



ქართულ-ამერიკული  
უნივერსიტეტი

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## Business School

### Bachelor of Business Administration (240 Credits)

#	Subject ID	components	prerequisites	Semester	ECTS	Contact	Indep ende nt	Total
<b>core courses relevant to the major study sphere (138 ECTS)</b>								
1	BBAC303	Principles of Microeconomic	No prerequisites	I	6	51	99	150
2	BBAC701	Applied Calculus	No prerequisites	I	6	51	99	150
3	BBAC304	Principles of Macroeconomics	BBAC303	II	6	51	99	150
4	BBAC702	Statistics for Business	BBAC701	II	6	51	99	150
5	BBAC705	Finite Mathematics	No prerequisites	II	6	51	99	150
6	BBAC401I	Fundamentals of Corporate Finance	BBAC702	III	6	51	99	150
7	BBAC101	Essential of Financial Accounting	No prerequisites	III	6	51	99	150
8	BBAC501	Principles of Marketing	No prerequisites	III	6	51	99	150
9	BBAC719	Data Analysis	No prerequisites	III	6	51	99	150
10	BBAC401II	Corporate Finance - Selected	BBAC401I	IV	6	51	99	150
11	BBAC102	Essentials of managerial accounting and control	BBAC101	IV	6	51	99	150
12	BBAC604	Principles of Management	No prerequisites	IV	6	51	99	150
13	BBAC602I	Essentials of Strategic Management	BBAC604	V	6	51	99	150
14	BBAC605	Principle of Organizational Behavior	BBAC604	V	6	51	99	150
15	BBAC703I	Essentials of Decision Modeling – linear models	BBAC702	V	6	51	99	150

16	BBAC603I	Essentials of Systems and Operations Management	BBAC604	V	6	51	99	150
17	BBAC710QII	Machine Learning with R	No prerequisites	V	6	51	99	150
18	BBAC703II	Essentials of Decision Modeling – nonlinear models	BBAC703I	VI	6	51	99	150
19	BBAC302	Essentials of International Business	No prerequisites	VI	6	51	99	150
20	BBAC611	Introduction to Human Resource Management	BBAC604	VI	6	51	99	150
21	BBAC704	Introduction to Business Forecasting	BBAC702	VII	6	51	99	150
22	BBAC601	Introduction to Project Management	BBAC604	VII	6	51	99	150
23	BBAC731	Machine Learning with Python	არ გააჩნია	VII	6	51	99	150
<b>elective components of the major study sphere. A student accumulates 36 credits from the elective components relevant to the major study sphere</b>								
<b>Finance (42 ECTS)</b>								
1	BBAE402	Principles of Valuation of Financial Assets	BBAC401I	VII-VIII	6	51	99	150
2	BBAE 408	Essentials of Derivatives Markets	BBAC401I	VII-VIII	6	51	99	150
3	BBAE417	Fixed Income Securities	BBAC401I	VII-VIII	6	51	99	150
4	BBAE725	Essentials of Financial Modeling	BBAC702	VII-VIII	6	51	99	150
5	BBAE404	Financial Markets and Institutions	BBAC401I	VII-VIII	6	51	99	150
6	BBAE113	Financial Accounting and Reporting	BBAC 101	VII-VIII	6	51	99	150
7	BBAE418	Introduction to Financial Institutions Risk Management	BBAC401I	VII-VIII	6	51	99	150
<b>Marketing (42 ECTS)</b>								
1	BBAE502	Essentials of Marketing Research	BBAC501, BBAC702	VII-VIII	6	51	99	150
2	BBAE521	Marketing Engineering and Analytics	BBAC 702	VII-VIII	6	51	99	150
3	BBAE512	Essentials of Public Relations	BBAC501	VII-VIII	6	51	99	150
4	BBAE507	Product & Brand Management	BBAC501	VII-VIII	6	51	99	150
5	BBAE506	Essentials of Sales Management	BBAC501	VII-VIII	6	51	99	150
6	BBAE516	Introduction to Digital Marketing	BBAC501	VII-VIII	6	51	99	150
7	BBAE509	Consumer Behavior	BBAC501	VII-VIII	6	51	99	150
<b>Management (42 ECTS)</b>								
1	BBAE603II	Quality Management	BBAC 603I	VII-VIII	6	51	99	150
2	BBAE607	Essentials of Leadership	BBAC604	VII-VIII	6	51	99	150
3	BBAE618	Managing Creativity and Innovation	BBAC604	VII-VIII	6	51	99	150

