that will teach bachelor's students about the intricacies of bargaining. They will master the abilities of negotiation planning, preparation, and execution. The course covers the following topics: A living gallery of diversity; a large space full of surprises; negotiations with the art of war; diverse

continent-resource Resource Economy; a successful economy without resources; Europe - united and different; negotiation technology; economic diplomacy and security; and Europe - united and different.

The Result of the Study-Has extensive knowledge of negotiation technology;

In the event of an emergency, possesses the essential ingredients of negotiating success, and can make significant use of the peculiarities of relations based on a pyramidal concept in practice; Takes part in the preparation for successful negotiations; Participate in the conduct of negotiations in the best interests of the Company; Using complicated components of economic diplomacy technology in discussions;

Has the ability to mix negotiation methods based on previously provided information; Ability to choose from a variety of bargaining strategies;

53. Managerial Abilities and Leadership

The Result of the Study Course - The goal of this course is for bachelor's students to develop a broad understanding of managerial abilities and leadership technology.

The Content of the Study Course - The course focuses on the student's development of new economic thinking and the acquisition of professional management abilities, as well as the development of a modern leader. As a result, his research topic is: 10 characteristics of a good leader; Personal attributes of a leader; forming a successful team; the role of a leader in production; the ethics of a leader; Leader, manager, power; Future leader's steps; purpose, power, willpower;

The Results of the Study: Has a wide understanding of the fundamentals, concepts, and principles of management and leadership; Competent in training, counseling, and supporting communications to obtain actual power and influence, as well as understanding the fundamentals of people management and incentives; Participate in the resolution of conflicts;

54. Theory of Organization

The goal of the study course: The suggested training course's goal is to educate students to basic organizational behavior ideas. Develop the capacity to use the organization's theory and management techniques to create effective organizational structures and logically manage organizational processes.

The Content of the Study Course - The majority of the course is devoted to an examination of contemporary organizational ideas. The following topics are covered: Organizational types and important qualities. Organizational ties at various levels. Organizational system types. The organization's life cycle; the structure of the organization, its essential elements, and their interrelationships; There are organizational issues and human factors to address. Personal qualities; problem-solving approach. Creativity and intuition; Organizational change planning and objectives. Organizational change models. The strategy and tools for organizational development. Factors that influence organizational growth.

The Result of the Study - Has a deep understanding of organizational behavior's fundamental ideas; Understands the organization's conceptual concerns; Knowledge about the organization's inception and progress from a historical perspective; Knows what the workplace's mission is and what it entails; Can communicate and formulate the main provisions and concepts of organizational theory; Determine the organization's primary components and their interrelationships. Complex depiction of the human organization's interaction; Participate in the selection of appropriate organizational development methods;

55. HR Management

The goal of the Study Course: The goal of the course is for the student to examine in depth the theoretical aspects of human resource management in order to comprehend the critical role of the human component in the organization's effective functioning.

The Content of the Study Course - Human Resources and Organizational Management, Personnel Management Concepts, Personnel Management Objectives, Objectives, Strategy and Policy, Personnel Management Analysis, Planning and Motivation, Interpersonal Arts, Organizational Culture and Labor Ethics, Conflict Management, and Training System will be covered depending on the course objectives.

The Study Results - Has in-depth knowledge of the regularities and idiosyncrasies of human resource management in a specific field of business, can analyze the present state of human resource management, and can assist in making the best human resource management decisions.

Module-Management

(Obligatory Study Courses)

Practical Management

The course covers challenges related to the practical application of theoretical management concepts. On the basis of practical instances, the approaches for making necessary and crucial decisions for the modern manager will be studied. Developing the organization's plans based on real-world project implementation, planning, and generating forecast indicators; Students will learn how to use process control and regulation tools to assure firm growth and competitiveness, as well as build practical skills in dispute resolution and teamwork, based on real-world case studies.

35. Strategic management

The goal of the study Course: The course's major purpose is to grasp the technology of firm strategic development and to understand the fundamental mechanisms of strategic management.

The Content of the study Course. The study of issues such as the notion and significance of the strategy alternative is required to meet the training course's objectives. Types of Strategic Alternatives. Strategic alternative evaluation indicators; Strategy formation; the concept of the company's leading forces; A diversified company's corporate strategy; Evaluation of the strategic strategy Factors that influence the strategy; Indicators of strategic plan evaluation, both quantitative and qualitative; Theory of strategy adaptation to changing circumstances; The beginning of the strategy; Implementation tasks; administration; management of the implementation process; Creating a successful organization; aligning the organizational structure with the strategy; Creating connections between different sorts of activity; coordinating the actions of organizational units, and so on.

The Result of the Study: Understands strategic management's key ideas; The synergy event's function in conglomerate strategy; Have a clear understanding of the mission, goals, and objectives, as well as the details of their formulation; Under minimum supervision, can apply modern methodologies to strategic possibilities; Determine the specifics of the business unit plan with minimum leadership; In-depth use of the "five forces" and "net worth" business landscape assessment models in practice; Participate in the creation of business development scenarios for the future;

36. HR Management

The goal of the Study course: The goal of the course is for the student to examine in depth the theoretical aspects of human resource management in order to comprehend the critical role of the human component in the organization's effective function

The Content of the Study Course - Human Resources and Organizational Management, Personnel Management Concepts, Personnel Management Objectives, Objectives, Strategy and Policy, Personnel Management Analysis, Planning and Motivation, Interpersonal Arts, Organizational Culture and Labor Ethics, Conflict Management, and Training System will be covered depending on the course objectives.

The Result of the Study - Has in-depth knowledge of the regularities and idiosyncrasies of human resource management in a specific field of business, can analyze the present state of human resource management, and can assist in making the best human resource management decisions.

37. Project Management

The goal of the study course – Students will learn the intricacies of project management and how to put it into practice using technology.

The Content of the Study Course - The course focuses on understanding the theoretical and practical aspects of a targeted design strategy in a competitive market economy environment and its provision. Develop your project development, selection, and implementation skills. The course covers the following issues: Modern project management concept, project organization system of works; Modern project management processes, fundamental elements, and subsystems; Project team management; international projects; the future of project management

The Result of the Study - Has a broad understanding of modern project management ideas; can identify the components and characteristics of the work organization's project system; and, within its scope of competence, can perform actual planning work in line with pre-defined instructions.

38. Organizational behavior

The goal of the study course - The proposed course would introduce students to the fundamental principles of organizational behavior, as well as explore the underlying theories of human behavior in the workplace and develop abilities in applying the basic tenets of these theories to solve management challenges.

