



BAKI ALI NEFT MƏKTƏBİ
BAKU HIGHER OIL SCHOOL

BUSINESS ADMINISTRATION-050402

(Bachelor's Degree Program, 5 years)

CURRICULUM

(T+P+L)=(Lecture+Tutorial+Laboratory)

Course ID	Course name	In class hours (T+P+L)	Credits ECTS	Course Description
YEAR 1 (Semester 1), Fall				
COMP 101	Application of ICT in Engineering-1	4+0+4	10	<p>This course provides an overview of Information and Communication Technology (ICT) and its applications in various fields. It covers fundamental concepts of computer hardware, software, networking, data management, cybersecurity, and emerging technologies such as cloud computing, artificial intelligence (AI), and the Internet of Things (IoT). The course also emphasizes digital literacy, ethical considerations, and the role of ICT in business, education, and society.</p> <p>The course enables students to understand the fundamental components of ICT, including hardware, software, networking and data management systems. Students learn to identify and interpret the role of emerging technologies such as artificial intelligence, cloud computing and the Internet of Things in modern business and engineering environments. The course fosters analytical thinking by training students to evaluate how ICT supports data-driven decision-making and organizational efficiency, while also addressing cybersecurity and ethical aspects of digital transformation. These outcomes directly support programme learning goals related to technological literacy,</p>

				analytical reasoning and evidence-based decision-making.
ENG 101	English 1	0+20+0	20	<p>This Course is comprised of two Modules: Intermediate ESOL and Higher ESOL.</p> <p>Higher ESOL</p> <p>This module has been designed to provide you, whose first language is not English, with the opportunity to obtain an appropriate level in the English language which will allow you to progress to further study in Baku Higher Oil School. The module offers progression from High Beginner level to Intermediate level for candidates who seek to develop and enhance their skills in reading, writing, speaking and listening in English. It focuses on reading comprehension, vocabulary development, writing effective articles, reports, and essays.</p> <p>Academic Vocabulary (Fifth edition)</p> <p>This module takes 120 hours to complete and is designed to supplement Higher ESOL module. The texts in the course materials are written to a large extent for speakers of other languages and have been collected from other different resources.</p> <p>This module mainly focuses on boosting vocabulary and will help you improve language skills by showing some new ways of thinking about, practicing, and remembering English grammar and vocabulary. It will also help to understand and remember what was read much better because it trains to read effectively, to make good notes and summaries, and to remember important points.</p> <p>Barron's Essential Words for the IELTS(Third edition)</p> <p>This module will help familiarize you with the vocabulary you will find on the reading and listening section of the IELTS exam. Essential Words for IELTS will teach you 600 words as</p>

				<p>well as skills that will help you learn new words easily.</p> <p>This course develops students' academic reading, writing, listening and speaking skills in English at an intermediate level. Learners enhance their academic vocabulary, practice producing structured written texts such as reports and essays, and apply summarizing and critical-reading strategies to extract key information. The course strengthens students' ability to communicate ideas clearly and professionally in multilingual environments, supporting their participation in teamwork, presentations and written assignments throughout the programme. These outcomes align with programme learning goals related to effective communication, academic writing and professional presentation skills in English.</p>
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Course ID	Course name	In class hours (T+P+L)	Credits ECTS	Course Description
YEAR 1 (Semester 2), Spring				
COMP 102	Application of ICT in Engineering-2 (Python)	3+0+5	10	This course is devoted to Python programming language. Python is a language with a simple syntax, and a powerful set of libraries. It is an interpreted language, with a rich programming environment, including a robust debugger and profiler. While it is easy for beginners to learn, it is widely used in many scientific areas for data exploration. This course is an introduction to the Python programming language for students without prior programming experience. The course fully covers the basics of programming in the Python programming language and programming techniques, customs and vocabulary including the most

				<p>common library functions and the usage of the preprocessor. Previous programming experience is not required.</p> <p>This course develops students' ability to use Python as a fundamental programming tool for solving computational and data-driven business problems. Students learn basic programming logic, structures, functions and commonly used Python libraries and apply them to process, analyse and visualise data. The course strengthens analytical and problem-solving skills by enabling students to write simple scripts, debug code and automate routine tasks. These outcomes directly support programme goals related to data analysis, evidence-based decision-making and the use of digital tools in business environments.</p>
ENG 102	English 2	0+20+0	20	<p>This Course is comprised of two Modules: Intermediate ESOL and Higher ESOL.</p> <p>Higher ESOL</p> <p>This module has been designed to provide you, whose first language is not English, with the opportunity to obtain an appropriate level in the English language which will allow you to progress to further study in Baku Higher Oil School. The module offers progression from High Beginner level to Intermediate level for candidates who seek to develop and enhance their skills in reading, writing, speaking and listening in English. It focuses on reading comprehension, vocabulary development, writing effective articles, reports, and essays.</p> <p>Academic Vocabulary (Fifth edition)</p> <p>This module takes 120 hours to complete and is designed to supplement Higher ESOL module. The texts in the course materials are written to a large extent for speakers of other languages and have been</p>

