



### Learning outcomes

- Ability to work within a team and communicating with different cultures and professions.
- Showing in depth knowledge regarding the political, economical, social, technical and legal environment;
- Development of economic logic and thinking about contemporary economic trends, enabling students for the economic analysis of issues that characterize the processes of economic development
- Mastering theory, methods and models of business economics, business planning, cost management, international management and ability of their application in practice.
- Acquisition of knowledge and skills in the field of the digital economy.
- Gaining knowledge in the field of initiating, planning, implementation and development of entrepreneurial business.
- Ability to implement methods, techniques, technical resources and organizational tools for resolution of organizational and business problems in production and service management companies;
- Understand ecological and social systems and environmental problems, as gains skills for applying different environmental management qualitative and quantitative methods, techniques, and standards.
- Understanding fundamental human resource management activities, policies and practices in organizations.
- Management of group performance using methods and techniques based on knowledge of the effects of group dynamics on attaining group goals.
- Managing organizational complexity and human potentials toward accomplishing organizational goals.
- Understanding the process and principles of successful learning as a part of tutoring practice in business or education.
- Respecting ethical business principles based on professional assessment of the social situation.
- Observe and critically contemplates the social context, apply and connects sociological knowledge to solve practical business and organizational problems.
- Recognizes the social interests and goals of different participants in the work process and uses them to prevent and resolve working conflicts.
- Apply sociological knowledge in order to make socially responsible business decisions.
- Learning foreign languages (English, French) skills (writing, speaking, reading) for academic and business purposes.
- Executing statistical experiments, analyzing the results, formulating and presenting the conclusions;
- Making decisions taking into consideration the resources, limitations and organizational values;
- Acquire knowledge and skills for forecasting, planning, organising and managing in business;
- Capacity to use different methods, models and techniques supporting innovation design and new product/service management;
- Design and manage the process of innovation in various contexts and levels of infrastructure; to identify elements of intellectual capital as a strategic resource and apply appropriate forms of intellectual property mechanisms.
- Making decisions through alternative direction of action for strategic marketing and corporate communication management;
- Use of the latest in digital technologies and channels in marketing, public relations and communication;
- Ability to define and monitor key performance indicators in the field of marketing, sales and communications
- Plan business objectives, activities and resources;
- Organize production and service (sub)systems and management activities;
- Monitor realization, predict and model business problems and changes;
- Control of realization of production and service (sub)systems and management activities; using modern approaches and software tools.

- Creation, application, evaluation, and critical assessment of alternative financial restructuring strategies.
- Problem solutions in banking and investment banking industries.
- Independently understand corporate external and internal analysis, business level strategy, corporate level strategy, international strategy, strategic control and corporate governance in order to create and evaluate strategic plans.
- Independently initiate, plan, execute, monitor, control and close projects, programs and portfolios, through project integration, scope, schedule, cost, quality, resource, communications, risk, procurement and stakeholder management.
- Independently plan, estimate, determine and control enterprise environmental factors, organizational process assets, performance data, agreements, project documents, funding requirements, cost forecasts, change requests, cost benefit and sensitivity analysis in order to create pre feasibility and feasibility study.
- Independently understand the problem and the need to change, understand environmental influences, create vision and goals, identify change readiness and create change management plans and paths, execute the change management plan, and envision, lead and support changes and practices.
- Independent execution of experiments, statistical processing of the results from the market as well as formulating and bringing forth the appropriate conclusions in marketing at both operational and strategic level;
- Using specific statistical software packages in solving various problems, inferencing, and decision making, in the field of quantitative multivariate statistical analysis.
- Mathematical modeling of business and organizational systems and solving decision making problems in those systems using specialized software packages.
- Applying quantitative techniques of dynamic programming, project planning, inventory management and queuing theory in managerial decision making.
- Implementing of data envelopment analysis for efficiency evaluation and comparative analysis of decision-making units in the presence of multiple inputs and outputs using modern software packages.
- Identification, modeling, solving and analyzing strategic situations using game theory approach.
- Application of reliability and risk analysis methods to real problems using software packages.

#### **Learning outcomes – study group Management**

- Knowledge and skills: of strategic and operational technology management areas, i.e forecasting, planning, organising and managing the dynamics of change of technologies, technology systems, processes and operations in practice; for applying methods and techniques of technology management in decision-making relating to technology transfer, introduction and diffusion of technological innovations.
- Ability to make strategic alignments of incremental and radical changes and innovation, to design and manage the projects of new product/service development in various contexts and levels of infrastructure.
- Knowledge of the ecological and social systems for their applications in the context of resolving environmental problems, as well as skills for applying different environmental management qualitative and quantitative methods, techniques, and standards (Ecological Footprint, Carbon Footprint, Water Footprint, Green Market Research, Principals behind 4R, and ISO 14000).
- Knowledge for assessing, solving, interpreting, presenting and managing the environmental impacts of public and private sector organization, as well as skills for adequate responses by use of eco-marketing tools.
- Identifying problems, critical thinking, creative and independent action; linking knowledge from different areas gained through education and creative application; clear presentation or communication through written and oral communication; Predicting and proposing solutions in the management and organization field
- Conceptual knowledge to understand basic problems of design, implementation, measurement, and improvement of business and work processes, and to apply engineering and management methods and techniques for solving them by using specific design and analysis rules and principles, modeling techniques, and measurement methods in organizational systems.