The Content of the Study Course - Review and analyze organizational behavior, as well as improve motivation and human resource abilities. The idea of human behavior in organizations, concentrating on individual differences and collective behavior in a global commercial setting, is known as organizational behavior. The course will cover the issues and accomplishments of management science, with a focus on organizational structure, socialization, culture, stress, work quality, group formation, organizational learning, diversity of work situations, and international connections. Organizational behavior is an interdisciplinary topic that encompasses both the humanities and social sciences.

The Result of the Study – Has a thorough understanding of important organizational behavior concepts; Understands the group's influence and how it affects group behavior; Can communicate and construct organizational behavior's core provisions and concepts; Identifying the positive and negative effects of company culture on people; Complex depiction of the human organization's interaction; Methods for regulating organizational behavior that are used correctly;

39. Anti-Crisis Management

The goal of the study course - Students will learn in depth the complicated methods and elements of managing a firm flexibly in a crisis situation, as well as how to effectively manage workers and maintain a competitive position in both domestic and foreign markets.

The goal of the Study Course: The following topics are covered in the course: Anti-crisis management concepts; Production-level crises; Economic crises; Crisis business resource management; Crisis company diagnostics Anti-crisis management and innovation Restructuring and crisis management are two important aspects of anti-crisis management. Business process optimization; Transformation program; Crisis management approach; Anti-crisis preparations are in place.

The Result of the Study: Understands the theoretical aspects of anti-crisis management ideas and strategies; peculiarities in the origins of economic crises; peculiarities in the origins of economic crises; peculiarities in the origins of economic crises; Has a thorough understanding of anti-crisis management, regulation, planning, and structure methodologies; Within its capabilities, it can design anti-crisis management measures; Within its competence, can develop complicated anti-crisis management measures; can decide the major directions of the company's reorganization based on preliminary instructions;

40. PR Management

The goal of the study course -Goals of the Course Students will investigate the essential scientific theories of public relations and master the core technology of public relations management in order to advance the company.

სასწავლო კურსის შინაარსი - The program focuses on acquiring the theoretical foundations of public relations management as well as building analytical skills. The following topics are covered in the course: the scientific underpinnings of current public relations technology, evolution, and the notion of modern public relations technology; PR development stages and sources; community impact of PR communication; PR management philosophy; identifying PR issues Modern business communication challenges; financial and investment public relations; evaluation of public relations processes and strategies; PR from a Strategic Perspective

The Result of the Study - Has the ability to make extensive use of modern public relations technologies; The ability to establish two-way connection with the general audience; Can put modern public relations tactics and procedures to use in practice; Can engage in the process of managing public opinion in crisis and force majeure situations, in accordance with the organization's interests; Can contribute to the creation of a public relations strategy based on general criteria;

41. Tax Administration

The goal of the study course – The goal of the training course is for students to master the tax system and its administration mechanisms in order to fully manage entrepreneurial activities; to develop students' skills and worldview in terms of understanding / understanding the taxpayer's rights and responsibilities in entrepreneurial activities.

The content of the Study Course – The following topics are covered in depth throughout the course: Tax functions; Tax sources; The notion, signs, and objects of tax duty; The socioeconomic essential of taxes; The definition, indicators, and types of tax evasion; ensuring that tax debts are paid; Administration of import taxes; Goods movement inside the economic territory International taxes; Economic territory and the status of products Taxes paid abroad are deducted; Take use of tax incentives to avoid double taxation.

The Result of the Study – Must have a broad understanding of the knowledge gained through the study of taxation and tax policy - understand and freely apply information and legislative

possibilities to successfully carry out tax operations at the micro and macro levels; In three areas, sophisticated analysis, detection of development trends and important patterns, and computation of forecast indicators, was able to discover both quantitative and qualitative features of present events and processes.

42. Corporate Management

The goal of the study course – The goal of the course is to enable students to participate in the process of developing and evaluating alternatives to the formation and change of organizational competencies, organizational structure, and organizational culture, based on a thorough examination of theoretical and analytical corporate governance materials.

The Content of the Study Course – Based on theoretical, analytical, statistical and practical materials, the following issues will be explored: content and theoretical foundations of corporate management; Organizational forms of corporate structures; Corporate systems strategy; Merger, absorption, synergy effect; Corporate behavior and culture; Group behavior; Leadership problems;

The Result of the Study – Understands the essence of corporate governance, as well as its role and importance as an applied scientific discipline for competitive success; Can create corporate governance model criteria; Correction of the business model's management systems in response to changes; Must be able to synthesize changes using only the most basic principles and participate in the development of complex management methods.

43. Financial Management

The goal of the study course – A thorough examination of contemporary financial management practices. The financial flows of the company are planned and managed.

The Content of the Study Course – It is required to study such topics as the essence of financial management, financial management information basics, key accounting and reporting indicators utilized in financial management in order to meet the training course's objectives. Basic financial management indicators. Issues with planning and financial strategy, as well as production finance management; Inter-budgetary interactions and the establishment of a common-state reserve of monetary resources; Financial risk systems; conceptual challenges in financial management.

The Result of the Study – Has a thorough understanding of the theoretical underpinnings of financial management; Has a thorough understanding of sophisticated financial management

systems; Financial management methodology tools; Can take part in complicated accounting and cash flow analyses for financial management;

44. Sales Management

The goal of the study course – The purpose of the course is for the student to study extensively the distribution channels of goods and services - to understand the functions and role of retail trade in the complex of marketing channels.

The Content of the Study Course - The training course focuses on studying the essence and tasks of distribution channels - sales manager training; topics covered include distribution channel functions, internal structure of sales channels and operating principles, and peculiarities of international distribution channel construction. Main supply functions, development patterns in sales channels, and retail and wholesale trade development trends.

The Result of the Study - widely aware of the role and responsibilities of retail as one of the most important channels of goods distribution; capable of forming an assortment of goods and participating in inventory management; capable of organizing meetings and negotiations with suppliers of goods can contribute to the development of complex sales programs and the planning of buyer communication programs

45. Risk Management

The goal of the study Course – Risk management is one of the requirements for a successful business in the modern era. The globalization of the economy has increased the likelihood of taking risks even more. As a result, risk management has received a lot of attention in recent years. An effective risk management procedure enables legal entities and individuals to anticipate risks and make sound insurance decisions in any situation. The goal of the course is for the student to study the problematic issues of risk management, both theoretically and practically, to understand the events that cause losses and financial difficulties, and to master risk management methods, the implementation of which ensures the company's stable market position.

