



Business School

Master of Business Administration

#	Subject ID	components	prerequisites	Semester	ECTS	Contact	Independent	Total
core courses relevant to the major study sphere 30 ECTS								
1	MBAC7001	Statistics for Managers	No prerequisites	I	5	51	74	125
2	MBAC5001	Marketing Management	No prerequisites	I	5	51	74	125
3	MBAC1001	Financial Accounting for Managers	No prerequisites	I	5	51	74	125
4	MBAC4001	Corporate Finance	No prerequisites	I	5	51	74	125
5	MBAC6001	Operations Management	No prerequisites	I	5	51	74	125
6	MBAC6002	Strategic Management	No prerequisites	I	5	51	74	125
elective components of the major study sphere - A student accumulates 10 credits from the elective components relevant to the major study sphere								
General business administration (30 – ECTS)								
1	MBAC3001	Economics for Managers	No prerequisites	II	5	51	74	125
3	MBAC2002	Management Information System	No prerequisites	I	5	51	74	125
3	MBAC9003	Global Business Environment	No prerequisites	II	5	51	74	125
4	MBAC7003	Organizational Behavior	No prerequisites	II	5	51	74	125
5	MBAC1002	Managerial Accounting and Control	MBAC1001	II	5	51	74	125
6	MBAC7004	Business Forecasting	MBAC7001	II	5	51	74	125
Finance (25 – ECTS)								
1	MBAE4001	Investment Analysis and Portfolio Management	MBAC4001	II	5	51	74	125
2	MBAE4006	Derivatives Markets	MBAC4001	II	5	51	74	125
3	MBAE4015	Financial Institutions Risk Management	MBAC4001, MBAC7001	II	5	51	74	125
4	MBAE4007	Real Option: Strategic Investments and Decisions	MBAC4001, MBAC7001	II	5	51	74	125

5	MBAE4033	Fundamental Analysis of Stock Markets	MBAC4001	II	5	51	74	125
Marketing (30 – ECTS)								
1	MBAE5001	Business Research Methods	MBAC5001, MBAC7001	II	5	51	74	125
2	MBAE5004	Sales Management	MBAC5001	II	5	51	74	125
3	MBAE5031	Marketing Engineering and Analytics	MBAC5001	II	5	51	74	125
4	MBAE5032	Pricing and Revenue Management	MBAC5001	II	5	51	74	125
5	MBAE5012	Public Relations	MBAC5001	II	5	51	74	125
6	MBAE5033	Digital Marketing	No prerequisites	II	5	51	74	125
Management (30 – ECTS)								
1	MBAE6005	Project Management	No prerequisites	II	5	51	74	125
2	MBAE6018	Managing Creativity and Innovation	No prerequisites	II	5	51	74	125
3	MBAE6007	Leadership	No prerequisites	II	5	51	74	125
4	MBAE6010	Human Resource Management	No prerequisites	II	5	51	74	125
5	MBAE6012	Conflict Management & Negotiations	No prerequisites	II	5	51	74	125
6	MBAE6011	Entrepreneurship	No prerequisites	II	5	51	74	125
Data analysis (30 – ECTS)								
1	MBAE 7104	Advance Data Analysis	No prerequisites	II	5	51	74	125
2	MBAE 7101	Machine Learning	No prerequisites	II	5	51	74	125
3	MBAE 7201	Stochastic Calculus for Finance I	No prerequisites	II	5	51	74	125
4	MBAE 7102	Financial Machine Learning	No prerequisites	II	5	51	74	125
5	MBAE 7103	Machine Learning for Asset Managers	No prerequisites	II	5	51	74	125
6	MBAE 7202	Stochastic Calculus for Finance II	No prerequisites	II	5	51	74	125
The research topic of Master's thesis – 20 ECTS								
1	MBAC0001	Master's thesis	program ¹	II	20	30	470	500
Free component– 10 ECTS			No prerequisites	II	10			

¹ A student may embark on a master's thesis work, if he/she has completed all the mandatory study courses defined by the program and has accumulated

Outcome Map

#	Subject ID	Components	1	2	3	4	5	6
1	MBAC7001	Statistics for Managers	I					
2	MBAC5001	Marketing Management		I				I
3	MBAC1001	Financial Accounting for Managers			I	I		
4	MBAC4001	Corporate Finance	E		E	E		I
5	MBAC6001	Operations Management					I	
6	MBAC6002	Strategic Management	R	E			E	E
7	MBAC0001	Master's thesis	R	R	R	R	R	R

I (INTRODUCTION) (1)	E (XPANSION) (2)	R (EINFORCEMENT) (3)
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Learning outcomes map

Aim	outcome
Strengthening strategic leadership skills to design, implement, and lead strategic initiatives aimed at addressing complex organizational challenges;	1, 2, 3, 4, 5, 6
Transforming functional specialists into organizational leaders through deepening fundamental knowledge in finance, marketing, and operations;	1, 2, 3, 4, 5, 6
Preparing professionals for senior executive positions across various industries.	1, 2, 3, 4, 5, 6