#### **Learning outcomes – study group Operations management**

- Knowledge and skills: of strategic and operational technology management areas, i.e forecasting, planning, organising and managing the dynamics of change of technologies, technology systems, processes and operations in practice; to implement the theoretical and practical activities in development

of small and medium-sized enterprises, as the main actors in this process, or as consultants who recognize the limitations of management and organization; for applying methods and techniques of technology management in decision-making relating to technology transfer, introduction and diffusion of technological innovations.

- Ability to make strategic alignments of incremental and radical changes and innovation, to design and manage the projects of new product/service development in various contexts and levels of infrastructure.
- Capability to identify elements of intellectual property as a strategic resource, to identify and apply appropriate forms of intellectual property mechanisms and research of relevant databases.
- Knowledge of the ecological and social systems for their applications in the context of resolving environmental problems, as well as skills for applying different environmental management qualitative and quantitative methods, techniques, and standards (Ecological Footprint, Carbon Footprint, Water Footprint, Optimization of Energy material flow, Green Market Research, LCA method, Principles behind 4R, DFX method, and ISO 14000).
- Knowledge for assessing, solving, interpreting, presenting and managing the environmental impacts of public and private sector organization, as well as skills for adequate responses by use of environmental management tools.
- Identifying problems, critical thinking, creative and independent action; linking knowledge from different areas gained through education and creative application; clear presentation or communication through written and oral communication; Predicting and proposing solutions in the management and organization field
- Conceptual knowledge to classify and categorize principles, theories, and models to understand basic processes and operations in production and service systems and their relations, principles, theories, and models regarding work measurement and job evaluation systems, and procedural knowledge to apply methods and techniques for solving work methods, location and layout problems, process planning, choice, implementation, performance measurement, and process improvement problems, and criteria for determining when to use appropriate procedures.
- Conceptual and practical knowledge and skills of understanding, managing and improving lean logistics and supply chain processes in production and service companies.
- Practical knowledge and skills to solve specific problems in computer integrated manufacturing (CIM), such as cell location and layout, part sequencing, line balancing, etc.
- Practical knowledge and skills for continuous improvement of production and logistics processes.
- Conceptual and practical knowledge and skills of managing maintenance processes of technical equipment and systems

#### **Learning outcomes – study group Quality management**

- Knowledge and skills: of strategic and operational technology management areas, i.e forecasting, planning, organising and managing the dynamics of change of technologies, technology systems, processes and operations in practice; for applying methods and techniques of technology management in decision-making relating to technology transfer, introduction and diffusion of technological innovations.
- Knowledge of the systems of environmental quality for their applications in the context of resolving environmental problems, as well as skills for applying different qualitative and quantitative methods, techniques, and standards (ISO 14000, LCA method, Ecological Footprint, Carbon Footprint, and Water Footprint).
- Identifying problems, critical thinking, creative and independent action; linking knowledge from different areas gained through education and creative application; clear presentation or communication through written and oral communication; Predicting and proposing solutions in the management and organization field
- Planning, organizing, managing and inspecting the organizational function and applying business processes and businesses
- Solving organization problems using specialized methods and procedures
- Independent application of acquired knowledge and the resolution of practical organizational problems; Recognizing problems, using critical thinking, acting creatively and independently;
- Solving organization problems using specialized methods and procedures

- Taking the initiative for achieving organizational goals;
- Linking knowledge from different areas gained through education and creative application; Predicting and proposing solutions in the management and organization field; Taking the initiative to achieve organizational goals; Making complex decisions, delegating responsibilities, carrying out tasks and effectively harnessing the potential of employees; Research, analysis and design of business processes; Student plans, organizes, manages and controls organizational functions and the application of business processes and ventures; Monitoring and application of modern knowledge in the subject areas; Knowledge of the political, economic, social, technological and legal environment of the company
- Independent application of acquired knowledge and the resolution of practical organizational problems;
- Self-application of acquired knowledge and solving practical problems of the organization; Solving organization problems using specialized methods and procedures; Predicting and proposing solutions in the management and organization field; Research, analysis and design of business processes; Monitoring and application of modern knowledge in the subject areas;

Incorporating and combining the knowledge gained in different fields of study in a creative way and utilizing it; Articulating oneself in a clear and concise manner, in written or oral communication, as the occasion may demand;

Making complex decisions, delegating responsibility, completing tasks and utilizing the potential of the employees;

Self-application of acquired knowledge and solving practical problems of the organization; Solving organization problems using specialized methods and procedures; Linking knowledge from different areas gained through education and creative application; Conducting problem analysis and synthesis; Research, analysis and design of business processes; Monitoring and application of modern knowledge in the subject areas;

Planning, organizing, management and control by implementing organizational functions and using acquired business processes and undertakings;

Use of state-of-the-art information and communication technology and software tools

Independently executing experiments, statistically analyzing the results, formulating and presenting the conclusions accordingly;

Making decisions based on the development of alternative directions of action, taking into consideration the resources, limitations and organizational values;

Identifying problems, critical thinking, creative and independent action

- Conceptual knowledge to understand problems of design, implementation, measurement, and improvement of business and work processes, layout, work methods, and job evaluation systems, and procedural knowledge to analyze the data, create and evaluate solutions, present the results, and instruct employees by using specific design and analysis rules and principles, modeling techniques, and measurement methods in organizational systems.