The Content of the study Course – The key themes covered in the training course are: the essence of risk, types of risk, and their role in a market economy; types of risks and their classification; and the role of risk in a market economy. Laws and principles governing risk management; The Faces of Innovative Entrepreneurship; Risks associated with banking activities; Financial risks and their management, financial risk management methods; Risk analysis and assessment methods; Insurance as a risk management tool; Financial risks and

their management, financial risk management methods; Banking risks; Company risk attitude, three levels of risk management complexity. Risk groups; Managing the risks of preparing and conducting business meetings in business; International risks, etc.

The Result of the Study: Within his competence, the student has: extensive knowledge of the basic principles of risk management, ability to participate in the selection of risk management strategies, extensive knowledge of the specifics of business, financial, and inflationary risks, extensive knowledge of the basic principle of insurance Ability to identify risk management scenarios; Ability to select insurance choices within your skills to minimize risks. The ability to categorize and classify dangers;

46. Innovation Management

The goal of the study course -The purpose of the course is for students to become adept in new management strategies and the technology of their application to acquire a competitive advantage over organizations.

The Content of the Study Course - The following topics must be studied in order to achieve the training course's objectives: Innovative management organizational structures; Types of innovations and their classification; Innovative strategy; Strategy options; Strategy selection; Developing market innovations; Subjects of the innovation process; Evaluation and selection of scientific research projects; Developing market innovations; Efficiency of innovative activities, and etc.

The Result of the Study - Has a thorough understanding of the characteristics and requirements of modern innovation management; Understands the significance of an innovative process management system for the company's end performance; Under minimal supervision, can contribute to the development of a new product; It can rank the indicators of predicting and planning creative processes within its scope of competency.

(Optional Study Courses)

47. Conducting Negotiations

The goal of the Study Course - The goal of this course is to teach bachelor's students how to grasp the technology of effective negotiation in a multicultural society.

The Content of the Study Course - The topics covered in this course will teach bachelor's students about the ins and outs of negotiation. They will master the abilities of negotiation

planning, preparation, and execution. The following important issues are addressed in the course: A living gallery of diversity; a huge space full of complications; negotiations with the art of war; diversified continent-resource economy; a successful economy without resources; Europe-united and different; negotiation technology; economic diplomacy and security;

The Result of the Study- Has a broad understanding of negotiating technologies; In the event of a surprise, possesses the essential ingredients of negotiating success, and can make wide use of the characteristics of relations in a pyramidal principle in practice; Take part in the preparation for successful negotiations; Participate in the conduct of negotiations in the best interests of the Company; Using complicated components of economic diplomacy technology in discussions; Capacity to mix bargaining methods based on previous information; Ability to choose from a variety of negotiation strategies;

48. Management of the Small Business

The goal of the course: The proposed training course's objectives are to teach students to the fundamentals of small business management and to help them develop the practical skills required for small business management.

The Content of the study course - The place and role of small business in the modern economic system will be studied within the framework of one of the important theoretical and practical training courses in the economic sciences system "Small Business Management"; Small business development environmental factors, small business infrastructure; Strategic development of a small enterprise; Small Business Support and Development Prospects.

The Result of the Study - Ability to generate and implement useful ideas in a variety of situations. With minimum leadership, can examine the condition and difficulties that a small company unit faces; Identify the approaches required to handle managerial challenges in small businesses and make significant use of them in small business structures.

49. International Management

The goal of the study course – The main goal of studying this subject is to learn about the features and difficulties of management that have arisen as a result of the growth of international economic connections, as well as to make complex management decisions connected to them.

The Content of the Study Course – The discipline will look into the essence, subject matter, structure, and characteristics of international management, all of which are covered by the undergraduate education program. The national model of international management and

corporate management has the following characteristics: Marks that are both common and distinct. Managing hybrid strategies of international alliances; Integrated corporate structures; Development of strategic plans and implementation of MAC; Strategic planning schemes; Strategic Planning Organization; Technological development; Corporate culture in international companies; Making decisions in international companies.

The Result of the Study – Has a thorough understanding of the characteristics of integrated corporate structures that operate on a global scale; Has a thorough understanding of the complexities of integrated financial structures; Participation in a strategic planning organization is possible; Participate in the financial decisions of an international company; participate in the financial decisions of an international company; Participate in choices about obtaining long- and short-term financial sources;

52. Conflict Management

The goal of the study course – The course's goal is to teach bachelor's students how to grasp dispute resolution technologies.

The Content of the Study Course – The course focuses on creating a student with an understanding of conflictology / conflict management as a science. As well as existing scientific and practical approaches to the problems associated with negotiating and resolving conflict and crisis situations through mediation procedures. Strengthen theoretical knowledge in the field of organizational conflict management and develop practical skills for making the right decisions in a conflict situation;

The Result of the Study – The bachelor should know the essence and causes of conflicts, the method of formation, and the dynamics of the course after learning it. Conflict typology, structure, and dynamics; Conflict management's fundamental concepts, principles, and techniques; Must be able to assess the real scenario and conflict variables under little supervision in order to engage in conflict prediction;

54. Managerial skills and leadership

The goal of the study course - The aim of the presented course is for bachelors to gain extensive knowledge in managerial skills and leadership technology.

The content of the study course - The course emphasizes the development of new economic thinking in students as well as the acquisition of professional management abilities for effective management; and the development of a modern leader. As a result, his research

topic is: 10 characteristics of a good leader; Personal attributes of a leader; forming a successful team; leadership in production; leadership ethics; purpose, power, and willpower; leader, management, and power; future leader steps;

The Results of the Study: Has a wide understanding of the fundamentals, concepts, and principles of management and leadership; He has the ability to train, consult, give supporting communications, obtain actual authority and influence, and understand the fundamentals of people management and incentives. Participate in the resolution of conflicts;

55. Theory of organization

The goal of the study course: The suggested course's goal is to teach students the fundamentals of organizational behavior. Develop the capacity to use the organization's theory and management techniques to create effective organizational structures and logically manage organizational processes.

The Content of the Study Course

The majority of the course is devoted to an examination of contemporary organizational ideas. The following topics are covered: Organizational types and important qualities. Organizational relationship levels. Organizational system types. The organization's life cycle; the structure of the organization, its essential elements, and their interrelationships; Problems with the organization and resolving personal factors Personal qualities; problem-solving approach. Creativity and intuition; Organizational change planning and objectives. Organizational change models. The strategy and tools for organizational development. Factors that influence organizational growth.