4	BBAE621	Essentials of Negotiations	BBAC604	VII-VIII	6	51	99	150
5	BBAE614	Essentials Entrepreneurship	No prerequisites	VII-VIII	6	51	99	150
6	BBAE631	Supply Chain Management	BBAC604	VII-VIII	6	51	99	150
7	BBAE622	Introduction to Coaching	BBAC605	VII-VIII	6	51	99	150
<b>Audit and Accountancy (42 ECTS)</b>								
1	BBAE110	Audit & Assurance	BBAC 101	VII-VIII	6	51	99	150
2	BBAE918	Taxation	No prerequisites	VII-VIII	6	51	99	150
3	BBAE112	International Standards of Financial Accounting	BBAC 101	VII-VIII	6	51	99	150
4	BBAE430	Adv. Financial Analysis & Loan Structuring	No prerequisites	VII-VIII	6	51	99	150
5	BBAE113	Financial Accounting and Reporting	BBAC 101	VII-VIII	6	51	99	150
6	BBAE114	Internal Audit	No prerequisites	VII-VIII	6	51	99	150
7	BBAE115	Audit in Public Sector	No prerequisites	VII-VIII	6	51	99	150
<b>Practical component (6 ECTS (Elective))</b>								
	BBAE002	Practice	if student has completed all the mandatory study courses defined by the program and has accumulated 132 credits	VIII	6	122	28	150
<b>Bachelor's Thesis (12 ECTS (Elective))</b>								
	BBAE001	Bachelor's Thesis	if student has completed all the mandatory study courses defined by the program and has accumulated 132 credits	VIII	12	32	268	300
<b>core courses relevant to the free study sphere 48 ECTS</b>								
1	BBAC201I	Business English I	No prerequisites	I	6	51	99	150

2	BBAC210	Computer Skills I	No prerequisites	I	6	51	99	150
3	BBAC211	Computer Skills II	BBAC210	II	6	51	99	150
4	BBAC201II	Business English II	BBAC201I	II	6	51	99	150
5	BBAC202III	Business English III	BBAC201II	III	6	51	99	150
6	BBAC202IV	Business English IV	BBAC202III	IV	6	51	99	150
7	BBAC710QI	Introduction to R	No prerequisites	IV	6	51	99	150
8	BBAC711Q	Introduction to Python	No prerequisites	VI	6	51	99	150
<b>elective courses of the free component</b> <b>A student accumulates 18 credits through the elective courses of the free component (any course from another Bachelor's program at the university, practical or research component).</b>								
1	BBAC903	History	No prerequisites	I-VI-VII	6	51	99	150
2	BBAC909	La Vale	No prerequisites	I-VI-VII	6	51	99	150
3	LIB010	Logic	No prerequisites	I-VI-VII	3	35	40	75
4	LIB015	General psychology	No prerequisites	I-VI-VII	3	35	40	75
5	LIB022	Introduction to political science	No prerequisites	I-VI-VII	3	35	40	75
6	LIB035	Introduction in philosophy	No prerequisites	I-VI-VII	3	35	40	75

