

**Business and Finance Faculty
National Technical University "KhPI"**

**Факультет бізнесу та фінансів
Національний технічний університет
„ХПІ”**



The list of courses available in English

Academic year 2015/2016

	Course	ECTS credits	Semester
1.	Fundamental of Economic Theory	6	First (Fall)
2.	Market infrastructure	3	First (Fall)
3.	Economics of Enterprise	6	First (Fall)
4.	Managerial decisions	4	First (Fall)
5.	Strategic Planning	3,5	First (Fall)
6.	Controlling	7	First (Fall)
7.	Sociology	2	First (Fall)
8.	Technology Systems	3	First (Fall)
9.	International Economic Relations	4	First (Fall)
10.	Political Science	2	First (Fall)
11.	Managerial and tax accounting	3	First (Fall)
12.	International Business II	6	First (Fall)
13.	Tax system	3	First (Fall) / Second (Spring)
14.	Macroeconomics	4,5	Second (Spring)
15.	Organization theory	4	Second (Spring)
16.	Money and Banking	6	Second (Spring)
17.	Statistics	5	Second (Spring)
18.	Operations Management	5	Second (Spring)
19.	Marketing	4,5	Second (Spring)
20.	Logistics	3,5	Second (Spring)
21.	Investments	6	Second (Spring)
22.	Security Markets	4	Second (Spring)
23.	Human Resource Management	4	Second (Spring)
24.	Managerial Skills in International Business	4	Second (Spring)
25.	Joint Venture	6	Second (Spring)
26.	Self-Management	3	Second (Spring)
27.	Economic Activity Analysis	3	Second (Spring)
28.	Risk Management	1,5	Second (Spring)
29.	Business valuation	8	Second (Spring)
30.	International Marketing	4,5	Second (Spring)
31.	Fundamentals of Managerial Consulting	3	Second (Spring)
32.	Methodology and organization of scientific research	3	Second (Spring)

ECTS Coordinator

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	Course title Fundamentals of Economic Theory	Lecturer ABRAMOV
Type of course	48 h lectures, 32 h exercises	
Level of course	Fundamental/Introductory	
Year of study	1	
Semester/trimester	1	
Number of credits	6 ECTS	
Objectives of the course (competences)	<ul style="list-style-type: none"> • To provide students with the understanding of basic economic terms, concepts and theories • To develop students abilities to analyse economic information and hypothetical or real market situations 	
Prerequisites		
Course contents	<ol style="list-style-type: none"> 1. The Subject Matter of Economics 2. The Process of Production 3. Economic systems 4. Demand 5. Supply 6. Market Equilibrium 7. Elasticity of Demand and Supply 8. Market structures 9. Kinds of Income and Income Distribution 10. Measuring the Value of Economic Activity: Gross Domestic Product 11. Aggregate Demand and Aggregate Supply 12. Unemployment and Inflation 13. Money and Banking 14. Monetary Policy 15. Fiscal Policy 16. International Trade and global problems 	
Recommended reading	<ol style="list-style-type: none"> 1. Essential Principles of Economics by Roger A. McCain. 2007 2. Economics by Paul Krugman and Robin Wells 3. Economics: Principles & Practices by Gary E. Clayton. 2003 	
Teaching methods	Lectures and seminars; self-study and group work; library searches; case studies, economic training games.	
Assessment methods	Regular practical work; Unit Tests; Report on definite topic; Oral Examination	
Language of instruction	English	

	Course title Market infrastructure	Lecturer NASHCHEKINA
Type of course	16 h lectures, 16 h seminars	
Level of course	Introductory	
Year of study	2	
Semester	3	
Number of credits	3 ECTS	
Objectives of the course (competences)	<ul style="list-style-type: none"> • to develop students' understanding of what market infrastructure is, what elements it includes and what functions performs; • to provide students with knowledge of how different types of markets (commodity markets, financial markets, and labor markets) function and what are the elements of their infrastructures; • to develop students' awareness of the current state of market infrastructure in Ukraine, the legal framework governing activities of market participants and government regulation issues 	
Prerequisites	Fundamentals of economic theory	
Course contents	<ol style="list-style-type: none"> 1. The essence of market. Market failures. Transaction costs. Market infrastructure: elements and functions 2. Marketing intermediaries: wholesalers, retailers, marketing agencies 3. Electronic commerce 4. Commodity exchange. Auctions 5. Financial market and its infrastructure. Banking. Stock exchanges. Investment funds 6. Fundamentals of insurance 7. Labor market and its infrastructure. Job centers and employment agencies 	
Recommended reading	<p>Dent J. Distribution Channels: Understanding and Managing Channels to Market. - Kogan Page Publishers, 2011. - 403 p.</p> <p>Madura J. Financial Markets and Institutions, 10th Edition. South-Western Cengage Learning, 2011. - 736 p.</p> <p>Marshall Wilson III Reavis, Insurance: Concepts & Coverage. FriesenPress, 2012. - 96 p.</p>	
Teaching methods	In-class discussions; self-study; case studies; oral presentations	
Assessment methods	<p>Regular and meaningful participation in class discussions</p> <p>Oral presentation</p> <p>Unit tests</p> <p>Oral examination</p>	
Language of instruction	English	

	Course title	Lecturer												
	Economics of Enterprise	GAVRYS												
Type of course	48 h lectures, 48 h tutorials, course project													
Level of course	Fundamental/Introductory													
Year of study	3													
Semester	5													
Number of credits	6 ECTS													
Objectives of the course (competences)	<ul style="list-style-type: none"> • To give to students systematic, consistent and integral conception about the base principles, laws and mechanisms of enterprise functioning • To state in certain sequence the basic concepts and system of knowledge about the enterprise and its environment, to supply the corresponding theoretical level and a practical orientation in system of learning 													
Prerequisites	Fundamentals of Economic Theory, Microeconomics.													
Course contents	<ol style="list-style-type: none"> 1. Introduction. Branch structure of the national economy. 2. Basic assets. 3. Circulating capital and circulating assets. 4. Production program and production capacity. 5. Personnel and labor efficiency. Wages and salaries. 6. Product cost price. 7. Prices and pricing. 8. Economic efficiency of investments and innovations. 9. Organization of innovative processes at the enterprise 10. Profit and profitability. 11. Public enterprises. 12. E-commerce 													
Recommended reading	<ol style="list-style-type: none"> 1. Campbell R MCCONNELL, Stanley L BRUE. Economics: Principles, Problems, and Policies, 16/e. McGraw-Hill Higher Education 2005, ISBN: 0072819359 2. PAPPAS, J.L., HIRSCHHEY, M.: Managerial Economics. The Dryden Press 1990. ISBN 0-03-031202-7 3. THOMSON, A.A.jr., FORMBY, J.P.: Economics of the Firm. Tudory and Practise. Prentice Hall International. ISBN 0-13-061789-X 4. BEGG, D., FISCHER, St., DORNBUSCH, R.: Economics. McGraw – Hill Book Company 1989. ISBN 0-07-084168-3 5. BRIGHAM, E. F.: Fundamentals of Financial Management. The Dryden Press 1989. ISBN 0-03-025482-5 													
Teaching methods	Lectures and seminars; self-study and group work; exercises and case study assignment, oral examination													
Assessment methods	<table> <tbody> <tr> <td>Attendance</td> <td>– 15%</td> </tr> <tr> <td>Active participation in seminars</td> <td>– 20 %</td> </tr> <tr> <td>Midterm exam</td> <td>– 15 %</td> </tr> <tr> <td>Home assignments</td> <td>– 10 %</td> </tr> <tr> <td>Course project</td> <td>– 15%</td> </tr> <tr> <td>Final exam</td> <td>– 25%</td> </tr> </tbody> </table>		Attendance	– 15%	Active participation in seminars	– 20 %	Midterm exam	– 15 %	Home assignments	– 10 %	Course project	– 15%	Final exam	– 25%
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Home assignments	– 10 %													
Course project	– 15%													
Final exam	– 25%													
Language of instruction	English													