The Result of the Study - Has a deep understanding of organizational behavior's fundamental ideas; Understands the organization's conceptual concerns; Knowledge about the organization's inception and progress from a historical perspective; Knows what the workplace's mission is and what it entails; Can communicate and develop the main provisions and principles of organizational theory; can identify the organization's basic elements and their relationships. Complex depiction of the human organization's interaction; Participate in the selection of appropriate organizational development methods;

Modul - Funds

(Obligatory Study Courses)

35. Banking

The goal of the Study Course: The goal of the course is for students to understand how the banking system works and how to execute banking transactions. Discover the intricacies of financial processes; In the domains and methods of interbank relations, as well as the governing aspects of banking structures, which will help national and commercial banks operate successfully;

The Content of the Study Course –The training course focuses on the study of modern banking laws and techniques, banking system knowledge, and understanding the content and goals of the government's monetary policy. Bank active and passive operations, currency-cash settlement, credit, investment activities, banking supervision and monitoring are all studied. The development of skills for handling practical challenges and tasks on one's own is given considerable attention.

The Result of the Study –Owns a large number of machines with the intention of functioning in the banking sector; Components of banking operations production; Knows how interbank connections work and what they entail; Has deep understanding of the aspects of banking-settlement trust operations and can participate in the implementation of important banking operations; understands the principles and techniques of bank operation; Have the ability to contribute to the development of banking management systems; Within its scope of competency, it is capable of: rationally resolving financial problems;

36. Risks and Insurance

The goal of the study course - One of the most significant components of the financial services infrastructure is modern insurance. The economic globalization has increased the chance of taking risks even more. As a result, risk management and insurance have received a lot of attention in recent years. Risk insurance procedures that are effective allow legal entities and individuals to foresee risks in any situation and make appropriate insurance judgments. The goal of the course is to examine the challenging topics of risk management and insurance theory and practice, to comprehend the events that cause losses and financial difficulties, and to grasp the insurance methods that will better safeguard the financial interests of natural legal organizations.

The Content of the Study Course - The training course covers the following main topics: the essence of risk and types of risk; The essence of insurance and its place in a market economy; Risk classification; Legal bases of insurance; Risk management laws and principles; Certain types of insurance; Reinsurance and co-insurance; Methods of determining insurance premiums; Peculiarities of the insurance market, etc. This course will help students to identify risks in their future activities and make sound insurance decisions from them.

The Results of the Study - Knowledge of insurance regulation concepts, knowledge of insurance and co-insurance principles, mastery of basic insurance skills, the student must be able to recognize types of risks and the likelihood of negative outcomes, limit risks, and select insurance options within their competence; Ability to categorize and synthesize different types of insurance;

37. Corporative Finances

The goal of the study course - The goal of the "Corporate Finance" course is for students to gain a full understanding of the financial package of a corporation; effective asset and liability management; and the use of financial instruments to raise corporate capital.

The Content of the Study Course: The following topics are covered in the course: the fundamentals of corporate finance, principles of financial activity organization, financial analysis and forecasting in the corporation, financial stability mechanisms in the corporation, and corporation bankruptcy diagnostics. Mechanisms for corporate financial stabilization, etc.

The Result of the Study: Understands the fundamentals of corporate finance, including the underlying theories, ideas, and methodologies; Defines essential terminology in the realm of finance correctly; In practice, the ability to mobilize and distribute cash resources.

38. Public Funds

The goal of the study course - The course's goal is to teach students about current trends in public financial system development, as well as current budget and tax policy challenges. Understand the function and importance of public finances in the country's economic development.

The Content of the Study Course - The essence and functions of public finance, the dialectic of budget relations, public finance management, budget system and budget process, budget classification, tax system and its efficiency, extra-budgetary funds, and other topics must be studied in order to meet the training course's objectives. Students must learn factual facts and appropriately grasp and use words.

The Result of the Study - Know the immanent nature of public finances, manage its links; Understands the macroeconomic function of the state and the practice of using public financial resources and revenue distribution; Be able to correctly define key terms in the field of public finance, develop the ability to use public monetary resources in practice.

39. Investment

The goal of the study course - The main aim of the course is to study extensively the theory of investments for the development of the economy.

The Content of the Study Course - Goals, functions, and forms of investment activities; Capital movements in financial markets; Demand and supply in the investment market, real estate investments, investments in innovations, basic methods of evaluating international investment projects; Investment portfolio, and more are among the topics covered in this training course.

The Result of the Study - Has the ability to analyze investment structures critically; Knows what investing is all about and what it entails. Has a broad understanding of many sorts of investments; has the ability to identify and analyze the country's investment environment and climate; Can process data on particular country investments and make complicated choices on their appeal;

40. Tax Administration

The goal of the study course – The goal of the training course is for students to master the tax system and its administration mechanisms in order to fully manage entrepreneurial activities; to develop students' skills and worldview in understanding / understanding the taxpayer's rights and responsibilities in entrepreneurial activities.

The Content of the study Course – The following topics are covered in depth throughout the course: the socioeconomic nature of taxes; tax functions; tax sources; tax responsibility concept, signs, and topics; The definition, indicators, and types of tax evasion; ensuring that

tax debts are paid; Administration of import taxes; Goods movement inside the economic territory International taxes; Economic territory and the status of products Taxes paid abroad are deducted; Avoid paying two taxes; Make the most of tax benefits.

The Result of the Study – Must have a broad understanding of the knowledge gained through the study of taxation and tax policy - understand and freely apply information and legislative possibilities to successfully carry out tax operations at the micro and macro levels; In this sector, you should be able to identify both quantitative and qualitative characteristics of current events and processes, do complicated analysis, find development trends and important patterns, and calculate forecast indicators.

41. International Funds

The goal of the study – to investigate students' international financial activities, to make an accurate appraisal of applicable rules and strategies, and to put them into practice; To educate them about the variations in organizational structure and activities of international financial markets and financial organizations in the context of globalization of the world economy; To teach students about international financial institutions and their function in the distribution of monetary resources within the international system of organizations. In the globalization of the world economy, international financial organizations play an important role. To investigate the role of regional financial institutions in the allocation of financial resources, as well as the impact of international finance in a country's economic development; Introduce them about the relevance of regional banks. Funds and financial institutions in the region. Prospects for regional financial-credit institutions' growth; Develop the abilities and worldview necessary to perform legally correct acts, rights, and obligations in international financial transactions; to gain a better understanding of their management techniques Explain how to apply legally proper practical norms and methods in international commercial and financial transactions.