				<p>collected from other different resources.</p> <p>This module mainly focuses on boosting vocabulary and will help you improve language skills by showing some new ways of thinking about, practicing, and remembering English grammar and vocabulary. It will also help to understand and remember what was read much better because it trains to read effectively, to make good notes and summaries, and to remember important points.</p> <p>Barron's Essential Words for the IELTS(Third edition)</p> <p>This module will help familiarize you with the vocabulary you will find on the reading and listening section of the IELTS exam. Essential Words for IELTS will teach you 600 words as well as skills that will help you learn new words easily.</p> <p>This course further develops students' English language proficiency at an academic level, with emphasis on reading comprehension, vocabulary building, structured writing and oral communication. Learners practice producing coherent essays, reports and presentations while applying effective summarization, note-taking and critical reading strategies. The vocabulary modules based on IELTS resources strengthen students' ability to understand academic texts and communicate confidently in multilingual professional settings. These outcomes reinforce programme learning goals related to written and oral communication, professional documentation and participation in multicultural teamwork.</p>
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Course ID	Course name	In class hours (T+P+L)	Credits ECTS	Course Description
YEAR 2 (Semester3), Fall				
BBA 201	Introduction to Economics	4+2+0	8	<p>This course is designed to introduce students the fundamentals of Economics. A one-semester, course designed to answer questions about the economy. How and why does our market economic system work? Why is there inflation and/or unemployment and what are their remedies? How does the government influence your future economic well-being? Where are we on the business cycle? What are the causes and consequences of our growing national debt? What is the Federal Reserve and how does its monetary policy affect you and the interest rate? How is the emerging global interdependence of countries changing our economy and your life? This course also will help you understand the economic environment in which you live, work, and vote. The course provides students with important knowledge and information that can contribute their economic knowledge that permit them to be successful in their future economic courses. Also, this course emphasizes the importance of economics in our daily life and explains students how are significant rational choices in micro and macro level.</p> <p>This course provides students with foundational knowledge of microeconomics and macroeconomics, including key</p>

				<p>concepts such as market mechanisms, inflation, unemployment, economic growth and government intervention. Through the study of economic indicators, students learn to analyse the business cycle, evaluate the effects of fiscal and monetary policies and understand how global interdependence influences national economies and business environments. The course trains students to interpret economic information, make rational decisions and understand the broader economic context in which individuals and organisations operate. These learning outcomes directly support programme objectives related to analytical thinking, economic reasoning and evidence-based decision-making in business settings.</p>
AZL 241	Azerbaijani Language and Art of Speech	2+2+0	4	<p>Every individual should always strive to enrich and refine their speech, ensuring that it matches the high standards of today, just like their appearance and behavior. When discussing human beauty, the harmony between a person's inner and outer worlds is considered incomplete without the element of speech culture. The concept of speech culture is broad in scope and deeply multifaceted. It encompasses key factors that shape cultured speech, such as the norms of literary language, the ethics of communication, speech etiquette in professional settings, the role of refined speech in public and socio-economic development, and the various ways and techniques of mastering effective</p>

				<p>speaking skills, including speech techniques and other related matters.</p> <p>This course develops students' ability to use the Azerbaijani language effectively and appropriately in academic, professional and public contexts. It focuses on speech culture, communication ethics, and linguistic norms, helping students refine oral expression, argumentation and presentation skills. By studying speech etiquette and rhetorical techniques, students learn to communicate clearly, convincingly and respectfully in professional and multicultural environments. These outcomes directly contribute to programme learning goals related to effective communication and ethical interaction.</p>
HIST 223	History of Azerbaijan	2+2+0	5	<p>The course "History of Azerbaijan" covers the study of the main political, economic, and cultural processes that have shaped Azerbaijan from ancient times to the present day.</p> <p>The teaching of the "History of Azerbaijan" course aims to:</p> <ul style="list-style-type: none"> • cultivate students' interest in history, • promote personal and national identity, • develop a sense of active citizenship and historical awareness, • contribute to the formation of patriotic individuals, • and ensure an understanding of the nation's historical heritage. <p>This course provides students with a comprehensive understanding of the political, economic and cultural evolution of Azerbaijan</p>