	Course title Managerial decisions	Lecturer NASHCHEKINA
Type of course	16 h lectures, 32 h seminars	
Level of course	Intermediate	
Year of study	3	
Semester	5	
Number of credits	4 ECTS	
Objectives of the course (competences)	<ul style="list-style-type: none"> • to familiarize students with conceptual approaches to decision making and decision making models; • to develop students' understanding of how decision maker's bounded rationality and interpersonal and cognitive processes affect managerial decisions and judgments; • to develop students' awareness of the scope of management problems that can be addressed with mathematical models; • to develop a conceptual understanding of commonly applied management science techniques and the ability to recognize the types of modeling tools most adapted to a given situation; • to develop students' ability to apply mathematical tools for making decisions under certainty, risk, and uncertainty; • to enable students to solve multi-criteria decision making problems 	
Prerequisites	Management, mathematical modeling in economics and management	
Course contents	<ol style="list-style-type: none"> 1. Conceptual approaches to decision making. Decision making models 2. Individual and group decision making 3. Management science approach 4. Making decisions under certainty. Linear programming 5. Decisions under risk. Decision trees. Expected utility theory. 6. Decision making under uncertainty 7. The value of information. Bayes' theorem. 8. Applications of optimization models in decision making: Inventory control models. Queuing theory models. Game theory 9. Multiple criteria decision making. The analytic hierarchy process 10. Forecasting: qualitative and quantitative methods 	
Recommended reading	<p>Turban E., Meredith J.R. Fundamentals of Management Science. – New York, McGraw-Hill Higher Education, 1998. – 914 p.</p> <p>Bazerman M.H. and Moore D.A. Judgment in Managerial Decision Making - 8th edition. - John Wiley & Sons, Inc., 2012. - 288 p.</p> <p>Howard R. A. and Abbas A.E. Foundations of Decision Analysis. - Prentice Hall, 2015. - 832p.</p>	
Teaching methods	In-class discussions; self-study; case studies; practical exercises	
Assessment methods	Regular and meaningful participation in class discussions and problem solving. Unit tests. Oral examination	
Language of instruction	English	

	Course title Strategic Planning	Lecturer BRIN
Type of course	32 h lectures, 16 h tutorials	
Level of course	Intermediary	
Year of study	4	
Semester	7	
Number of credits	3 ECTS	
Objectives of the course (competences)	<ul style="list-style-type: none"> • After the course student must be able to create a strategy for non-diversified company 	
Prerequisites	Fundamentals of Economic Theory. Microeconomics. Macroeconomics. Principles of Management	
Course contents	<ol style="list-style-type: none"> 1. The history of strategic management 2. Developing a mission 3. Setting objectives 4. Methods of industry analysis 5. Five-forces model of competition 6. SWOT analysis 7. Low-cost leadership strategy 8. Differentiation strategy 9. Focused strategy 	
Recommended reading	Thompson, Strickland “Strategic Management”	
Teaching methods	Lectures and seminars; self-study and group work; case studies; essays; library searches; portfolios.	
Assessment methods	Regular practical work Unit Tests Portfolio Oral Examination	
Language of instruction	English	

	Course title Controlling	Lecturer MISCHENKO
Type of course	32 h lectures, 32 h tutorials	
Level of course	Intermediary	
Year of study	4	
Semester	7	
Number of credits	5 ECTS	
Objectives of the course (competences)	To form system knowledge on company management based on integration, coordination and direction of activity of different company departments and divisions at achieving general operative and strategic objectives.	
Prerequisites	Principles of Management. Microeconomics. Principles of Finance. Fundamentals of Accounting. Economics of Enterprise.	
Course contents	<ol style="list-style-type: none"> 1. Introduction. General concept and types of controlling. 2. Classification of controlling objects by responsibility centers. 3. Management accounting as a tool of control and analysis. Methods of costs classification. 4. Methods of full costing. 5. Types of partial costing and their usage. 6. Activity-based costing. 7. Planning and budgeting in the controlling system. 8. Methods of developing budgets in the system of operative controlling. 9. Budgetary control and variance analysis. 10. Controlling of functional spheres of activity. 11. Methods of supporting managerial decisions by means of controlling. 12. Contemporary systems of creating competitive advantages. 13. Management of research and development using target costing. 14. Controlling of the quality assurance system and environment protection. 15. Performance evaluation indicators of company and its divisions. 16. Organization and methodic principles of establishing a controlling system at the company. 	
Recommended reading	Kaplan R.S., Atkinson A.A. Advanced Management Accounting. 3d ed. - Upper Saddle River, New Jersey: Prentice Hall, Inc., 1998. – 798 p. KUPPER, H.-U. (2005) Controlling - Konzeptionen, Aufgaben und Instrumente, 4th ed. (Stuttgart: Schaeffer-Poeschel).	
Teaching methods	Lectures, seminars; self-study and group work; library searches; case studies, calculation and graphical assignment.	
Assessment methods	Active participation in the class activities and discussions – 10 %; midterm exam- 15 %; home assignments - 10 %; unit tests -15 %; calculation and graphical assignment - 20%; final exam- 30%.	
Language of instruction	English	

	Course title Sociology	Lecturer MANOILO
Type of course	16 h lectures, 16 h tutorials	
Level of course	Fundamental/Introductory	
Year of study	2	
Semester	3	
Number of credits	2 ECTS	
Objectives of the course (competences)	<ul style="list-style-type: none"> - to explain matter of social life and social structure of society; - to form skills of making social events and processes analysis; - to form the system of knowledge about social organization, social activity and social development of human and society. 	
Prerequisites	Political studies, Cultural studies, Religious studies, Ethics and aesthetics, History of Ukraine	
Course contents	<ol style="list-style-type: none"> 1. Introduction to the social science (sociology). 2. Individual and society. 3. Society and social changes. 4. Culture as a social phenomenon. 5. Social structure and social stratification. 6. Ethnic and gender factors of social differentiation. 7. Social institutions. Institute of education. 8. Family and marriage as social institutions. 	
Recommended reading	<p>Comte, A. A Dictionary of Sociology: 3rd ed / Editors: John Scott, Gordon Marshall. - Oxford University Press, 2005</p> <p>Ashley D, Orenstein D.M Sociological theory: Classical statements: 6th ed. - Boston, MA, USA: Pearson Education, 2005.</p> <p>Giddens A., Duneier M., Applebaum R. Introduction to Sociology: 6th ed. - New York: W.W. Norton and Company, 2007.</p>	
Teaching methods	Lectures and seminars; self-study and group work; library searches.	
Assessment methods	Regular practical work – 30%; Unit Tests – 20%; Report on Individual Work – 10%; Oral Examination – 40%	
Language of instruction	English	