Description and Content of the Study Course – The focus of the course is on the many stages of global financial development. The World Finance and Capital Markets were founded and grew from the ground up. During World Wars I and II, credit, loans, and loans were plentiful. Finance in the World Consider the Gold (Gold) Standard Bull exchange rate's terms. Globalization is a new stage in the internet-nationalization of human life; it is the most current time of world finance. Shifts in the global economy that are well-structured. GLOBAL FINANCIAL DEFICIT AND GLOBAL FINANCIAL GLOBALIZATION Symptoms of National Economic Insufficiencies Traditional Theories of Capital International Movements; Debt Economy

Capital International Concepts: Current Theories Chief Financial Markets and Capital Growth The European currency market's emergence, development, and contraction. Eurobank and the interbank market for Euro-currencies. International Bank Credits and

Loans; Eurobank Centers. A loan from a foreign bank. The world bazaar of huge factions and rallies is Syndicated Eurocredit. Major Fascists: Prosperity, Issuers, Investors. Fascists from around the world. Greater Persia's international fascist markets. Kaghaledebi's main bazaars, Fajr. Trading on the stock exchange. The action's primary markets. FINANCIAL DERIVATIVE: FINANCIAL DERIVATIVE: FINANCIAL DERIVATIVE: FINANC Bazaar of Forwarding Futures contracts in the financial sector. OPTIONS. Swoop.

Foreign Financing, Government Derivatives, Developing Countries The International Community's Development Development Concepts at a Global Level Developing countries' development and international economic development ; International Dispute Resolution and Foreign Relations Adjustment The Great Depression's leaders. The onset and progression of a big crisis. Plans and procedures for dealing with significant crises. Formation of a modern foreign-policy regulatory structure. Institutional-structural Change in Developing Countries; The international community of Georgia and debt. Self-financing conditions of the state of Georgia in the transition period , Request for foreign taxation and taxation facilities.

The Result of the Study – Has a thorough understanding of the origins and evolution of international finance; Basic legal standards governing international finance, as well as definitions and proper usage of words; Is highly aware of the importance of international financial institutions to the country's socioeconomic progress; Can assess the role of foreign financial institutions in the country's socioeconomic development; Capable of gathering fresh data, processing it, and interpreting and applying it. With basic leadership, you'll be able to orient yourself in conflict and crisis circumstances, build a strategic vision, and rationalize it.

42. Financial Statistics

The goal of the study course – Mastering the technical and practical issues involved in calculating the key statistical indicators for public finances, taxes and the tax system, banks and banking institutions, money circulation and inflation, the balance of payments, and a variety of other financial directions;

The Content of the study course – The subject, technique, objectives, and set of indicators for studying financial statistics are all covered in this course. Statistics on Finance and the National Accounts System; Statistics on public finances; Tax and tax system statistics; Securities market statistics; Banking and nonbanking financial institution statistics; Money circulation and credit statistics; Price and inflation statistics; Insurance and insurance industry data; Currency control and currency regulation statistics Balance of payments; financial statistics of businesses and organizations; Higher Financial Calculations Fundamentals.

The Result of the Study – Under limited supervision, knows the intricacies of the condition of finance, banking and money circulation, prices and inflation, and balance of payments, and can make suitable decisions for public finances, financial-banking company, and management.

43. Money Flow

The goal of the study - Students gaining the required theoretical and practical expertise in the field of money circulation and credit relations. Studying and generalizing national and international experience in this sector, becoming acquainted with the substance and goals of the government's monetary policy, and learning about the banking system's details.

The Content of the Study Course - The training course focuses on teaching modern theory and practice of money circulation and credit, mastering money circulation organization, planning, and regulation, and studying the emergence and growth patterns of credit-banking relations.

The Result of the Study - The student understands the role and relevance of money and credit in the development of a country's economy, as well as their management mechanisms and procedures, and can make sound decisions about money circulation and lending.

44. Financial Accounting

The goal of the study course: The goal of the course is to master a company entity's financial accounting processes. Keep track of and evaluate the company's financial records, as well as research the compilation of general purpose financial statements.

The Content of the Study Course: Accounting of trade and gambling claims, accounting of liabilities, analysis of financial documentation of the enterprise, preparation of general purpose financial statements, accounting of fixed assets and intangible assets; Cash flow reporting are all topics that must be covered in order to meet the training course's objectives. Use a financial accounting software to complete practical tasks.

The Result of the Study: Has a comprehensive and thorough understanding of the theoretical concerns of financial accounting; Has the ability to manage financial documents and complicated analyses; Understands the characteristics and needs of financial accounting in modern enterprises. Can - Apply a broad understanding of financial accounting theory to real-world situations. An examination of the company's financial records in general; Preparation of general purpose financial statements with minimal management; financial accounting using special financial applications.

45. Theory of Funds

The goal of the study course - The course's goal is to investigate the immanent nature of finance, to comprehend its concepts and categories, and to grasp the technologies that are used in its implementation.

The Content of the Study Course - The course focuses on the economic and legal basis of financial interactions, the process of generation, distribution, and use of centralized and decentralized financial funds, and the tax and tax system and its working system.

The Result of the Study – Recognizes the function and significance of finance and the financial system in generating the end outcomes of economic entities' activities and the creation of centralized state money. It can clarify critical issues in the organization of finance for economic entities, organize the interaction with the tax service, and implement the budget with little oversight.

46. Financial Management

The goals of the study course – The aim of the course "Financial Management", or the art of financial management, is to prepare bachelors with extensive knowledge of modern methods of financial management.

The Content of the Study Course – The study of such issues as the objectives, functions, and forms of financial management; how the world finance movement is going; and how to achieve the training course's objectives necessitates the study of such issues as the objectives, functions, and forms of financial management. Accounting and cash flow analysis are utilized in financial management, as is financial reporting in the financial management system. The financial market's relevance in regulating a company's finances.

The Result of the Study – Has a thorough understanding of the theoretical underpinnings of financial management; Has a thorough understanding of sophisticated financial management systems; Financial management methodology tools; Has a thorough knowledge of the structure of financial relationships; Has the ability to identify and appraise a company's financial situation; Can take part in complicated accounting and cash flow analyses for financial management;

(Optional Study Courses)

47. Markets of Securities

The goals of the Study Course – The course's goal is for students to learn about the theoretical and practical foundations of securities circulation, as well as the many forms and methods employed in the securities market. Exchange structure, operating principles, transaction kinds, liquidity management difficulties, and etc.