### Learning outcomes map

#	Subject ID	Components	1	2	3	4	5	6	7	8	9	10
1	BBAC303	Principles of Microeconomic	I	I	I							I
2	BBAC701	Applied Calculus			I							I
3	BBAC304	Principles of Macroeconomics	I	I	I							I
4	BBAC702	Statistics for Business			I							I
5	BBAC705	Finite Mathematics			I							I
6	BBAC401I	Fundamentals of Corporate Finance	I	I	I	I	I	I		I		I
7	BBAC101	Essential of Financial Accounting	I	I	I	E						I
8	BBAC501	Principles of Marketing	I	I	I							I
9	BBAC719	Data Analysis	I		I							I
10	BBAC401II	Corporate Finance - Selected	I	I	E	E	E	I		I		I
11	BBAC102	Essentials of managerial accounting and control	I	I	E	E				E		I
12	BBAC604	Principles of Management	I	I	I			I	I	I	I	I
13	BBAC602I	Essentials of Strategic Management	E	E	R	I		E		I	I	I
14	BBAC605	Principle of Organizational Behavior	I	I	I			I	I	I		I
15	BBAC703I	Essentials of Decision Modeling – linear models	I	I	E			E				I
16	BBAC603I	Essentials of Systems and Operations Management	E	E	R			E		E		I
17	BBAC710QII	Machine Learning with R	E		E							E
18	BBAC703II	Essentials of Decision Modeling – nonlinear models	E	E	R		E	E				E
19	BBAC302	Essentials of International Business	I	I	E		I	E	I	I		I
20	BBAC611	Introduction to Human Resource Management	I	E	I			I		I		
21	BBAC704	Introduction to Business Forecasting	E	E	R			E				E
22	BBAC601	Introduction to Project Management	I	E	I	E	I	I	I	R		I
23	BBAC731	Machine Learning with Python	I		I							I
24	BBAE402	Principles of Valuation of Financial Assets	E	E	R	E	E	I		I		R
25	BBAE 408	Essentials of Derivatives Markets	R	E	R	E	E	I		I		R

26	BBAE417	Fixed Income Securities	R	E	R	E		I		I		I
27	BBAE725	Essentials of Financial Modeling	E	E	R	R	E	I				E
28	BBAE404	Financial Markets and Institutions	E	E	E	I	I	R		E		I
29	BBAE113	Financial Accounting and Reporting	E	E	E	E	E	I		I		I
30	BBAE418	Introduction to Financial Institutions Risk Management	R	R	R	R	E	I		R		R
31	BBAE502	Essentials of Marketing Research	R	R	R			E		I		E
32	BBAE521	Marketing Engineering and Analytics	E	E	R							I
33	BBAE512	Essentials of Public Relations	R	R	E			E		I	E	R
34	BBAE507	Product & Brand Management	E	E	E			E		E		I
35	BBAE506	Essentials of Sales Management	E	E	R			R		I		I
36	BBAE516	Introduction to Digital Marketing	R	E				E		R		E
37	BBAE509	Consumer Behavior	E	R	E			R		I		I
38	BBAE603II	Quality Management	R	R	R			E		I		E
39	BBAE607	Essentials of Leadership	E	E	E			E	R	E		E
40	BBAE618	Managing Creativity and Innovation	R	E	E			E		I		I
41	BBAE621	Essentials of Negotiations	E	E	E					I		R
42	BBAE614	Essentials Entrepreneurship	R	E	E			E		R		E
43	BBAE631	Supply Chain Management	E	E	R			E		I		I
44	BBAE622	Introduction to Coaching	E	R	E			E		E		E
45	BBAE110	Audit & Assurance	E	E	E			E		R		I
46	BBAE918	Taxation	R	E								E
47	BBAE112	International Standards of Financial Accounting	E	E	E			R		I		I
48	BBAE430	Adv. Financial Analysis & Loan Structuring	R	R	R			E				E
49	BBAE113	Financial Accounting and Reporting	E	E	E		I	E		I		I
50	BBAE114	Internal Audit	E	E	E			E		I		I
51	BBAE115	Audit in Public Sector	E	E	E			E		I		I
52	BBAE002	Practice	E	E	E	E	E	R	R	E		I
53	BBAE001	Bachelor's Thesis	E	E	E	E	E	R	E	E		I

I (NTRODUCTION) (1)	E (XPANSION) (2)	R (EINFORCEMENT) (3)
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### Mapping goals and outcomes

goals	შედეგები
To impart a wide-scale knowledge to a student in the sphere of Business Administration, that will enable him/her to analyze business problems and to prepare the strategies of their solutions that will guarantee effective and continuous development of business.	1; 2; 3; 4; 5
To equip a student with the skills and cutting-edge methods in mathematical statistics, data analysis and business modeling that are applied for the solutions of business problems based on the preliminary instructions.	3; 4; 5; 6; 8
To raise a qualified specialist of high academic and ethical standards who will work effectively in business sphere and will guarantee the establishment of modern methods.	3; 4; 7; 8; 9; 10