	Course title	Lecturer
	Technology systems	
Type of course	16 h lectures, 16 h tutorials	
Level of course	Fundamental/Introductory	
Year of study	1	
Semester	1	
Number of credits	3 ECTS	
Objectives of the course (competences)	<ul style="list-style-type: none"> - to form the skills of analysis of technological processes in economy; - to study priorities of technology systems development; - to form the system of knowledge about technological systems as economical objects. 	
Prerequisites		
Course contents	<ol style="list-style-type: none"> 1. Technology processes and systems as economical objects. 2. Technique and technology development. 3. Scientific and technical training. 4. Standardization and metrology. 	
Recommended reading	<p>Philosophy of Technology: The Technological Condition. An Anthology / Editors: Scharff, R. C., Val D. - Blackwell Publishing,2003.</p> <p>Stiegler B. Technics and Time: The Fault of Epimetheus. - Stanford University Press, 1998</p> <p>Winner L. Autonomous Technology. - MIT Press, 1977</p>	
Teaching methods	Lectures and seminars; self-study and group work; library searches.	
Assessment methods	Regular practical work – 30%; Unit Tests – 20%; Report on Individual Work – 10%; Oral Examination – 40%	
Language of instruction	English	

	Course title	Lecturer
	International Economic Relations	
Type of course	32 h lectures, 16 h tutorials, group project	
Level of course	Introductory	
Year of study	2	
Semester	3	
Number of credits	4 ECTS	
Objectives of the course (competences)	<ul style="list-style-type: none"> • to provide a <i>framework for consistent reasoning</i> about international flows of goods, factors of production, and financial assets, and their implications for the national economy • to develop abilities to evaluate International Economic Relations of a <i>selected country</i> • to analyze the current international economic relations of Ukraine and to explain reasons behind recent changes 	
Prerequisites	Fundamentals of Economic Theory. Microeconomics. Macroeconomics.	
Course contents	<ol style="list-style-type: none"> 1. Introduction. The overview of International Economics. The System of International Economic Relations. 2. The Law of Comparative Advantage 3. International Trade Theory 4. Costs and benefits of Trade barriers: Tariffs 5. Non-tariff trade Barriers. 6. Trade policy. International Trade of Ukraine 7. Internationalization, Integration, Globalization 8. International Economic Organizations 9. International Resource Movement 10. International Workforce Migration. 11. Balance of Payments 12. Currency Exchange Market and Exchange Rates 13. Money, Interest rates and Exchange market 14. The global Capital Market 15. Economic Growth and International trade 	
Recommended reading	D. Salvatore, <i>International Economics</i> , Eight Edition, 2004 Krugman and Obstfeld <i>International Economics: Theory and Policy</i> , Seventh Edition, 2004	
Teaching methods	Classroom discussions; group work; case studies; role plays, simulations, country portfolios; video; guest speakers	
Assessment methods	Active participation in the class activities and discussions – 20 % Midterm exam - 15 % Home assignments (including essay) - 10 % Unit tests - 15 % Team country project (presentations, final report) - 20% Final exam - 20%	
Language of instruction	English	

	Course title Political science	Lecturer MANOILO
Type of course	16 h lectures, 16 h tutorials	
Level of course	Introductory	
Year of study	4	
Semester	7	
Number of credits	2 ECTS	
Objectives of the course (competences)	<ul style="list-style-type: none"> • to provide students with the understanding of the role and concepts of political system, political culture, regime and ideology. • to develop abilities to evaluate political system and culture of a selected country • to analyze the appearance of modern political problems in the world. 	
Prerequisites	Sociology. Philosophy. Psychology.	
Course contents	<ol style="list-style-type: none"> 1. Introduction to political science. Appearance of political science. Origins of politics. 2. Political System. 3. The state. The legitimacy. Concept of failed state. 4. Political culture. 5. Elections. Voting system. 6. Civil society. 7. Political Ideologies. 8. Geopolitics in modern world. 	
Recommended reading	Heywood Andrew. Politics, Third Edition. - Palgrave Foundations, 2007	
Teaching methods	Lectures, seminars, video; essays, self-study, case studies, reports.	
Assessment methods	Essays (homework) – 30 % Unit tests - 30 % Reports - 10% Classroom discussions - 10% Final exam - 20%	
Language of instruction	English	

	Course title Economic Activity Analysis	Lecturer KULYK
Type of course	32 h lectures, 32 h exercises, course project	
Level of course	Intermediary	
Year of study	3	
Semester	6	
Number of credits	3 ECTS	
Objectives of the course (competences)	<ul style="list-style-type: none"> • to help students gain understanding the essence of economic phenomena, their interconnection and interdependence processes • to help students to get knowledge in the analysis of financial and economic activity of the enterprise • the students should be able to refine and systematize economic processes, to determine the influence of factors, evaluate the results • to develop students ability of identifying reserves of efficiency increase of enterprise functioning 	
Prerequisites	Fundamentals of Economic Theory.	
Course contents	<ol style="list-style-type: none"> 1. Theoretical framework for the analysis, enterprise's financial and economic activity diagnosis 2. Methods of company's analysis and diagnosis 3. Company's financial analysis 4. Economic performance analysis 5. Enterprise's operating results analysis 6. Enterprise's technical and social development analysis 7. Material resources analysis 8. Assets analysis 9. Labor force analysis 10. Production and sales analysis 11. Evaluating the financial and economic effectiveness of the enterprise 	
Recommended reading	<p>Thomas Cleff. Exploratory data analysis in business and economics. An introduction using SPSS, Stata, and Excel</p> <p>Erich A. Helfert. Financial analysis tools and techniques. A guide for managers.</p>	
Teaching methods	Lectures and seminars; self-study and group work; case studies; essays; library searches; portfolios.	
Assessment methods	Regular practical work Unit Tests Portfolio Oral Examination	
Language of instruction	English	