				<p>from ancient times to the modern period. It strengthens national and civic identity by highlighting key historical events, statehood traditions and cultural heritage. Students learn to analyse historical processes, evaluate the development of social institutions and understand the role of history in shaping contemporary society. These outcomes support programme objectives related to global and local awareness, ethical responsibility and informed citizenship.</p>
MATH 231	Linear Algebra and Calculus	3+2+0	7	<p>Linear algebra and analytic geometry is a major course at School of Economics and Management. This introductory course covers two content areas: Linear Algebra and Calculus. The course formally consists of the introduction to calculus, differential calculus, and integral calculus of a function of one variable, matrix operations, determinants and systems linear equations. The objects of study are first of all dependencies among the quantities with the aid of which one can describe various processes occurring in technique, economics (especially in the financial field), production, in the field of social relations, etc.</p> <p>The course introduces fundamental concepts of linear algebra and calculus, including matrix operations, determinants, linear systems, differentiation and</p>

				<p>integration. Students develop analytical and problem-solving skills by applying mathematical tools to model and interpret quantitative relationships in economics, finance and business processes. The course enhances logical reasoning and supports data-based decision-making through mathematical modelling techniques. These learning outcomes reinforce programme goals related to analytical thinking, quantitative analysis and evidence-based decision-making.</p>
BBA 203	Career Planning	2+1+0	6	<p>The main objective of this course is to adapt students to rapidly evolving job markets by enhancing their self-knowledge and confidence to explore wider career opportunities. Students will create a career development plan, encompassing their career goals, skills and knowledge development for their current and future jobs, and learn how to make the most of their strengths, talents, and experience. Students will receive valuable guidance based on practical suggestions, theoretical models and current empirical evidence.</p> <p>This course prepares students for dynamic labour market conditions by helping them identify their strengths, interests and career goals. Students learn to develop career plans, understand employer expectations and build professional confidence through self-assessment tools and structured guidance. The course integrates theoretical models with practical</p>

				strategies, enabling students to make informed career decisions and position themselves effectively in the job market. These outcomes support programme learning goals related to personal development, professional communication and readiness for employment.
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Course ID	Course name	In class hours (T+P+L)	Credits ECTS	Course Description
YEAR 2 (Semester 4), Spring				
BBA 202	Business Essentials	4+2+0	7	<p>In a global economy firms go beyond the local operations in the country and increase their market share by entering into foreign markets. Companies are in serious need of resources and their efficient use in order to broaden their operations. This need reflects itself in company's management the physical resources, making correct decisions, avoiding making mistakes in crisis management, managing human resources, and motivating them. From this perspective, "Business Essentials" course is important for the universities that give business education.</p> <p>This course introduces students to the fundamental concepts of business operations in a global environment, including resource management, decision-making and crisis response. Students learn how firms expand beyond local markets, manage physical and human resources and build competitive advantage. The course</p>

				develops an understanding of core organizational functions and their interrelations, supporting the development of integrated business thinking. These outcomes align with programme goals related to core business knowledge, strategic decision-making and organizational analysis.
BBA 204	Business Law	2+2+0	5	<p>One cannot be an effective business professional without comprehending the various rules and requirements within which the decision-making process operates. The significant and increasing number of constraints facing the business professional are legal in nature. This course provides an overview of the legal and regulatory environment affecting business in the national and global level. Main topics to be covered during the course are listed below:</p> <ul style="list-style-type: none"> ✓ Introduction to law ✓ Business ethics ✓ Business organizations ✓ Property law ✓ The law of contract ✓ Consumer protection and product liability ✓ Negotiable instruments ✓ Intellectual property rights ✓ Commercial dispute resolution <p>This course familiarizes students with the legal and regulatory environment in which businesses operate at national and international levels. Students learn legal principles related to business ethics, contracts, intellectual property, consumer protection, dispute resolution and organizational structures. By understanding legal constraints and obligations, students develop the</p>

				ability to make informed and responsible business decisions. These outcomes support programme learning goals on ethical reasoning, regulatory awareness and professional responsibility in business contexts.
BBA 206	Management	2+2+0	6	<p>This course provides an in-depth exploration of management principles and practices with a global perspective. Students will develop a comprehensive understanding of key management concepts and their application in various organizational settings. Topics covered include planning, organizing, leading, and controlling, as well as the challenges and opportunities associated with managing in a global context.</p> <p>This course develops students' understanding of key management principles, including planning, organizing, leading and controlling within different organizational settings. Students examine managerial challenges in a globalized business environment and learn how to apply management theories to real business scenarios. The course strengthens leadership, teamwork and decision-making competencies. These learning outcomes directly contribute to programme objectives related to organizational behaviour, strategic management and effective team coordination.</p>
MATH 232	Probability Theory and Mathematical Statistics	2+2+0	6	A course of Probability and Statistics provides an introduction to probability and statistics with applications. Topics include: basic probability concepts, descriptive statistics, random variables, probability distributions, confidence intervals estimation, hypothesis testing, and linear

