

PROFESSIONAL DIPLOMA: MANAGEMENT

LEARNING OUTCOMES

Students upon completion of the Study Programme will be able to:

- Recognize, interpret and use their knowledge on the main concepts of organization management,;
- Adapt and apply theoretical and practical knowledge to the requirements of job positions in organizations.
- Use and interpret knowledge on operations, production and distribution in various enterprises.;
- Apply knowledge and demonstrate competence in organization management for a successful performance;
- Organize and develop a business plan, monitor daily operations, be able to oversee supply processes, production and marketing of different organizations.
- Identify and evaluate factors that dictate organization, financing, leadership, administration and development of enterprises in the free market.
- Analyze and evaluate functioning of the enterprise, reciprocal dependence and the influence on political, economic and social factors.
- Demonstrate familiarity and apply knowledge that improve internal managerial efficiency and logistical operations.

CURRICULA

PROFESSIONAL DIPLOMA: MANAGEMENT				
No.	Year	Term	Subjects	ECTS
A - GENERAL SUBJECTS 10-15%/ 17 ECTS				
1	I	1	Introduction to Sociology	5
2	II	2	Projects Design and Management	4
3	I	1	Academic writing	4
4	I	2	Applied Statistics	4
				17
B - CHARACTERIZING SUBJECTS 45-55%/ 66 ECTS				
1	II	1	Principles of Accounting	6
2	II	2	Cost Accounting	6
3	I	1	Introduction to Business Administration	6
4	I	2	Introduction to finance	6
5	I	1	Mathematics 1	6



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No.	Year	Term	Subjects	ECTS
6	I	1	Principles of Marketing	6
7	II	1	Introduction to Human Resources Management	6
8	I	2	Marketing Management	6
9	I	2	Introduction to Management	6
10	II	1	Organizational Behavior	6
11	I	2	Consumer Behavior	6
				66
C - INTERDISCIPLINARY/ELECTIVE SUBJECTS 5-15%/18 ECTS (choose 3 courses)				
1	II	1	Principles of Distribution and Sales	6
2	II	2	Principles of Storage and Inventory Keeping	6
3	II	1	Product and Price Management	6
4	II	1	Introduction in Management of Operations	6
5	II	2	Principles of Market Research	6
6	II	1-2	Honors course	6
				18
D - ADDITIONAL SUBJECTS/ 10-15%/ 14 ECTS				
1	II	1	English	5
2	I	1	Basics of informatics	4
3	II	2	Internship and Career Development	5
				14
E - FINAL OBLIGATIONS 3-5%/ 5 ECTS				
1	II	2	Diploma thesis/Final Comprehensive Exam	5
			TOTAL	120