	Course title	Lecturer
	International Business II	ZUBKOVA
Type of course	48 h lectures, 48 h seminars	
Level of course	Advanced / Compulsory	
Year of study	5 (1M)	
Semester/trimester	9	
Number of credits	3 ECTS	
Objectives of the course (competences)	<ul style="list-style-type: none"> • To summarize and systematize the understanding of terms, concepts and theories applied to international business management • To develop students skills in international project management • To develop students skills in cross-cultural communications 	
Prerequisites	International Management, Fundamentals of International Business (Export-Import Operations), Customs Regulations, Joint Venture, International Economic Relations, Principles of Management, Finance.	
Course contents	<ol style="list-style-type: none"> 1. Introduction. Course objectives and schedule. 2. International Business: Project Management. 3. The Environment of International Business. 4. International Business Management: Strategic Planning, Organizing. 5. International Business Management: Motivation and Human Resource Management. 6. International Business Management: Quality Control, Performance Measurement. 7. Cross-cultural Management. 8. Supply Chain Management. 9. Risk Management: Scenario Planning, Strategic Foresight. 10. Customs Valuation. 	
Recommended reading	<p>Asterios G. Kefalas Global Business Strategy: A Systems Approach, 2008. – 558 p.</p> <p>Katsioloudes, Marios I. International business: a global perspective / Marios I. Katsioloudes and Spyros Hadjidakis, 2006. – 723 p.</p> <p>Sak Onkvisit, John J. Shaw International Marketing: Analysis and strategy, 4th ed. – Routledge, 2004. - 619 p.</p> <p>Monir H. Tayeb International Human Resource Management: A Multinational Company Perspective. - Oxford University Press, 2005. – 254 p.</p> <p>Mats Lindgren, Hans Bandhold Scenario Planning: The link between future and strategy. - Palgrave Macmillan, 2003. – 193 p.</p> <p>Lu, Dawei Fundamentals of the Supply Chain Management, 2011. – 112 p.</p> <p>Passenheim, Olaf Project Management, 2009. – 117 p.</p> <p>Moffat, Stephen Project 2010 Introduction, 2011. – 94 p.</p>	
Teaching methods	Lectures and seminars; self-study and team work; library searches; case studies; project portfolios; e-learning.	
Assessment methods	Regular practical work – 20%; Unit Tests – 15%; Lecture Attendance – 5%; Project Portfolio ¹ – 30%; Oral Examination – 30%.	
Language of instruction	English	

¹ Report on Individual Assignment (15), Project presentations (15)

	Course title	Lecturer
	Tax system	KULYK
Type of course	48 h lectures, 32 h exercises, course project	
Level of course	Intermediary	
Year of study	3 (4)	
Semester	6 (7)	
Number of credits	3 ECTS	
Objectives of the course (competences)	<ul style="list-style-type: none"> • to help students gain knowledge on the organization of the tax systems within the tax policy • to help students to get knowledge how to form tax base • the students should be able to calculate key national and local taxes • the students should be able to use tax legislation • to help students to get knowledge how to make tax planning 	
Prerequisites	Fundamentals of Economic Theory.	
Course contents	<ol style="list-style-type: none"> 1. Origin and historical development of taxation 2. The nature and classification of taxes 3. Tax concept, its role in the economy of Ukraine 4. Tax system concept 5. Characteristic of Ukrainian taxation department 6. General requirements for tax reporting 7. Income tax 8. VAT 9. Personal income tax 10. Simplified tax system 11. Excise tax 12. Other taxes 	
Recommended reading	Kevin E. Murphy, Mark Higgins. Concepts in federal taxation. Tax Code of Ukraine	
Teaching methods	Lectures and seminars; self-study and group work; case studies; essays; library searches; portfolios.	
Assessment methods	Regular practical work Unit Tests Portfolio Oral Examination	
Language of instruction	English	

	Course title Macroeconomics	Lecturer ABRAMOV
Type of course	32 h lectures, 32 h exercises	
Level of course	Fundamental	
Year of study	1	
Semester/trimester	2	
Number of credits	4,5 ECTS	
Objectives of the course (competences)	to form the system of knowledge about the procedure of the national economy functioning on the basis of the modern macroeconomic theories, developed by the world and domestic scientists, and experience of macroeconomic practice	
Prerequisites	Fundamentals of Economic Theory. Microeconomics	
Course contents	<ol style="list-style-type: none"> 1. Macroeconomics as a science. Macroeconomic indicators in the system of national accounts 2. Aggregate demand and Aggregate Supply 3. Consumption, saving and investments 3. Economic Growth and Economic Fluctuations 4. Macroeconomic instability: Unemployment and Inflation 5. Government in the system of macroeconomic regulation 6. Fiscal policy 7. Money Market and Monetary policy 8. The gear of international business activity 	
Recommended reading	<ol style="list-style-type: none"> 1. Macroeconomics N. Gregory Mankiw, Harvard University, 2001 2. Macroeconomic Theory and Policy. Preliminary Draft by David Andolfatto Simon Fraser University, 2005 3. Macroeconomics. R. Dornbush, S. Fisher. Sixth edition. NewYork, 1994 	
Teaching methods	Lectures and seminars; self-study and group work; library searches; case studies, economic training games.	
Assessment methods	Regular practical work; Unit Tests; Report on definite topic; Oral Examination	
Language of instruction	English	

	Course title Organization theory	Lecturer NASHCHEKINA
Type of course	32 h lectures, 16 h seminars	
Level of course	Intermediate	
Year of study	1	
Semester	2	
Number of credits	4 ECTS	
Objectives of the course (competences)	<ul style="list-style-type: none"> • to develop students' awareness of complexity and multifacetedness of organizations and, as a result of multidisciplinary nature of organization theory; • to familiarize students with the main conceptual approaches to organizations; • to enable students to analyze functioning and development of organizations from different perspectives, within the framework of different theories; • to provide students with knowledge of the principles of organizational structure and design; • to develop students' understanding as to how different internal and external factors influence organizational development 	
Prerequisites		
Course contents	<p>12. The concept of organization. The subject matter of organization theory</p> <p>13. The classical and neoclassical approaches to organizations</p> <p>14. The systems approach to organizations. Synergetics</p> <p>15. The biological approach to organizations. Organizational life cycle. Population ecology of organizations</p> <p>16. Organizational environment. The stakeholder theory</p> <p>17. Principles of organizational design</p> <p>18. The economic approach to organizations. Transaction cost theory. Agency theory. Institutional theory.</p> <p>19. The cybernetic approach to organizations</p> <p>20. Organizational culture</p>	
Recommended reading	<p>Daft R. L. Organization Theory and Design, 11th Edition. South-Western College Publishing, 2012. -688 p.</p> <p>Hatch M. J., Cunliffe A.L. Organization Theory: Modern, Symbolic, and Postmodern Perspectives, 3rd Edition. Oxford University Press 2013. - 352 p.</p> <p>Morgan, G., Images of organizations. Sage Publications, Thousand Oaks, California, 2006. – 520 p.</p>	
Teaching methods	In-class discussions; self-study; essay; oral presentation	
Assessment methods	Regular and meaningful participation in class discussions, Essay, Oral presentation, Unit tests, Oral examination	
Language of instruction	English	