				<p>regression. Tutorials will support the students learning by providing a forum for practicing their mathematical skills. The concepts of probability and statistics serve as a foundation and formalization of many important notions in economics and econometrics, such as “decisions under uncertainty,” and “learning from empirical observations.”</p> <p>This course introduces fundamental principles of probability and statistical analysis, including probability distributions, random variables, estimation, hypothesis testing and regression analysis. Students learn to analyse quantitative data, evaluate uncertainty and apply statistical reasoning to support informed business decisions. The course reinforces analytical and mathematical skills essential for studying economics, finance and business analytics. These outcomes match programme objectives related to data interpretation, evidence-based decision-making and quantitative analysis.</p>
BBA 290	Internship 1	4 weeks	6	

Course ID	Course name	In class hours (T+P+L)	Credits ECTS	Course Description
YEAR 3 (Semester 5), Fall				
BBA 301	Statistics	4+2+0	7	<p>Statistics course provides statistical methods for students to conduct effective research and forecasting. The main purpose is to be familiar with the foundation of statistics and probability, which is an important part of individual quantitative research. Therefore, the tools and methodology learned in these courses are essential building blocks for Research methods courses in the sequence. The focus will be on basic principles, such as sampling methods, descriptive measures, probability, random variables, conditional probability, probability densities and distributions, characteristic functions, statistical inference, and basic forecasting. Emphasis will be placed on applied practical problems using the tools learned in the class.</p> <p>This course equips students with statistical tools used for research, data interpretation and forecasting in business contexts. Students learn sampling techniques, descriptive and inferential statistics, probability distributions, hypothesis testing and basic predictive modelling. Emphasis is placed on applying statistical methods to practical business problems and evaluating data-driven decisions. These outcomes support programme goals related to analytical</p>

				reasoning, evidence-based decision-making and quantitative problem-solving.
BBA 303	Microeconomics	4+2+0	7	<p>This course provides an introduction to a core area of economics known as microeconomics. The course examines how households and firms make economic decisions, and how they interact to determine the quantities and prices of goods and factors of production and the allocation of resources. Further, it examines the nature of strategic interaction and interaction under asymmetric information. It considers the theory of consumer choices, firm behavior in different types of market, the economics of the public sector, labor markets, production and cost theories and models of market structure. Finally, it investigates the role of policy as well as economic contracts in improving welfare.</p> <p>This course introduces students to microeconomic theory and its application to individual and firm-level decision-making. Topics include consumer behavior, production and cost theory, market structures, strategic interaction and the role of public policy. Students analyse how prices and resource allocation result from interactions between households, firms and governments under different market conditions. These outcomes align with programme learning objectives related to economic analysis,</p>

				rational decision-making and understanding market dynamics.
BBA 305	Business Ethics and Social Responsibility	2+1+0	5	<p>The Business Ethics course explores the ethical dimensions of decision-making and behavior within the business context. This course examines the moral responsibilities and challenges faced by organizations, employees, and stakeholders. It delves into various ethical theories, frameworks, and case studies to develop students' understanding of ethical reasoning and decision-making processes.</p> <p>Throughout the course, students will analyze real-world ethical dilemmas and explore topics such as corporate social responsibility, workplace ethics, ethical leadership, sustainability, and fairness in business practices. They will critically evaluate the impact of ethical choices on stakeholders, society, and long-term organizational success.</p> <p>The course aims to develop students' ethical awareness, moral reasoning skills, and ability to apply ethical theories to practical business situations. Students will engage in discussions, case analyses, group activities, and reflective exercises to enhance their understanding of ethical principles and their application in professional settings.</p> <p>By the end of the course, students will have gained a deeper understanding of the ethical challenges and considerations relevant to business operations.</p>

				<p>They will be equipped with the knowledge and skills to navigate complex ethical dilemmas, make ethical decisions, and contribute to a more ethical and responsible business environment.</p> <p>This course examines the ethical dimensions of business decisions and organizational behavior. Students explore ethical frameworks, corporate social responsibility, sustainability, fairness, and stakeholder impact through real-world cases and critical discussion. The course develops moral reasoning, the ability to identify ethical dilemmas and skills to propose responsible solutions aligned with professional and societal expectations. These outcomes support programme goals related to ethical decision-making, responsible leadership and sustainable business practices.</p>
BBA 307	Organizational Behavior	2+1+0	5	<p>This course explores the dynamics of human behavior within organizations. It focuses on understanding individual and group behavior, motivation, communication, leadership, decision-making, and the impact of organizational culture on employee performance. Through a combination of theoretical frameworks, case studies, and experiential learning activities, students will develop insights into the complexities of organizational behavior and its significance in achieving organizational effectiveness.</p> <p>This course focuses on understanding human behavior in organizations, covering topics such as motivation, group dynamics, leadership, communication and</p>