The Content of the Study Course – It is required to examine such subjects as securities market infrastructure and loan capital market in order to meet the training course's objectives. The stock exchange, the issuance of commercial securities, and the stages of their organization, the futures market - the principles of forward and futures contract trading, swaps, non-exchange transactions, state control of the securities market, and so on.

The Result of the Study - Recognizes the economic essence of the market, the importance of its existence and functioning, understands the purpose of issuing securities, the specifics of commercial securities circulation, making professional decisions in the securities market; Participate in portfolio creation; Knowledge of stock index determination technology;

48. Budget of Georgia and Budget System

The goal of the study course - The goal of the course is for students to understand the general concepts and regularities of budget formulation and management in Georgia.

The Content of the Study Course - Issues such as Georgia's budget revenues, budget classification, spending system and efficiency, local self-government budgets, and budget management are examined throughout the study of the budget system of Georgia. Reform of Georgia's Budget System, Prospects for Reform of Georgia's Budget System, Efficiency of Georgia's Budget System, and so on.

The Result of the Study - The basic principles and regulatory norms of Georgia's budget, the content of the budget process and its stages, the purpose of state and local budget revenues, and will be able to participate in the budget system's planning and management, as well as identify and solve problems in the management process using basic methods.

49. Audit and Control

The goal of the study course – The goal of the course is to educate students with an understanding of the company's financial resources, physical and intangible assets, as well as a

comprehensive understanding of corporate and public capital control and liability auditing methods and forms.

Description and Content of the Study Course – The course teaches students the essence and importance of financial control in the state control system, as well as the features and characteristics of state financial control in a market economy, as well as the experience of international control organizations and state control bodies abroad, the peculiarities of normative regulation of auditing activities in Georgia, international auditing standards and characteristics, audit and internal control planning principles, the essence of audit risk, and the significance of audit risk.

The Result of the Study – Recognizes the importance and overall state of financial control and auditing; the degree of compliance with established criteria and evidence; and can use tangible and intangible assets, investments, liabilities and equity, income and expenses, financial results and financial reporting, and audit practices and methodology in practice, within its competence.

50. International-Currency-Credit Relations

The goal of the study course – Introduce the main concerns that affect the foreign exchange market's functioning, the worldwide foreign exchange market and its stability difficulties, the different types of foreign exchange operations and management methods, and market players and their roles. Forms and techniques of foreign exchange operations; peculiarities of traders, dealers, and brokers' activities in the foreign exchange market; fundamental and technical analysis of exchange rate change analysis; methods of proper forecast of exchange rate change, and others.

Description of the Study Course and Results - The following subjects are covered in the course: Payments made internationally; Establishment of national financial-credit institutions and expansion of central (national) bank functions; Non-bank credit and financial institutions' role and function; Inter-capital market development; Anti-inflationary policy, credit regulation, and monetary policy's international elements; Foreign exchange and international credit markets are organized and regulated. In banking and lending processes, the function of international and credit; The course also covers foreign exchange rate determination systems, trading technology, and different types of foreign currency risk insurance. Developing countries' monetary policy transformation policies, reforms that have been implemented, and challenges that still exist; The role of international economic institutions in resolving independent Georgia's currency and credit challenges;

The Result of the Study – Is well-versed in the complexities of international economic, financial, and monetary relations, as well as their significance in today's world; Knows the fundamental legal principles that govern international financial dealings, as well as the definitions and proper application of words, and is capable of conducting international currency settlement, convention, and loan operations with little supervision; Incorporating academic knowledge into practical applications;

51. Business Evaluation

The goal of the study course: The aim of the training course is: to provide bachelors with the latest knowledge about the new business development model; Introduce them to business valuation methodology and criteria;

The Content of the Study Course: The study of company evaluation indicators and criteria is the emphasis of this course. The criteria, indications, and methodologies for evaluating traditional business will be addressed during the training course. The study of worldwide business evaluation criteria, indicators, and procedures will be the focus. Various techniques to valuation will be investigated, including cost-based valuation, revenue-based valuation, and object-analogue value of current businesses. Revenue will be examined in terms of both the use of direct capitalization approaches in valuation with various models (Inwood, Hospold, and Ring models) and the consideration of discounted cash flows in business valuation (Gordon model); Strategic synergies in business; Identify business opportunities and manage synergies; Enterprise value management principles and enterprise value enhancement strategy. Students will learn real estate evaluation principles and methodology, as well as methodologies and criteria for valuing real estate and machinery.

The Result of the study – Knows why major developments in modern business have occurred; Has a thorough understanding of business valuation techniques and aspects; Knows the methodologies and quirks of global business appraisal in the twenty-first century; Under minimum supervision, can examine the property of a business structure; Can take part in the administration of healthy financial management.

52. HR Management

The goal of the study course: The goal of the course is for the student to examine in depth the theoretical aspects of human resource management in order to comprehend the critical role of the human component in the organization's effective functioning.

The Content of the Study Course - Human Resources and Organizational Management, Personnel Management Concepts, Personnel Management Objectives, Objectives, Strategy and Policy, Personnel Management Analysis, Planning and Motivation, Interpersonal Arts, Organizational Culture and Labor Ethics, Conflict Management, and Training System will be covered depending on the course objectives.

The Result of the Study - Has in-depth knowledge of the regularities and idiosyncrasies of human resource management in a specific field of business, can analyze the present state of human resource management, and can assist in making the best human resource management decisions.

54. National Accounting System

The goal of the study course: The goal of the course is to help students master the theoretical-methodological and practical issues of calculating basic macroeconomic parameters; to teach students the peculiarities of building basic accounts used in the national reporting system and their complex analytical capabilities; and to help students master the theoretical-methodological and practical issues of calculating basic macroeconomic parameters.

The Content of the Study Course – The training course focuses on the study and practical application of the latest version of the National Accounts System as an internationally agreed economic information system in 2008. To this end, it covers important topics such as the concept of the National Accounts System, research object, objectives and basic principles Required key concepts and definitions, key classifications and groupings used in the national accounting system, production report and its key elements. Revenue reports in the system of national accounts, GDP and its relation to other macroeconomic indicators, features of NAS compilation by institutional sectors of the domestic economy, expenditure-output and resource and usage tables, use of the national accounting system in macroeconomic analysis and economic policy development, national wealth system , Foreign Economic Relations in the System of National Accounts.