	Course title Money and Banking	Lecturer ZUBKOVA
Type of course	48 h lectures, 48 h exercises	
Level of course	Fundamental/Introductory	
Year of study	2	
Semester/trimester	4	
Number of credits	6 ECTS	
Objectives of the course (competences)	<ul style="list-style-type: none"> • To provide students with the fundamental understanding of terms, concepts and theories applied to business management on financial markets • To develop students abilities in analysis the opportunities on money and capital markets to invest the assets • To develop students abilities to count the financial results from money investment in short-term instruments on money market 	
Prerequisites	Fundamentals of Economic Theory. Macroeconomics. Economics of Enterprise.	
Course contents	<ol style="list-style-type: none"> 1. Money: functions and role in the economy. 2. The Circular Flow of Money. Theories of Money. 3. Money Market and its Instruments. 4. Monetary System. Monetary and Credit Area Regulation. 5. Currency and Exchange system. 6. Credit and Banking system. 7. Banking Financial Intermediaries: Central Banks. National Bank of Ukraine. 8. Banking Financial Intermediaries: Commercial Banks. 9. Non-Banking Financial Institutions. 	
Recommended reading	<p>Simpson Thomas. Money, Banking and Economic Analysis. – 3rd ed.- New Jersey: Prentice-Hall, 1986. – 557 p.</p> <p>Kohn Meir Money, Banking and Financial Markets. – 2d ed. – USA: The Dryden Press, 1993. – 877 p.</p> <p>Block Stanley B. Foundations of financial management / Block Stanley B., Hirt Geoffrey A. – 8th ed. – USA: Irwin McGraw-Hill, 1997. – 681 p.</p> <p>Rose P.S. Financial Institutions: understanding and managing financial services / Rose Peter S., Kolari James W., Fraser Donald R. – 4th ed. – USA, Boston: IRWIN, 1993. – 792 p.</p>	
Teaching methods	Lectures and seminars; self-study and group work; library searches; case studies.	
Assessment methods	Regular practical work – 30%; Unit Tests – 25%; Report on Individual Assignment – 10%; Oral Examination – 35%	
Language of instruction	English	

	Course title Statistics	Lecturer SHYRIAIEVA
Type of course	32 h lectures, 32 h exercises	
Level of course	Intermediary	
Year of study	2	
Semester	4	
Number of credits	5 ECTS	
Objectives of the course(competences)	<ul style="list-style-type: none"> • To provide students with the fundamental understanding of concepts and theories of statistics • To improve students social and communicative abilities • To develop students abilities to make decisions in the field of statistics 	
Prerequisites	Fundamentals of Economic Theory. Macroeconomics. Econometrics. Mathematics. Finance. Labour Economics.	
Course contents	<ol style="list-style-type: none"> 1. The Role of Statistics 2. Statistical Observation 3. Organization and Grouping of Statistical Data Set 4. Statistical Measures 5. Variational Series and Its Characteristics 6. Smoothing of Empirical Variational Series 7. Sampling Distributions 8. Estimation 9. Statistical Methods of Connection Measuring. Correlation Analysis 10. Time – Series 11. Economical Index Numbers 12. Economical Statistics 	
Recommended reading	<p>Allen. L.Webster. Applied Statistics for Business and Economics. 2-nd ed. Bradley Uni. Printed in the USA, 1995. – 1040 p.</p> <p>Gujarati: Basic Econometrics, 4-th ed. The McGraw-Hill Companies, 2004, – 1003 p.</p> <p>Electronic Textbook. http://www.statsoft.com/textbook/stathome.html</p> <p>Statistics for Business and Economics. 6e. Pearson Education. 2007.</p> <p>W. Härdle, Z. Hlávka. Multivariate Statistics: Exercises and Solutions. Springer Science. 2007. – 367 p.</p>	
Teaching methods	Lectures and seminars; self-study and group work; library searches; discussion.	
Assessment methods	<p>Regular practical work – 20% (homework + lecture work)</p> <p>Unit tests – 25%</p> <p>Report on individual work – 10%</p> <p>Individual statistical observation – 20%</p> <p>Oral examination – 25%</p>	
Language of instruction	English	

	Course title	Lecturer
	Operations Management	KULYK
Type of course	48 h lectures, 32 h exercises, course project	
Level of course	Intermediary	
Year of study	2	
Semester	4	
Number of credits	5 ECTS	
Objectives of the course (competences)	<ul style="list-style-type: none"> • to help students gain understanding of the role of operations manager in organization • to develop students abilities in making decisions which are related to operation management, such as: product design, location planning, scheduling, inventory management • to develop students understanding how operations management related to other functional areas in an organization such as: marketing, finance/accounting and personnel • to develop students understanding how to maintain the competitive advantage for organization by improving better productivity, reducing cost, responding more quickly to the demand and providing better quality 	
Prerequisites	Fundamentals of Economic Theory. Principles of Management	
Course contents	<ol style="list-style-type: none"> 1. Introduction into Operations Management (OM) 2. Historical development of OM 3. Operations strategy and competitiveness 4. Product design 5. Project management. Forecasting. 6. Managing quality 7. Service operations design 8. Just-in-time manufacturing 9. Job design 	
Recommended reading	Richard B. Chase, F. Robert Jacobs, Nicholas J. Aquilano. Operations management for competitive advantage Roger G. Schroeder. Operations management, decision making in the operations function	
Teaching methods	Lectures and seminars; self-study and group work; case studies; essays; library searches; portfolios.	
Assessment methods	Regular practical work Unit Tests Portfolio Oral Examination	
Language of instruction	English	

	Course title Marketing	Lecturer KURIATNIK
Type of course	32 h lectures, 32 h tutorials	
Level of course	Intermediary	
Year of study	2	
Semester	4	
Number of credits	4,5 ECTS	
Objectives of the course (competences)	<ul style="list-style-type: none"> • To provide students knowledge in fundamental concepts and principles of the modern marketing • To develop students understanding of «4P» concept • To develop students skills in marketing research • To develop students skills in the strategic and tactical marketing planning 	
Prerequisites	Fundamentals of Economic Theory. Microeconomics. Macroeconomics. Principles of Management	
Course contents	<ol style="list-style-type: none"> 1. Marketing in a Changing World: Basic Concepts 2. Marketing Plans and Strategic Marketing Planning 3. The Marketing Environment 4. Consumer and Business Buyer Behavior 5. Market Information and Marketing Research 6. Market Segmentation and Positioning 7. Creating Competitive Advantages 8. Brands, Products and Services 9. Pricing Strategies 10. Advertising, Sales Promotion and Public Relations 11. Managing Marketing Channels 	
Recommended reading	<p>P. Kotler, V. Wong, J. Saunders, G. Armstrong. Principles of marketing. Fourth European Edition. – Prentice Hall Europe, 2005.</p> <p>P. Kotler, G. Armstrong, J. Saunders, V. Wong. Principles of marketing. Second European Edition. – Prentice Hall Europe, 1999.</p> <p>P. Kotler. Marketing Essentials. - Prentice Hall, 1984</p> <p>E. N. Berkowitz, R.A. Kerin, S.W. Hartley, W. Rudelius. Marketing. Fifth Edition. - McGraw-Hill Irwin, 1997.</p>	
Teaching methods	Lectures and seminars; self-study and group work; case studies; essays; library searches; portfolios.	
Assessment methods	Regular practical work Unit Tests Portfolio Oral Examination	
Language of instruction	English	