				<p>organizational culture. Students analyse how individual and team behavior affects organizational performance and learn strategies for improving workplace effectiveness. The course develops interpersonal, teamwork and managerial skills essential for leading and collaborating in diverse work environments. These outcomes align with programme goals related to leadership, teamwork and organizational analysis.</p>
BBA 309	Financial Accounting	2+2+0	6	<p>Financial Accounting is a fundamental course that provides students with a comprehensive understanding of the principles and practices used in recording, summarizing, and reporting financial transactions in business organizations. This course covers the essential concepts and techniques necessary to prepare and interpret financial statements, enabling students to make informed financial decisions and communicate financial information effectively.</p> <p>This course provides students with foundational knowledge of accounting concepts and financial reporting procedures. Students learn how to record, classify, summarize and interpret financial transactions and prepare core financial statements. The course enhances students' ability to analyse financial information for decision-making and communicate accounting results to stakeholders. These outcomes support programme learning objectives related to financial literacy, analytical thinking and informed managerial decisions.</p>

Course ID	Course name	In class hours (T+P+L)	Credits ECTS	Course Description
YEAR 3 (Semester 6), Spring				
BBA 302	Marketing	4+2+0	6	<p>In today's harsh competition environment with high level of risk and uncertainty involved, it is of great importance to have sound knowledge on marketing for engaging customers and managing profitable customer relationships through providing superior customer value. The course sheds light on main marketing concepts, explores the role of marketing within organizations, and the role of marketing in society. As an integral part of this course, the importance of value and role of customer in the value creation process will be analyzed. This course will equip students on how to capture customer insights and conduct marketing research, identify target customers, develop consumer-driven marketing strategy, understand organizational and consumer buyer behavior. This course allows students to build foundational marketing skills, which can be further explored through elective course offerings.</p> <p>This course introduces students to fundamental marketing concepts and the role of marketing in creating customer value and building profitable relationships. Students learn how to analyse customer needs, conduct marketing research, segment markets and develop customer-driven marketing strategies. The course also</p>

				examines consumer and organizational buying behaviour in competitive business environments. These outcomes support programme goals related to strategic decision-making, market analysis and understanding consumer behaviour.
BBA 304	Macroeconomics	2+2+0	6	<p>This course introduces students to the most influential and compelling theories designed by macroeconomists to explain issues related to the determination of output, unemployment, and inflation. Students will acquire a logical and consistent framework for understanding the main macroeconomic facts and events and develop the ability to employ the correct macroeconomic tool(s) to explain specific macroeconomic issues and justify policy proposals.</p> <p>This course presents the major macroeconomic theories explaining national income, unemployment, inflation and economic growth. Students develop analytical skills to interpret macroeconomic indicators, evaluate policy decisions and explain economic fluctuations using theoretical frameworks. The course enables students to identify the effects of fiscal and monetary policies on economic performance and business environments. These outcomes align with programme objectives related to economic reasoning, global awareness and evidence-based policy evaluation.</p>
BBA 306	Management Accounting	2+2+0	6	Managerial Accounting is an important component of the business environment that provides the necessary tools and insights for effective decision

				<p>making in organizations. This course is designed to introduce students to the principles, techniques and practices of management accounting, focusing on its role in strategic planning, control and performance evaluation.</p> <p>This course provides students with knowledge of internal accounting tools used for planning, cost control and performance evaluation in organizations. Students learn cost classification, budgeting, variance analysis and decision-making techniques that support managerial planning and strategy formulation. Emphasis is placed on using accounting information to assess business performance and improve operational efficiency. These outcomes contribute to programme goals related to data-driven decision-making, analytical skills and strategic financial management.</p>
BBA 308	Human Resources Management	2+2+0	6	<p>This course provides overview of human resource management focusing on personal selection, equal employment opportunities, resource planning, strategic planning, compensation, and other HR issues. Strategic role of HRM will be emphasized. Additionally, this course will give students understanding and important skills that required by HR professionals today.</p> <p>This course explores the strategic and operational dimensions of managing human capital within organizations. Students study recruitment, selection, workforce planning, compensation, performance</p>

				appraisal and equal employment practices. The course develops skills required to manage people effectively and understand HR's contribution to organizational strategy. These outcomes directly support programme learning objectives related to leadership, organizational behaviour and ethical management of human resources.
BBA 390	Internship 2	4 weeks	6	

