



BAKI ALI NEFT MƏKTƏBİ BAKU HIGHER OIL SCHOOL

MASTER OF BUSINESS ADMINISTRATION- 060409

(Master's Degree Program, 2 years)

CURRICULUM

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

Course ID	Course name	In class hours (T+P+L)	Credits ECTS	Course Description / Course Objective
YEAR 1 (Semester 1), Fall				
BA 501	Management and Organizational Behavior	2+1+0	7.5	<p>Description: This course examines the behavior of individuals, groups, and organizations in various business environments, focusing on management theory, communication, motivation, leadership, counseling, conflict management, and organizational development. Through case studies and simulations, students develop practical leadership and management skills</p> <p>Objective: Students will learn to assess and manage individual and group dynamics, apply leadership techniques, and address challenges like conflict resolution, stress management, and motivation in diverse business settings</p>
BA 511	Statistics for Business and Economics	2+1+0	7.5	<p>Description: This course introduces statistical concepts and techniques for business and economics, focusing on parametric methods to analyze and compare data. It equips students with the tools to understand, communicate, and interpret statistical results for decision-making in business contexts.</p> <p>Objective: Students will gain proficiency in applying statistical tools to analyze business data, interpret results, and communicate findings effectively, with a strong foundation in statistical methods relevant to business and economics.</p>

BA 517	Marketing Concepts	2+1+0	7.5	<p>Description: This course offers an introduction to the key principles of marketing in a global economy. Topics covered include product pricing, distribution, advertising, and market segmentation. Students will learn how to design effective marketing strategies and understand the importance of marketing in driving business success.</p> <p>Objective: By the end of the course, students will be equipped to design and implement marketing strategies, with a deep understanding of the marketing mix, including pricing, product development, and distribution, as well as the ability to evaluate marketing's role in achieving business objectives.</p>
BA 521	Accounting for Managers	2+1+0	7.5	<p>Description: This course focuses on the use of accounting information for managerial decision-making. Students will learn how to assess financial performance, interpret financial statements, and understand the limitations of traditional accounting systems. Emphasis is placed on the role of accounting in supporting business operations and strategic decisions.</p> <p>Objective: Students will learn to interpret financial statements and use accounting information to guide decision-making processes, understand the limitations of traditional accounting systems, and assess performance from a managerial perspective.</p>

Course ID	Course name	In class hours (T+P+L)	Credits ECTS	Course Description / Course Objective
YEAR 1 (Semester 2), Spring				
BA 505	Financial Management	2+1+0	7.5	<p>Description: This course examines the financial decisions organizations face at both the strategic and operational levels. Students will explore financial theories, concepts, and tools to evaluate financial performance and make decisions that align with organizational objectives.</p> <p>Objective: Students will be able to integrate financial theory with practical applications, allowing them to make informed financial decisions, assess financial health, and manage organizational resources effectively through strategic financial management techniques.</p>
BA 532	Production and Operations Management	2+1+0	7.5	<p>Description: An introduction to operations management, this course covers the principles and practices that are essential to effective production and service management. Topics include operations strategy, capacity planning, process design, and quality management, integrating them into a systems approach to enhance operational efficiency.</p> <p>Objective: Students will acquire the skills to streamline operations, manage production efficiency, and optimize supply chain processes, applying advanced management tools to enhance productivity and reduce operational risks in both manufacturing and service-based organizations.</p>

<p>BA 544</p>	<p>Strategic Management: Theory and Practice</p>	<p>2+1+0</p>	<p>7.5</p>	<p>Description: This course focuses on the process of strategic management, from vision and mission to implementation and evaluation. Students will study the principles and techniques for strategic analysis and decision-making, integrating business ethics and corporate governance into effective leadership practices.</p> <p>Objective: Students will develop the ability to formulate and implement effective business strategies, evaluate organizational and environmental factors, and lead strategic initiatives in organizations.</p>
<p>BA 552</p>	<p>Managerial Economics</p>	<p>2+1+0</p>	<p>7.5</p>	<p>Description: This course introduces students to economic tools that can be applied to analyze business problems. Students will explore both microeconomic concepts (such as market structures and firm behavior) and macroeconomic theories (such as aggregate economy analysis).</p> <p>Objective: Students will learn to apply economic principles to business decisions, analyze market behavior, and use macroeconomic tools to evaluate business opportunities.</p>

Course ID	Course name	In class hours (T+P+L)	Credits ECTS	Course Description / Course Objective
YEAR 2 (Semester 3), Fall				
BA 607	Capital Investment and Financial Strategies	2+1+0	7.5	<p>Description: Focusing on portfolio management and investment decision-making, this course covers topics such as equity and fixed-income portfolio construction, asset allocation, and professional asset management. Students will learn to evaluate and manage investment portfolios while considering risk and return.</p> <p>Objective: Students will gain advanced skills in portfolio management, asset allocation, and investment analysis, enabling them to evaluate investment opportunities, manage financial risk, and apply strategies to optimize returns.</p>
BA 625	Strategic Cost Management	2+1+0	7.5	<p>Description: This course explores advanced cost management techniques, focusing on systems such as activity-based costing and cost allocation. Students will learn how to evaluate costs, analyze financial data, and implement strategies for cost optimization within modern organizations.</p> <p>Objective: Students will develop the ability to apply advanced cost management techniques, evaluate cost structures, and utilize activity-based costing and other tools to support decision-making and enhance operational efficiency in modern organizations.</p>

<p>BA 536</p>	<p>Research Methodology</p>	<p>2+1+0</p>	<p>7.5</p>	<p>Description: This course introduces students to the qualitative and quantitative research methods used to inform business decisions. Emphasis is placed on applying these methods across various business areas such as finance, operations, and marketing.</p> <p>Objective: Students will gain proficiency in conducting both qualitative and quantitative research, utilizing various methods to collect and analyze data, and applying research findings to strategic business decisions.</p>
<p>BA 658</p>	<p>Project Management</p>	<p>2+1+0</p>	<p>7.5</p>	<p>Description: This course covers key concepts in project management, including planning, organization, implementation, and evaluation. Students will learn to manage projects effectively, applying project management tools and techniques in real-world scenarios.</p> <p>Objective: Students will develop practical skills in project planning, execution, and evaluation, with a focus on real-world applications of project management principles, team collaboration, and ensuring successful project outcomes.</p>

Course ID	Course name	In class hours (T+P+L)	Credits ECTS	Course Description / Course Objective
YEAR 2 (Semester 4), Spring				
	Elective Course	2+1+0	7.5	
	Elective Course	2+1+0	7.5	
BA 699	Master's Dissertation	0+0+0	15	<p>Description: The Master's Dissertation is the culminating academic project for the MBA program. Students will investigate a business-related topic, applying their knowledge and research skills to solve a complex problem. The process includes defining a research question, conducting a literature review, and presenting the findings in a formal dissertation.</p> <p>Objective: Students will independently research a business-related topic, apply the knowledge and skills acquired throughout the program, and present their findings in a comprehensive dissertation that demonstrates their ability to solve complex business problems.</p>