	Course title	Lecturer
	Logistics	BILOT CERKIVSKYI
Type of course	32 h lectures, 16 h exercises	
Level of course	Intermediary	
Year of study	2	
Semester/trimester	4	
Number of credits	3,5 ECTS	
Objectives of the course (competences)	<ul style="list-style-type: none"> • To provide students knowledge in fundamental concepts and principles of logistics • To develop students understanding of the systems approach in logistics • To develop students skills in managing materials flow 	
Prerequisites	Fundamentals of Economic Theory. Microeconomics. Macroeconomics. Principles of Management. Business Statistics.	
Course contents	<ol style="list-style-type: none"> 1. The Role of Logistics in the Economy and Organization 2. Managing Materials Flow 3. Purchasing 4. Supply Chain Management 5. Transportation 6. Logistics Information Systems 7. Inventory Management 8. Warehousing 9. Customer Service 10. Global Logistics 11. Organization for Effective Logistics 	
Recommended reading	<p>D. M. Lambert, J. R. Stock, L. M. Ellram. Fundamentals of Logistics Management. – McGraw-Hill Irwin, 1998.</p> <p>J. Don Taylor. Introduction to Logistics Engineering. – CRC Press, 2009.</p> <p>R. H. Ballou. Business Logistics Management. Third Edition. – Prentice – Hall International, 1993.</p> <p>D. J. Bowersox, D.J. Closs. Logistical Management. The Integrated Supply Chain Process. – McGraw-Hill Irwin, 1996.</p>	
Teaching methods	Lectures and seminars; self-study and group work; case studies; essays; library searches; portfolios.	
Assessment methods	Regular practical work Unit Tests Portfolio Oral Examination	
Language of instruction	English	

	Course title Investments	Lecturer KRASNOKUTSKA
Type of course	48 h lectures, 32 h exercises	
Level of course	Intermediary	
Year of study	3	
Semester	6	
Number of credits	6 ECTS	
Objectives of the course (competences)	<ul style="list-style-type: none"> • to help students gain understanding the basic mechanics of the investment markets, risk and rewards, and types of investments involved in sound and prudent investing • to develop students' abilities in making investment decisions which are based on investment analysis, risk and performance evaluation, portfolio management • to develop students' understanding how investment related to other functional areas in an organization such as: marketing, finance and personnel • to develop students skills in preparing investment projects and building a diversified investment portfolio 	
Prerequisites	Fundamentals of Economic Theory. Finance	
Course contents	<ol style="list-style-type: none"> 1. Introduction to investments. 2. Subjects and objects of investment. 3. Investment market 4. Foreign investment. 5. Capital investment. 6. Portfolio investment. 7. Investment in innovation. 8. Investment projects. 9. Economic feasibility of investing. 10. Financial support for the investment. 11. Investment management. 12. Regulation of investment activity. 13. Investment strategy. 	
Recommended reading	Zvi B., Kane A., Markus A. J. Investments. – McGraw Hill, 2005. Levy H., Gunthorpe D. Introduction to Investments. – Southwestern Publishing, 1999.	
Teaching methods	Lectures and seminars; self-study and group work; case studies; essays; library searches; portfolios.	
Assessment methods	Regular and meaningful participation in class discussions and exercise sessions Unit Tests Portfolio Oral Examination	
Language of instruction	English	

	Course title Security market	Lecturer KOCHETOVA
Type of course	32 h lectures, 32 h seminars	
Level of course	Advanced	
Year of study	3	
Semester/trimester	6	
Number of credits	4 ECTS	
Objectives of the course (competences)	<ul style="list-style-type: none"> • to provide a framework for understanding the nature, principles and objectives of securities market • to develop skills in working at the equity market • to analyze current financial condition of the securities market in Ukraine and to explain reasons behind recent changes 	
Prerequisites	Money and Banking, Economic and Finance of enterprises, Marketing, Management	
Course contents	<ol style="list-style-type: none"> 1. General characteristic of securities market 2. Instruments of securities market 3. Financial estimation of securities 4. Participants of securities market 5. Stock exchange and organization of OTC market 6. Fundamental and Technical analysis of the Stock market. 7. Bases of the investment analysis 8. Portfolio investment. 9. Risk and return of portfolio investment 10. Derivative markets 11. Futures and option contracts on the of securities market instruments 12. Trade strategy by futures contracts and listed options 	
Recommended reading	<p>Reilly F, Keith C. (2002), Brown Investment Analysis and Portfolio Management 7th edition, Stamford: South-Western College Pub, p.1149</p> <p>Fabozzi F.(2000), Investment Management, NJ: Prentice Hall International, p. 930</p> <p>Graham B. (2003), Intelligent Investor, NY: Harper Collins Publishers, p. 672</p> <p>Ross, S.A.; Westerfield, R.W.; Jordan, B.D. (2008): Corporate Finance Fundamentals, 8th ed., Boston</p>	
Teaching methods	Lectures and seminars; self-study and group work; security portfolios; individual research assignments; library searches	
Assessment methods	Active participation in the class activities and discussions; Tests; Midterm exam; Home assignments; Real projects; Individual presentations; Final exam	
Language of instruction	English	

	Course title	Lecturer
	Human Resource Management	DRUGOVA
Type of course	32 h lectures, 16 h exercises	
Level of course	Intermediary	
Year of study	3	
Semester	6	
Number of credits	4 ECTS	
Objectives of the course(competences)	<ul style="list-style-type: none"> • To provide students with the fundamental understanding of concepts and theories applied to human resource management • To improve students social and communicative abilities • To develop students abilities to make decisions in the field of human resource management 	
Prerequisites	Principles of Management. International Management	
Course contents	<ol style="list-style-type: none"> 1. Changing Nature of HRM 2. Strategic HRM and Planning 3. Organization/Individual Relations and Retention 4. Jobs and Job Analysis 5. Recruiting in Labor Markets 6. Selection HR 7. Training HR 8. Careers and HR Development 9. Performance Management and Appraisal 10. Compensation Strategies and Practices 11. Variable Pay and Executive Compensation 12. Health, Safety, and Security 13. Employee Rights and Discipline 14. Union/ Management Relations 	
Recommended reading	RA Noe, JR Hollenbeck, B Gerhart, PM Wright. Human Resource Management: Gaining a Competitive Advantage / Irwin/McGraw-Hill, 2002.	
Teaching methods	Lectures and seminars; self-study and group work; case studies	
Assessment methods	Regular practical work – 20% Portfolio (presentation) – 30% Exercises and case study assignment – 30% Oral Examination – 20%	
Language of instruction	English	