Course ID	Course name	In class hours (T+P+L)	Credits ECTS	Course Description
YEAR 4 (Semester 7), Fall				
BBA 401	Econometrics	4+2+0	6	Econometrics course provides quantitative methods for students to conduct effective research. Students will learn research methodologies and techniques, regression analysis with cross-sectional, time-series and panel datasets and the potential problems can lead to inconsistent and biased empirical results. This course gives students an opportunity to develop an understanding of econometrics to a standard that will equip them to understand and evaluate most applied analysis of non-experimental data and to be able to undertake such analysis themselves. STATA statistical software will be introduced during sessions. The overall objective of these sessions is the development of econometrical knowledge and skills for data management and to deal with potential problems that

				<p>they can face during the research process.</p> <p>This course develops students' ability to apply quantitative research methods using real economic and business data. Students learn regression analysis with cross-sectional, time-series and panel datasets, identify biases and deal with empirical modelling problems using statistical software (STATA). By the end of the course, students are able to conduct evidence-based analysis, interpret results critically and use econometrics to support decision-making and independent research activities.</p>
BBA 403	Corporate Finance	2+2+0	6	<p>Corporate Finance is a specialized field within finance that focuses on managing and optimizing the financial activities of corporations and businesses. It encompasses a range of activities, including financial planning, investment analysis, and capital budgeting, with the primary goal of maximizing shareholder value and ensuring the long-term financial health of the organization. Corporate finance professionals often work on critical decisions such as mergers and acquisitions, raising capital, and evaluating investment opportunities to help companies achieve their financial objectives. This discipline plays a crucial role in guiding strategic financial decisions that impact a company's profitability and growth.</p> <p>This course introduces students to key financial decision-making concepts, including capital budgeting, investment analysis, capital structure and firm valuation. Students learn how</p>

				corporations raise and allocate financial resources, assess risks and make strategic decisions that maximize firm value. The course strengthens analytical and financial reasoning skills needed for managing corporate finances in dynamic business environments.
BBA 405	Investment Management	2+2+0	6	This course is Investment management course that focuses on practical applications as well as analytical analyses of investment theories. It provides basic knowledge about financial markets, valuation of investment tools, and different investment strategies. Those students who want to start a career as investment professionals or who want to improve their decision-making as individual investors will find this course very useful. The course undertakes a rigorous study of concepts and evidence relevant to investment management. Topics include asset allocation, diversification, long-short strategies, factor models, long horizon investing, portfolio optimization, hedge funds, mutual funds, behavioral finance, performance evaluation, trading, and simulation. The course provides students with important knowledge and information that can contribute their knowledge about investment management that permits them to be successful in their future investment courses. Also, this course emphasizes the importance of investment in our daily life and explains to students how significant rational choices in modern investment practices are.

				<p>This course provides theoretical and practical foundations of investment strategies, asset pricing and portfolio management. Students analyse financial markets, evaluate investment instruments and apply portfolio optimization and risk management principles. The course equips learners with skills required for professional investment decision-making and understanding behavioural factors influencing financial markets.</p>
BBA 407	Money, banking and financial markets (Elective)	2+2+0	6	<p>The course of “The Economics of Money, Banking and Financial market” provides analytical-theoretical framework and knowledge to help student understand how banks, banking system, financial markets and international financial system work and interacts with each other, how important money and monetary policy is in economy. Monetary theory teaching will be extra contribution for deeply comprehension of the role of money in the economy, the monetary policy and its implementation. Upon successful completion the course, student will have enough knowledge and skills for understanding, analyzing the processes occurring in financial system and developing report/view about them. This course also will help you understand the economic-financial environment in which you live, work, and vote. The course provides students with important knowledge and information that can contribute their knowledge that permit them to be successful in their future economic-financial courses. Also, this course</p>

				<p>emphasizes the importance of financial relations in our daily life and explains students how are significant rational choices.</p> <p>This course explains the structure and functions of financial institutions, banking systems and monetary policy mechanisms. Students examine how money, interest rates and central banking influence financial markets and economic stability. The course develops the ability to analyse financial system dynamics and evaluate policy outcomes in local and global contexts.</p>
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Course ID	Course name	In class hours (T+P+L)	Credits ECTS	Course Description
YEAR 4 (Semester 8), Spring				
BBA 402	Mathematical Methods in Decision-Making	4+2+0	6	<p>The course explores the application of mathematical models and techniques to enhance decision-making processes in various fields. This course covers foundational concepts in probability, statistics, and optimization, providing students with the tools to analyze complex problems and make decisions. Topics include linear programming, goal programming, integer linear programming, diet problems, set covering problem and etc. with practical applications in economics, engineering, business, and social sciences. Through lectures, case studies,</p>

