



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
YEAR 1 (Semester 1), Fall				
BA 501	Management and Organizational Behavior	2+1+0	7.5	This course examines individual, group, and organizational behavior within various business settings in a culturally diverse workplace. Topics covered include management theory, communication, perceptions, motivation, leadership, managing rewards, stress management, employee counseling, appraisal, employee disciplinary systems, conflict management, training, and organizational development. Throughout the course, students work individually and in teams on cases and business simulations.
BA 511	Statistics for Business and Economics	2+1+0	7.5	This is a course in the basic statistical concepts and methods common in business applications. The emphasis is on parametric techniques used to describe and compare samples and populations. The goal is to introduce you to a new way of thinking about data, and to help you gain an understanding of how to use, communicate, and interpret statistics. It is a foundation course required of all business majors because statistics is an integral part of the structure and functions of business. The knowledge and skills you acquire will

				help you in advanced business courses and in your business career.
BA 517	Marketing Concepts	2+1+0	7.5	This course is to introduce the student to the marketing of goods and services in a global economy. This is a survey course designed to familiarize you with most of the activities and strategies employed by marketers. The student will acquire a conceptual base for understanding the role of marketing in a business environment. The course will explore the major components of the marketing mix, including pricing, product, distribution, and advertising, sales retailing and wholesaling. Other elements of the marketing plan will be studied so that the student gains an understanding of the critical role marketing plays in the firm.
BA 521	Accounting for Managers	2+1+0	7.5	This course will present and discuss the types of financial information a manager needs in order to plan, assess performance, and choose between alternative courses of action. This course is organized around the major uses of accounting by managers and, at the conclusion of the course, you will have a better understanding of what accounting information represents, the limitations of traditional accounting systems, and what financial information is needed for effective decision making.

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YEAR 1 (Semester 2), Spring				
BA 505	Financial Management	2+1+0	7.5	This course is developed to examine the financial strategic and operational decisions in organizations. The course provides the decision maker with the financial theory, concepts, and tools necessary to make better financial managerial decisions as well as enable the student to make sound decisions regarding financial analyses and judgments performed by others.
BA 532	Production and Operations Management	2+1+0	7.5	This course is an introduction to the concepts, principles, problems, and practices of operations management. Emphasis is on managerial processes for effective operations in both goods-producing and service-rendering organization. Topics include operations strategy, process design, capacity planning, facilities location and design, forecasting, production scheduling, inventory control, quality assurance, and project management. The topics are integrated using a systems model of the operations of an organization.
BA 544	Strategic Management: Theory and Practice	2+1+0	7.5	The course emphasizes the value and process of strategic management. In addition to familiarizing students with new subject matter, students are expected to integrate and apply their prior learning to strategic decision making in organizations. The Strategic Management course is designed to explore an organization's vision, mission, examine principles, techniques and models of organizational and environmental analysis, discuss the

				theory and practice of strategy formulation and implementation such as corporate governance and business ethics for the development of effective strategic leadership.
BA 552	Managerial Economics	2+1+0	7.5	This course presents and uses economics tools to analyze real world economic problems. Topics from both microeconomics (behavior of consumers and firms under different market structures) and macroeconomics (concepts and tools to analyze the aggregate economy as a whole) will be presented. This course provides tools that are the basis for more advanced courses in Business.

Course ID	Course name	In class hours (T+P+L)	Credits ECTS	Course Description
YEAR 2 (Semester3), Fall				
BA 607	Capital Investment and Financial Strategies	2+1+0	7.5	This course focuses on the investment decision making from the perspective of the portfolio manager. Topics covered include the process of creating, maintaining, and evaluating the performance of professional investment portfolios. The course is designed for MBA majors to provide them with advanced skills in equity and fixed-income portfolio construction and management, asset allocation, as well as cover advanced topic such as professional asset management, and alternative investments.

<p>BA 625</p>	<p>Strategic Cost Management</p>	<p>2+1+0</p>	<p>7.5</p>	<p>On completion of this subject students should have developed skills of analysis, evaluation and synthesis in cost and management accounting and, in the process, created an awareness of current developments and issue in the area. The subject covers the complex modern industrial organizations within which the various facets of decision-making and controlling operations take place; the subject includes discussion of costing systems and activity-based costing, activity management, and implementation issues in modern costing systems.</p>
<p>BA 536</p>	<p>Research Methodology</p>	<p>2+1+0</p>	<p>7.5</p>	<p>Research Methodology course introduces students to qualitative and quantitative concepts and techniques that can be leveraged make strategic business decisions. The emphasis of this course is on techniques that can be applied in diverse areas of business management, including finance, operations management, human resources, and marketing. At the end of the course, students will complete an individual research paper based on a specific topic of interest, applying major concepts and research techniques.</p>
<p>BA 658</p>	<p>Project Management</p>	<p>2+1+0</p>	<p>7.5</p>	<p>This course provides an overview of concepts, challenges, and skill sets that are associated with project management. With regular, real-world applications, students learn methods for project planning, organization, decision-making, implementation, control and evaluation. The course will highlight a range of themes that constitute key elements in the management of projects. Students</p>

				<p>will also work on project teams, leveraging course ideas.</p> <p>This combination of lecture, discussion and project-based class is designed to highlight and foster skills in interpersonal and project oversight.</p>
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Course ID	Course name	In class hours (T+P+L)	Credits ECTS	Course Description
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>This course focuses on the development and completion of an independent research project as the culminating academic requirement for the MBA program. Students are expected to apply the knowledge and skills acquired throughout their studies to investigate a business-related issue or problem of practical or theoretical importance. The process includes defining a research question, conducting a literature review, designing an appropriate methodology, analyzing data, and presenting findings in a structured academic format.</p>