	Course title	Lecturer
	Managerial Skills in International Business	DANKO, RESHETNIAK
Type of course	32 h lectures, 16 h tutorials	
Level of course	Intermediary	
Year of study	3	
Semester	6	
Number of credits	4 ECTS	
Objectives of the course (competences)	<ul style="list-style-type: none"> • To provide students with the fundamental understanding of concepts and theories applied to business management in international environment • To develop students abilities in international strategic planning • To develop students abilities in self-evaluation of international manager's core competences 	
Prerequisites	Fundamentals of Economic Theory. Microeconomics. Macroeconomics. International Economic Relations. Economics of Enterprise. Principles of Management	
Course contents	<ol style="list-style-type: none"> 1. International management: an overview. Basic concepts of international management. 2. International economic environment. 3. International cultural environment. 4. International political and legal environment. 5. Strategic planning in the multinational company. 6. Cross-cultural skills 7. Soft skills 	
Recommended reading	<p>A Phatak, RS Bhagat, RJ Kashlak. International Management: Managing in a Diverse and Dynamic Global Environment - McGraw-Hill Irwin, 2004</p> <p>H Deresky. International Management: Managing Across Borders and Cultures - Prentice Hall, 2003</p> <p>ME Mendenhall, BJ Punnett, DA Ricks. Global Management - 1995</p> <p>H Weihrich, H Koontz. Management: A Global Perspective - New York et al, 1993</p>	
Teaching methods	Lectures and seminars; self-study and group work; case studies; essays; library searches; portfolios; videos; videoconference.	
Assessment methods	Regular practical work – 20% Unit Tests – 15% Portfolio – 35% Oral Examination – 30%	
Language of instruction	English	

	Course title Joint Venture	Lecturer SHEVCHENKO
Type of course	48 h lectures, 48 h seminars	
Level of course	Intermediary	
Year of study	3	
Semester/trimester	6	
Number of credits	6 ECTS	
Objectives of the course (competences)	<ul style="list-style-type: none"> • To provide students with the fundamental understanding of theoretical paradigms in order to explain the organization, operation, and outcomes of JVs • To develop students abilities in international strategic planning • To develop students' research and group working techniques as well as presentation skills 	
Prerequisites	Fundamentals of Economic Theory. International Economic Relations. Economics of Enterprise. International Management	
Course contents	<ol style="list-style-type: none"> 1. Essentials of Joint Venturing. JV Business Benefits 2. Theoretical Approaches of Joint Venturing: Transaction Cost Economics, Agency Theory, Behavioral research paradigm, The Political Economy Paradigm, Strategic Management 3. Basic Organizational Structure of JV 4. Financial Aspects of JV Functioning 5. Process of Joint Venture Foundation 6. Dimensions of Success in International Business Negotiations 7. JV Risk Management Process 	
Recommended reading	<p>Johnson and Scholes (2005) <i>Exploring Corporate Strategy - Text and Cases</i> (7th edition), FT/Prentice Hall</p> <p>Robert Wallace (2003) <i>Strategic Partnerships: An Entrepreneur's Guide to Joint Ventures and Alliances</i> Kaplan Publishing</p> <p>John Child, David Faulkner, Stephen Tallman (2005) <i>Cooperative Strategy: Managing Alliances, Networks, and Joint Ventures 2</i> edition, Oxford University Press, USA</p>	
Teaching methods	Classroom discussions; self-study and group work; case studies; essays; library search; role plays; guest speakers	
Assessment methods	<p>Active Participation in the Class Activities and Discussions – 20 %</p> <p>Home Assignments (including essay) - 10 %</p> <p>Unit Tests – 10%</p> <p>Lecture attendance – 10%</p> <p>Report on Individual Work – 10%</p> <p>Group Presentation – 10%</p> <p>Oral Examination – 30%</p>	
Language of instruction	English	

	Course title Self-Management	Lecturer PROKHORENKO
Type of course	16 h lectures, 16 h exercises, individual task	
Level of course	Intermediary	
Year of study	3	
Semester	6	
Number of credits	3 ECTS	
Objectives of the course (competences)	<p>The purpose of discipline is to acquire the theoretical knowledge and practical skills for manager personal development and labour organizing.</p> <p>The objective of discipline is theoretical and practical training for students with questions:</p> <ul style="list-style-type: none"> - definition of personal values and managerial goals; - management of self-identity; - expansion of effective leadership skills; - organization of administrative activity of different levels managers; - application of modern principles and directions of scientific organizing of labour; - using of time as a resource. 	
Prerequisites	Organization theory; Management bases; Labour Law	
Course contents	<ol style="list-style-type: none"> 1. The conception and features of managerial labor. Managerial roles, functions and skills. 2. Scientific organization of labor: payment and motivation, division and cooperation, setting of labour quotas, technical supply and mechanisation, a favourable mode and conditions 3. Time-management: historical development, main approaches, setting priorities. 4. Delegation of powers and responsibility in managerial activity 5. Event Management: organization of assamblies, conferences, meetings. 6. . Business contacts in the managerial activity 	
Recommended reading	<p>Stephen Covey: The Seven Habits of Highly Effective People Stephen Covey: First Things First, (co-authored with Roger and Rebecca Merrill)</p> <hr/> <p><u>Lothar J. Seiwert, Holger Woeltje: Effective Time Management: Using Microsoft Outlook to Organize Your Work and Personal Life</u></p>	
Teaching methods	Lectures and seminars; self-study and group work; case studies; essays; library searches; portfolios.	
Assessment methods	Regular practical work Unit Tests Portfolio Oral Examination	
Language of instruction	English	

	Course title Economic Activity Analysis	Lecturer KULYK
Type of course	32 h lectures, 32 h exercises, course project	
Level of course	Intermediary	
Year of study	3	
Semester	6	
Number of credits	3 ECTS	
Objectives of the course (competences)	<ul style="list-style-type: none"> • to help students gain understanding the essence of economic phenomena, their interconnection and interdependence processes • to help students to get knowledge in the analysis of financial and economic activity of the enterprise • the students should be able to refine and systematize economic processes, to determine the influence of factors, evaluate the results • to develop students ability of identifying reserves of efficiency increase of enterprise functioning 	
Prerequisites	Fundamentals of Economic Theory.	
Course contents	<ol style="list-style-type: none"> 7. Theoretical framework for the analysis, enterprise's financial and economic activity diagnosis 8. Methods of company's analysis and diagnosis 9. Company's financial analysis 10. Economic performance analysis 11. Enterprise's operating results analysis 12. Enterprise's technical and social development analysis 13. Material resources analysis 14. Assets analysis 15. Labor force analysis 16. Production and sales analysis 17. Evaluating the financial and economic effectiveness of the enterprise 	
Recommended reading	<p>Thomas Cleff. Exploratory data analysis in business and economics. An introduction using SPSS, Stata, and Excel</p> <p>Erich A. Helfert. Financial analysis tools and techniques. A guide for managers.</p>	
Teaching methods	Lectures and seminars; self-study and group work; case studies; essays; library searches; portfolios.	
Assessment methods	<p>Regular practical work</p> <p>Unit Tests</p> <p>Portfolio</p> <p>Oral Examination</p>	
Language of instruction	English	

