

PROFESSIONAL DIPLOMA “MANAGEMENT”

STUDY PROGRAMME OBJECTIVES

The professional Diploma study program in “Management” aims:

- The training of students with sufficient managerial knowledge to be competent professionals accepted in the labour market.
- Preparing students capable of managing a business
- Equipping students with knowledge about the business plan with the purpose of drafting it and using the information it offers to reduce the uncertainty that the market carries.
- The ability of students to efficiently manage production resources.
- Preparation students for analysing the existing business situation, identifying the conditioning factors and improving the situation through the manager's creative thinking.
- Equip with managerial skills in the field of marketing.

LEARNING OUTCOMES

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

- To know, interpret and apply knowledge and basic concepts on organization management.
- To have sufficient knowledge of its operations, production, and distribution.
- To recognize and apply managerial knowledge and demonstrate competence in managing the organization for a successful performance
- Adapting and applying theoretical and practical knowledge to the requirements of job positions in organizations.
- To prepare and develop the business plan, to monitor the daily operations, to supervise the supply processes, production, and marketing of the organization.
- To identify and evaluate the factors that dictate the organization, financing, leadership, and administration of the organization.
- Demonstrate ability to implement and improve logistics operations.

JOB OPPORTUNITIES

Employment opportunities after graduation

- Investment specialist
- Specialist of operational processes
- Sales specialist
- Marketing specialist
- Supply and procurement specialist
- Data collection specialist
- Specialist in organizing activities/group activities.
- Project specialist.

PROFESSIONAL DIPLOMA: MANAGEMENT - 120 ECTS

No.	Year	Term	Course's Name	ECTS
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A - GENERAL COURSES 10-15%/ 18 ECTS

1	I	1	Introduction to Sociology	6
2	I	2	Projects Design and Management	6
3	I	2	Statistics	6
				18

B - CORE COURSES 45-55%/ 64 ECTS

1	I	1	Introduction to Management	8
2	I	1	Mathematics 1	6
3	I	1	Principles of Marketing	6
4	I	2	Introduction to Finance	6
5	I	2	Marketing Management	6
6	I	2	Consumer Behavior	6
7	II	1	Introduction to Human Resources Management	6
8	II	1	Principles of Accounting	8
9	II	2	Cost Accounting	6
10	II	1	Organizational Behavior	6
				64

**C - INTERDISCIPLINARY/INTEGRATIVE COURSES 5-15%/18 ECTS
(choose 3 courses)**

1	II	1	Principles of Distribution and Sales	6
2	II	1	Product and Price Management	6
3	II	1	Introduction in Management of Operations	6
4	II	2	Principles of Market Research	6
5	II	1-2	Honors course	6
				18

D - ADDITIONAL COURSES/ 10-15%/ 15 ECTS

1	II	1	English	5
2	I	1	Basics of informatics	4
3	II	2	Internship and Career Development	6
				15

E - FINAL OBLIGATIONS 3-5%/ 5 ECTS

1	II	2	Diploma thesis/Final Comprehensive Exam	5
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