				<p>and hands-on exercises, students will learn to develop and apply quantitative models to real-world scenarios. By the end of the course, students will have a solid understanding of how to utilize mathematical methods to optimize decision-making, manage uncertainty, and improve outcomes in various professional contexts. This course is ideal for students pursuing careers in data analysis, operations research, finance, and management, as well as those interested in enhancing their analytical and problem-solving skills.</p> <p>This course develops students' ability to apply mathematical models, including linear and goal programming, probability and optimization techniques, to solve complex business problems. Students learn how to manage uncertainty, evaluate alternative strategies and support managerial decision-making through quantitative analysis. The course strengthens analytical reasoning and modelling skills required for evidence-based business decisions.</p>
BBA 404	Operations Management	2+2+0	6	<p>The course provides an in-depth understanding of the principles and practices that drive efficient and effective operations within an organization. This course covers a wide range of topics, including production planning, inventory management, supply chain logistics, queuing systems, and etc. Students will learn to apply quantitative methods and analytical tools to optimize operational processes and improve organizational performance. Through case studies, real-world examples,</p>

				<p>and hands-on projects, students will gain practical insights into the challenges and solutions in operations management. By the end of the course, students will be equipped with the skills to design, manage, and enhance operational systems, ensuring the seamless flow of goods and services. This course is ideal for students pursuing careers in operations, supply chain management, production management, and related fields, as well as those looking to enhance their problem-solving and decision-making abilities in operational contexts.</p> <p>This course introduces students to key concepts of production planning, process design, supply chain management and inventory control. Through case-based learning and quantitative tools, students analyse operational challenges and propose efficiency-oriented solutions. The course equips learners with the ability to manage and improve organizational processes in diverse business environments.</p>
BBA 412	Fundamentals of Logistics	2+2+0	6	<p>This course is designed to introduce students the fundamentals of logistics. A one-semester, course designed to answer questions about the logistics. How logistics will, impact economy? How does the business environment will influenced in the future with logistics activities? What are the main functions of logistics? Why logistics gains importance in modern world? What is the reserve and green logistics and their importance in business</p>

				<p>environment? How is the emerging global interdependence of countries changing the logistics activities? This course also will help you understand the logistics environment. The course provides students with important knowledge and information that can contribute their logistics knowledge that permit them to be successful in their future business courses. In addition, this course emphasizes the importance of logistics in business environment and explains students how are significant role logistics plays in every part of the economy.</p> <p>This course provides students with an understanding of logistics systems, including transportation, warehousing, green logistics and the strategic role of logistics in modern economies. Students analyse global supply networks and assess how logistics decisions influence business performance and competitiveness. The course supports the development of skills required for evaluating logistics operations within an increasingly interconnected business environment.</p>
BBA 416	Audit (Elective)	2+2+0	6	<p>The course introduces students to the major conceptual and technical aspects of auditing. Emphasis is placed on financial statement audits conducted under the Corporations Law. The course also provides insight into other types of audit and assurance activities and emphasizes the risk-based approach to auditing.</p>

				This course familiarises students with key concepts, standards and procedures of financial auditing, with emphasis on risk-based audit approaches and assurance activities. Students learn how auditors evaluate evidence, assess internal controls and express audit opinions in compliance with legal and professional requirements. The course develops an understanding of the role of auditing in ensuring transparency, accountability and ethical financial reporting.
BBA 490	Internship 3	4 weeks	6	

As the 5th year of the program has not yet been launched, its courses have not been taught so far.

Course ID	Course name	In class hours (T+P+L)	Credits ECTS	Course Description
YEAR 5 (Semester 9), Fall				
BBA 501	International Business	2+2+0	5	This course provides a comprehensive overview of the principles, practices, and challenges of conducting business in the global marketplace. Students will explore the dynamics of international trade, foreign direct investment, global supply chains, international marketing, and cross-border financial management. The course emphasizes the impact of globalization, cultural differences, political and economic systems, international institutions, and technological change on business decision-making. Through case studies, simulations, and applied research, students will gain insights into strategies for entering and competing in foreign markets, managing multinational enterprises, and navigating issues such as exchange rate fluctuations,