	Course title	Lecturer
	Risk Management	KORETSKA
Type of course	18 h lectures, 9 h exercises	
Level of course	Intermediary	
Year of study	4	
Semester	8	
Number of credits	1,5 ECTS	
Course objectives (competences)	<ul style="list-style-type: none"> • To identify the potential and existing risks in the company under current economic conditions; • Description and characterization of the risks that exist at the enterprise; • Evaluation of economic risk using risk assessment methods; • Description of risk effects on the company activities; • To develop ways to minimize the impact of risk on the economic mechanism of enterprise 	
Prerequisites	Fundamentals of Economic Theory. Management decisions	
Course contents	<ol style="list-style-type: none"> 1. Definition of risk measurement. 2. Classification of Economic risks. 3. Uncertainty, uncertainty and risk. 4. Risk and application of games theory. 5. Value of complete information. 6. Game-theory approach for risk modeling. 7. Risk management practice. 	
Recommended reading	<p>Andersen T. Strategic Risk Management Practice: How to Deal Effectively with Major Corporate Exposures</p> <p>Damodaran A. Strategic Risk Taking: A Framework for Risk Management</p>	
Teaching methods	Lectures and seminars; self-study and group work; case studies; essays; library researches; portfolios.	
Assessment methods	Regular practical work Unit Tests Portfolio Written Examination	
Language of instruction	English	

	Course title Business valuation	Lecturer KRASNOKUTSKA
Type of course	16 h lectures, 16 h exercises	
Level of course	Intermediary	
Year of study	4	
Semester	8	
Number of credits	3 ECTS	
Objectives of the course (competences)	<ul style="list-style-type: none"> • to provide students with the fundamental understanding of the major approaches to business valuation, their strengths and weaknesses, and when to apply each • to develop students' skills in business analysis and planning • to develop students' abilities in formulating the correct questions and assumptions in valuation models and applying the appropriate models within the value maximization task of any company 	
Prerequisites	Fundamentals of Economic Theory. Economics of Enterprise. Finance. Investments.	
Course contents	<ol style="list-style-type: none"> 1. General concepts and principles of business valuation. Bases of value. 2. Tools of business valuation. Cash flow calculation. Estimating cost of capital. 3. Income approach. 4. Market approach. 5. Asset-based approach. 6. Special issue: real-estate valuation. 7. Special issue: intangible asset valuation. 8. Comprehensive written business valuation report. 	
Recommended reading	Damodaran A. Investment Valuation: Tools and Techniques for Determining the Value of Any Asset. – Wiley Finance, 2012. Copeland, T., Koller, T., Murrin, J. Valuation – measuring and managing the value of companies. – Chichester, UK: John Wiley & Sons, 2000.	
Teaching methods	Lectures and seminars; self-study and group work; case studies; library searches; portfolios.	
Assessment methods	Regular practical work Unit Tests Report on Individual Assignment Oral Examination	
Language of instruction	English	

	Course title International Marketing	Lecturer DANKO
Type of course	32 h lectures, 32 h seminars	
Level of course	Advanced	
Year of study	5 (1M)	
Semester/trimester	10 (2M)	
Number of credits	4,5 ECTS	
Objectives of the course (competences)	<ul style="list-style-type: none"> • To develop students skills in international marketing strategy and brand planning • To develop students skills in international marketing decision making 	
Prerequisites	Fundamentals of Economic Theory. Microeconomics. Macroeconomics. International Economic Relations. Economics of Enterprise. Principles of Management. International Management	
Course contents	<ol style="list-style-type: none"> 1. Nature of International Marketing 2. Global Competition 3. Consumer behavior in the international context 4. International Marketing Research and Information System 5. Foreign Market Entry Strategies 6. International Marketing Mix Strategies 7. International Marketing Management 	
Recommended reading	<p>A Phatak, RS Bhagat, RJ Kashlak. International Management: Managing in a Diverse and Dynamic Global Environment. - McGraw-Hill Irwin, 2004</p> <p>Ries A., Trout J. Marketing Warfare. - McGraw-Hill Irwin, 1986</p> <p>De Geus A. P. Living Company. – Harvard Business School Press, 1997</p>	
Teaching methods	Lectures and seminars; self-study and group work; case studies; essays; library searches; portfolios; videos; videoconference.	

	Course title	Lecturer
	Fundamentals of Managerial Consulting	KURIATNIK
Type of course	32 h lectures, 16 h exercises	
Level of course	Intermediary	
Year of study	5	
Semester	10	
Number of credits	3 ECTS	
Objectives of the course (competences)	<ul style="list-style-type: none"> • to help students gain understanding of management consulting • to develop students understanding of process and methods of management consulting • to develop students skills on analysis and formulation problems • to form the system of knowledge about consulting company and its administration 	
Prerequisites	Information system in management. Economics of enterprise. Principles of Management	
Course contents	<ol style="list-style-type: none"> 1. Introduction into management consulting 2. Management consulting as a professional support of business 3. Process of management consulting 4. Methods of management consulting 5. Administration of consulting company 6. Types of consulting companies 7. Process of client-consultant cooperation 8. Organization`s problems structuring 9. Analysis and formulation of problems 10. Ukrainian market of consulting services 	
Recommended reading	Kubr M. Management consulting: A guide to the profession (4 th edition). Geneva, International Labor Office, 2002. Kalvert Markhem Practical Management Consultancy. London. CCH. 2007	
Teaching methods	Lectures and seminars; self-study and group work; case studies; essays; library searches.	
Assessment methods	Regular practical work Unit Tests Individual Assignments Oral Examination	
Language of instruction	English	

	Course title	Lecturer
	Methodology and organization of scientific research	NASHCHEKINA
Type of course	16 h seminars	
Level of course	Intermediate	
Year of study	5	
Semester	10	
Number of credits	3 ECTS	
Objectives of the course (competences)	<ul style="list-style-type: none"> • to develop students' understanding of philosophical issues in science; • to provide students with relevant knowledge of major research methods, their respective uses and usefulness; to convey the necessary practical skills required for their application; • to develop students' abilities to formulate research questions and hypotheses, to plan and manage research activities, to present the research results; • to help students improve their skills in scientific writing; • to develop students' awareness of ethical issues in science and intolerance for violations of the ethical conduct principles; • to enable students to critically evaluate their own research and that of other social scientists 	
Prerequisites	Philosophy. Statistics.	
Course contents	<ol style="list-style-type: none"> 1. Philosophical foundations of science. Criteria of scientific knowledge 2. The specificity of scientific research in social sciences 3. Research methodology. Theoretical and empirical research methods 4. Research design. Presentation and dissemination of research results 5. Ethics of science 6. Measurements in social sciences. Data collection techniques 7. Sampling procedures 8. Statistical analysis of data 	
Recommended reading	<p>Adams J., Khan H.T.A., Raeside R., White D. Research Methods for Graduate Business and Social Science Students. - SAGE Publications Ltd, 2007. - 272 p.</p> <p>Nicholas Walliman Social Research Methods The Essentials, Second Edition. - London UK: SAGE Publications Ltd, 2015. - 264 p.</p>	
Teaching methods	In-class discussions; self-study; essays; practical exercises (statistics)	
Assessment methods	Regular and meaningful participation in class discussions and exercise sessions. Independent research paper. Oral examination	
Language of instruction	English	