The Result of the Study – Students can explain the structure of the economy by studying the system of national accounts, and engage in the analysis of the state of the economy using the new 2008 edition of the system of national accounts, based on the minimum criteria. Based on the basic guidelines, can calculate important macroeconomic indicators (total production, intermediate consumption, value added, and so on) in the domains of economics and business, as well as in specific types of activities, using new, alternative data sources.

57. Practice

The goal of the practice – The goal of the bachelor's internship is to reinforce theoretical knowledge and develop practical skills obtained during the bachelor's degree.

The Content of the Practice – Internships in economics and business will be available to graduates in both public and private institutions, as well as governmental and non-governmental organizations. Consultation with the internship supervisor, working directly with the mentor, following his or her directions and responsibilities, and working independently with the graduate student are all part of the internship process. The magistrate will be involved directly in the operating activities of the structures on the internship site, will execute specific duties, keep an internship diary, and create an internship report. The internship report is kept once the internship is done.

The Result of the Practice – Students should be able to apply theoretical knowledge to specific scenarios after completing the internship; ability to evaluate a specific problem and develop unique solutions; When doing specified tasks, the ability to select appropriate resources; Ability to work with little or no supervision.

58. Bachelor's Degree

The goal of the Bachelor Thesis – Working on a bachelor's thesis aims to determine the relevance of the degree of knowledge and quality of practical skills gained as a result of studying the bachelor's program's mandatory and elective components. They should be deepened with the learning outcomes established by the bachelor's degree within the context of a specific research topic.

The Content of the Bachelor's Thesis – The undergraduate thesis should be about the investigation of a specific issue. The paper's structure includes a review of the topic, analysis (research), and conclusions/recommendations. The paper should demonstrate the bachelor's capacity to undertake research and think critically. The document also contains a diagrammatic representation of the research topic in the form of drawings, tables, and diagrams. At the conclusion of the work, a list of references should be provided.

The Result – The student should be able to understand the theories, principles, and complicated issues related to the subject after completing the bachelor's thesis. In-depth understanding and demonstration of the uniqueness and nuances of specific concerns within the undergraduate thesis's topic; Ability to pose and answer problems using appropriate ways; Ability to accomplish things in stages according to pre-determined instructions.

Free Components

The Module of the English Language Study Courses for Beginners

Field Language 1

The goal of the Study Course: The B2 level course includes Field Language 1. Its goal is for the learner to master business language in order to correctly master terminology and phraseology for successful communication in negotiations, briefings, and other business meetings. In order to attain this goal, students will review and enhance the basics of grammar, as well as improve their listening, speaking, and writing skills.

The Content of the Study Course and Description: The course is based on subjects and issues that are unique to the business world. The student is introduced to business vocabulary, as well as the language norms and peculiarities found in business circles, as well as the phraseologies and linguistic clichés required for effective verbal and written communication. The vocabulary of the following business domains will be discussed during the course: companies, customer and service sectors, product and production, career progression, business transactions, corporate operations, international commerce, and so on.

The Result of the Study: At the B2 (1) level, knows and understands general and sectoral language clichés, sectoral English language specialities, and has a basic understanding of sectoral (business) terminology.

Field Language 2

The goal of the study course: Field Language 2 is part of the B2 level course. The aim of the course is to enrich the students in the field of vocabulary in the field of business. A person working in a business environment must have a proper vocabulary and phraseology at a high level in order to be able to communicate fluently in English and achieve the desired result. In

addition to field vocabulary, students will repeat and deepen the basics of grammar, refine their listening, speaking and writing skills.

Description of the Study Course and Content: The course is based on subjects and issues that are unique to the business world. The student is introduced to business vocabulary, as well as the language norms and peculiarities found in business circles, as well as the phraseologies and linguistic clichés required for effective oral and written communication. Education and career, interviews, information systems and communications, business telephone conversations, standard and quality, team and project management, marketing, and more will be covered in this business terminology course.

The Result of the Study: At the B2 (2) level, knows and understands general and sectoral language clichés, sectoral English language specialities, and has a basic understanding of sectoral (business) terminology.

European Integration in Central Europe: the Experience of Visegrad countries

The course focuses on the study of issues such as: Prerequisites of integration; The aims and objectives of integration; History and stages of Eurointegrationdevelopment; EU its policy and institutional mechanisms; European neighbourhoodpolicy (ENP); Eurointegration expansion; The theoretical aspects of the AssociationAgreement; Visegrad Coutries in to the Eurointegration processes; Economicdevelopment of the Central European Countries and International EconomicRelations

32. Methodonolgy to Draw of Business Plans

The goal of the study Course – The goal of the course is to examine the intricacies of various business plans and the technology used to prepare them, to design a successful business plan, and to have a thorough understanding of the technology used to implement financial planning in practice.

The Content of the Study Course - Students will be able to more easily orient themselves in a market economy after completing the course; Overcoming the challenges associated with the functioning of enterprises in domestic and international marketplaces.

Students will learn about a firm's effective introduction into the market, as well as how to ensure its advancement and key maximization, when studying this discipline. The course includes topics such as business planning methodology, goods and services, specifics of the organization's activity, and different forms of business plans. A business strategy for starting a new company. A business plan for the organization's implementation of a big investment project. A non-profit organization's business plan. A tiny service firm's business plan; A small business plan is a document that outlines the goals and objectives of a company Non-profit organization's business plan; Retailer's business plan Creating a budget for a certain firm; Presentation of a business proposal.

The Result of the Study – Knows what business planning entails and how it fits into the overall administration of the company; Has in-depth knowledge of the specifics of drafting a business plan for a variety of organizations; Knows the fundamentals of demand formation for a company's products; Has a thorough understanding of the concepts of business placement and is capable of generating a company idea and defining its stages using only the most basic criteria; Create a unique business concept; For business development, a complex usage of procedures and forms is required. determining the business's competitiveness; Participate in the planning of the company's volume requirements based on the zero profit threshold;

33. Informational Technologies in Business

The goal of the study course – Modern research and project management strategies for small structure projects are studied. Plan and manage projects independently. Identify and fix problems in the management process using the appropriate ways.

The Content of the study Course- The study course is oriented on

Study of computer implementation of modern project research and management approaches - project manager training The requirement to balance the project triangle, which becomes unachievable without the application of current methods of analysis and research, is intimately tied to the design and management of large-scale projects (PERT analysis, critical path method, risk analysis and mitigation strategy, predicting possible project progress). Ms Project's professional environment enables these studies as well as concurrent project planning, management, implementation-monitoring, and automation.