				<p>trade regulations, and global risk factors. The course also covers emerging trends such as digital globalization, sustainability in international operations, and the role of innovation in global competitiveness.</p> <p>By the end of the course, students will have developed a strong understanding of the opportunities and risks in international business and will be able to apply theoretical knowledge to real-world scenarios.</p> <p>This course develops students' understanding of global business environments, including international trade, market entry strategies, foreign investment and cross-border operations. Students analyse how cultural, political, economic and technological factors influence managerial decisions in multinational firms. Through case studies and applied tasks, learners evaluate risks and opportunities in global markets and propose strategic solutions for international expansion.</p>
BBA 503	Project Management	4+2+0	7	<p>This course covers the essential concepts and skills needed to make effective contributions and have an impact on the successful accomplishment of projects.</p> <p>Project management principles and techniques are presented with an emphasis on how they are applied to real world examples. Topics include the project management life cycle and process; techniques for planning, scheduling, budgeting, and controlling project performance; project manager responsibilities and skills; project</p>

				<p>team development and effectiveness; project communication; and organizational structures.</p> <p>This course equips students with essential skills for planning, executing and controlling projects in organizational settings. Learners gain knowledge of project life cycles, budgeting, scheduling, risk management and team coordination using industry-standard methodologies. By applying analytical tools to real cases, students develop competencies required to manage resources, communicate effectively and deliver successful projects.</p>
BBA 507	Business Management Softwares	2+2+0	6	<p>This course is designed to introduce students the core concepts, functions, and applications of modern enterprise systems that support today's organizations. Over twelve weeks, students will explore how integrated solutions such as ERP (Enterprise Resource Planning), FI (Financial Accounting), SCM (Supply Chain Management), and HRM (Human Resource Management) drive efficiency, data accuracy, and informed decision-making across finance, procurement, and human resources.</p> <p>Through a combination of lectures and hands-on practice, students will not only gain theoretical knowledge of business process digitalization but also develop practical skills using SAP, one of the world's leading ERP platforms. Key topics include system architecture, master and transactional data, authorization</p>

				<p>management, system landscapes, and transport management. By the end of the course, students will understand how different business management softwares interact within organizations, recognize their impact on performance and compliance, and be able to navigate essential functions in SAP. The course emphasizes active participation, problem-solving, and</p> <p>This course provides students with knowledge of enterprise software systems such as ERP, SCM, HRM and FI, with hands-on experience using SAP. Students learn how integrated digital platforms support organizational efficiency, data-driven decision-making and internal control processes. By the end of the course, learners can navigate core SAP modules and evaluate how digital tools transform business operations.</p>
BBA 517	Financial Reporting	2+2+0	6	<p>A financial reporting course provides instruction on the preparation, analysis, and interpretation of financial statements like balance sheets, income statements, and cash flow statements. These courses equip students with the skills to understand a company's financial health, make informed decisions, and comply with accounting standards, often focusing on concepts like revenue and expense recognition, asset and liability accounting, and the use of financial ratios for performance evaluation. A financial reporting course's aim is to develop knowledge and skills in understanding and applying IFRS® Accounting Standards and the theoretical framework in the</p>

				<p>preparation of financial statements of entities, including groups and how to analyse and interpret those financial statements. The Financial Reporting syllabus assumes knowledge acquired in Financial Accounting (FA) and develops and applies this further and in greater depth.</p> <p>This course develops students' ability to prepare, analyse and interpret financial statements in accordance with IFRS standards. Students learn concepts such as revenue recognition, asset/liability measurement and consolidated reporting, enhancing their capacity to evaluate financial performance and compliance. The course strengthens analytical skills necessary for professional accounting and financial decision-making</p>
BBA 513	Tax and Taxation	2+2+0	6	<p>The primary focus of this course is to introduce students to the subject of taxation, tax practices, and procedures and to provide the core knowledge of the underlying principles and major technical and legal areas of taxation as they affect the activities of individuals and businesses both locally and internationally. This course will also cover a detailed knowledge of, such as income tax from self-employment, employment and investments, corporate tax liability of companies, value added tax liability of businesses, the chargeable gains arising on disposals of investments by both individuals and companies.</p> <p>This course introduces students to the principles and regulations of taxation</p>

				<p>applied to individuals and corporations at national and international levels. Learners study income tax, VAT, corporate tax, capital gains and compliance procedures, enabling them to assess tax obligations and legal implications for business decisions. The course fosters understanding of how taxation affects financial planning and organizational behaviour.</p>
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Course ID	Course name	In class hours (T+P+L)	Credits ECTS	Course Description
YEAR 5 (Semester 10), Spring				
BBA 502	Business Strategy	2+2+0	8	
MACD 502	Fundamentals of Civil Defence and Medical Aid	1+1+0	4	
BBA 508	International Finance	2+2+0	6	
BBA 514	Risk Management	2+2+0	6	
BBA 518	Business Analytics	2+2+0	6	