The Result of the Study – Has a thorough understanding of project management theory and relevant information technologies, as well as their interrelationships, and can plan and manage business projects independently. Formulation of Objectives establishing a link

between goals, objectives, and outcomes; Time management and planning; Identify and fix problems in the management process using the appropriate ways.

47. Pricing in international marketplaces

The goal of the study course – After completing the course, students should be able to master the technology of selecting price strategies in global markets.

The Content of the Study Course – It is required to study such topics as the main directions of pricing policy in order to meet the training course's objectives. The essence of strategic pricing and its rationale in terms of economics; In the price policy process, the role of non-pricing competition; The significance of resource pricing; Policy and pricing of commodities; Laws with peculiarities in the sphere of price policy; Returns on investment and pricing policies; determining the indicators of their definition; the essence of value and determining the indicators of their definition Pricing of resources, etc.;

The Result of the study – Has a thorough understanding of the idiosyncrasies of pricing in global markets and the necessity to put efficient pricing mechanisms in place; Recognizes the significance of a complicated pricing process in global marketplaces and possesses the fundamental components of basic pricing methods; With minimum leadership, can solve pricing difficulties in global marketplaces; Within its scope of competence, is able to examine pricing indices in global marketplaces synthetically; Capable of managing pricing processes in international markets.

The Result of the Study: Understands strategic management's key ideas; The synergy event's function in conglomerate strategy; Have a clear understanding of the mission, goals, and objectives, as well as the details of their formulation; Under minimum supervision, can apply modern methodologies to strategic possibilities; Determine the specifics of the business unit plan with minimum leadership; In-depth use of the "five forces" and "net worth" business landscape assessment models in practice; Participate in the creation of business development scenarios for the future;

50 . Public Administration

The goal of the study course – The main goal of studying this subject is to learn the fundamentals of state governance and self-government, as well as a modern vision for

comprehensive and successful administration in both government and non-government entities.

The Content of the Study Course – The following concerns are covered by the undergraduate education program and will be studied by the study discipline: Local governance and self-government; State theory and bureaucracy; Public administration's current tendencies; Georgia's modern state-administrative management system, structure, and functions, as well as Georgia's historical experience and local trends; Regional policy legislative framework; Economic management challenges at the regional level; and etc.

The Result of the Study – Has a thorough understanding of the most important components of public relations and state construction; extensive knowledge of self-historical, government's evolutionary, and theoretical-methodological basis; Is well-versed in the Eurocard's purpose and significance; Can efficiently and broadly apply administrative culture aspects; On the basis of general instructions, can participate in the construction of the state administrative management system; Participate in the administration of state-sponsored social initiatives;

51. Community Management

The goal of the study course – The goal of the course is for students to gain a broad and deep understanding of modern theoretical-methodological knowledge and practical experience accumulated in the field of public administration; to study the management mechanisms of public administration in Georgia and in developed foreign countries, to synthesize their analyses, and to develop critical vision and complex evaluation abilities.

The Content of the Study Course – It is required to study such topics as the essence of public administration in order to meet the training course's objectives. In a market economy, what function does government play? State activities include the supply of public goods and services, as well as Georgia's budget and tax administration. The nature and characteristics of municipal services; Natural monopoly regulation and administration in Georgia; management of public legal activities Georgia's civil (open) society formation and progress; Foreign countries' public administration experience:

The Result of the Study – has a systematic and extensive knowledge of the fundamental theories of public administration; extensive knowledge of public administration mechanisms and key elements; can participate in the planning of ongoing processes in the public sector within their competence; can conduct correlation analysis for the formation of state economic policy with minimal supervision;

53. Econometrics

The goal of the study course: The aim of the course is to master the econometric modeling methodology. To study the construction of a model based on the analysis of statistical information and to study the importance of evaluating the model and its parameters.

The Content of the Study Course – The economic-mathematical discipline of econometrics is part of the group of economic-mathematical disciplines. It combines a collection of methodologies and rules based on economic theory, economic statistics, and mathematical-statistical tools to produce a precise quantitative representation of socio-economic regularities. The methods for building regression models and their economic interpretation, as well as the concerns of measuring the importance of econometric models, are given specific focus during the course. Economic indicators will be studied in terms of multidimensional random quantities, fluctuations, and densities. Types of econometric models and their stages of development; Estimation of regression coefficients; Create a multivariate regression model and verify its accuracy with tests and criteria. Important issues such as multicollinearity and heteroskedasticity, as well as strategies for detecting and eradicating them, will be discussed. Students will also look into the topic of autocorrelation in time series models. Tests for detecting and overcoming autocorrelation.

Nonlinear regression is one of the topics covered in this course. Nonlinear regression models, which are commonly employed, are widely used.

The Result of the Study – Possesses the ability to deduce quantitative patterns through statistical data analysis; Under minimum supervision, may construct, identify, and verify an econometric model; Participates in the analysis of economic processes using econometric models, as well as the interpretation of economic and business indicators;

55. Economic Policy

The goals of the study course: Possesses the ability to deduce quantitative patterns through statistical data analysis; Under minimum supervision, may construct, identify, and verify an econometric model; Participates in the analysis of economic processes using econometric models, as well as the interpretation of economic and business indicators;

The Content of the Study Course – In order to achieve the objectives of the training course, it is necessary to study such issues as: the essence of economic globalization and its impact on national economic policy; Leading the country's national economic policy in the face of

global challenges; Social policy in the process of globalization; Fiscal policy and national economic security The essence of financial globalization and the mechanism of development; Graduation of monetary policy levels during globalization and its institutional support, etc.

The Result of the Study – Has a thorough understanding of economic policy; is capable of deciphering its nuances and complex diagnostic requirements in order to address problems at both the global and local (firm) levels. Can foresee global and local economic hazards within its domain of expertise and engage in the management, regulation, and planning of economic policy.

56. E-Systems of the Banking-"Bank 2000"

The goal of the study course: The course's goal is to teach students how to use an electronic system to conduct banking transactions at a bank.

The Content of the Study Course: The Study Course is Oriented: To research modern banking information systems, particularly the "Bank 2000" product developed by Alta Software Ltd., which is widely used in the Georgian banking sector. The training course covers topics such as cash and non-cash payments, currency conversion operations, full service to clients and non-clients, internal banking operations, production of bank accounts, accounting operations, production of various references, required reporting, accrual schemes and mechanisms, checkbooks, tariffs, and more. An investigation on the use of an automated system. The development of practical issues and tasks to solve skills autonomously is given a key significance.

The Result of the Study: Has an understanding of the interrelationships between relevant information technology and theoretical knowledge of banking.

