

BSc MANAGEMENT, BUSINESS AND ECONOMICS – FERIZAJ

Orientations:

Management, Entrepreneurship and Innovation
Marketing and Sales
Accounting, Auditing and Taxation
Finance, Banking and Insurance
International Business

| YEAR ONE: 60 ECTS | | | | | | | | |
|---------------------|-------------------|--|---|---|------|------------|--|--|
| SEMESTER 1:30 ECTS | | | | | | | | |
| Hours per | | | | | | | | |
| week | | | | | | | | |
| No | Type | Subject | L | P | ECTS | CODE | | |
| 1 | O | English | 2 | 0 | 3 | 10ENG120 | | |
| 2 | O | Personal Productivity with IT | 2 | 0 | 3 | 10PPIT122 | | |
| 3 | О | Mathematics | 2 | 2 | 6 | 10MTH121 | | |
| 4 | О | Macroeconomics | 2 | 2 | 6 | 10MAC126 | | |
| 5 | О | Introduction to Financial Accounting | 2 | 2 | 6 | 10IFA124 | | |
| 6 | О | Management | 2 | 0 | 6 | 10MNG127 | | |
| SEMESTER 2: 30 ECTS | | | | | | | | |
| 7 | О | Managerial and Cost Accounting | 2 | 2 | 6 | 10MCA151 | | |
| 8 | О | Academic Writing | 2 | 0 | 3 | 10AW152 | | |
| 9 | О | Statistical Methods for Business I | 2 | 2 | 6 | 10SMBI153 | | |
| 10 | О | Microeconomics | 2 | 2 | 6 | 10MIC158 | | |
| 11 | О | Public Speaking and Business Communication in English | 2 | 0 | 3 | 10PSBCE155 | | |
| 12 | О | Marketing | 2 | 0 | 6 | 10MAR156 | | |
| | YEAR TWO: 60 ECTS | | | | | | | |
| SEMESTER 3: 30 ECTS | | | | | | | | |
| 13 | О | Financial Management | 2 | 2 | 6 | 10FM201 | | |
| 14 | О | Statistical Methods for Business II | 2 | 2 | 6 | 10SMBII202 | | |
| 15 | О | Operations Management | 2 | 2 | 6 | 10OM203 | | |
| 16 | О | Business Law | 2 | 0 | 6 | 10BL204 | | |
| 17 | О | Organizational Behaviour and Leadership | 2 | 0 | 3 | 10OBL205 | | |
| 18 | О | International Trade | 2 | 0 | 3 | 10ITR206 | | |
| | | | | | | | | |

| SEMESTER 4: 30 ECTS | | | | | | | | | |
|--|---|---|---|--|--|--|--|--|--|
| 10 | | International Accounting | | | | 1014 GD 251 | | | |
| 19 | О | Standards and Reporting | 2 | 2 | 6 | 10IASR251 | | | |
| 20 | О | Human Resources Management | 2 | 0 | 6 | 10HRM256 | | | |
| 21 | О | Research Methods | 2 | 2 | 6 | 10RM253 | | | |
| 22 | О | Strategic Management and Innovation | 2 | 1 | 6 | 10SMI254 | | | |
| 23 | О | Management Information Systems | 2 | 2 | 6 | 10MIS255 | | | |
| YEAR THREE: 60 ECTS | | | | | | | | | |
| SEMESTER 5: 30 ECTS | | | | | | | | | |
| 24 | О | Elective courses ² | | | 6 | | | | |
| | О | Major (Orientation) | | | 24 | | | | |
| | | MAJOR – O | | | | | | | |
| In the third year students will have to pick one of the areas of orientation | | | | | | | | | |
| A | | Management, Entrepr | | | | novation | | | |
| В | | Marketin | | | | | | | |
| C | C Accounting, Auditing and Taxation | | | | | | | | |
| D | D Finance, Banking and Insurance | | | | | | | | |
| E | | Internation | | | | | | | |
| ORIENTATION (1): MANAGEMENT, ENTREPRENEURSHIP AND INNOVATION | | | | | | | | | |
| | | | | | | | | | |
| No | | Subject | L | U | ECTS | Code | | | |
| No 25 | Conte | Subject mporary Management | L 2 | U 1 | ECTS 6 | Code 10CM320 | | | |
| No | Conte | Subject mporary Management Management | L | U | ECTS | Code | | | |
| No 25 | Conte | Subject mporary Management | L 2 | U 1 | ECTS 6 | Code 10CM320 | | | |
| No 25 26 | Conte | Subject mporary Management Management oreneurship and Innovation gement tunity Development and Business | L 2 2 | 1 1 | 6 6 | Code 10CM320 10SMEM425 | | | |
| No 25 26 27 | Conte | Subject mporary Management Management oreneurship and Innovation gement tunity Development and Business | L 2 2 2 2 2 | 1 1 1 | 6 6 6 | Code 10CM320 10SMEM425 10EIM322 10ODBP323 | | | |
| No 25 26 27 | Conte | Subject mporary Management Management oreneurship and Innovation gement tunity Development and Business ng | L 2 2 2 2 2 | 1 1 1 | 6 6 6 | Code 10CM320 10SMEM425 10EIM322 10ODBP323 | | | |
| No 25 26 27 28 | Conte SME I Entrep Manag Oppor Planni | Subject mporary Management Management breneurship and Innovation gement tunity Development and Business ng ORIENTATION (2): MAI | 2 2 2 2 RKE | 1 1 1 1 TIN | 6 6 6 6 6 G AND | Code 10CM320 10SMEM425 10EIM322 10ODBP323 SALES | | | |
| No 25 26 27 28 No | Contes SME I Entrep Manag Oppor Planni | Subject mporary Management Management preneurship and Innovation gement tunity Development and Business ng ORIENTATION (2): MAI Subject | 2 2 2 2 RKE L | 1 1 1 1 TIN P | 6 6 6 6 G AND S | Code 10CM320 10SMEM425 10EIM322 10ODBP323 SALES Code | | | |
| No 25 26 27 28 No 25 | Context SME I Entrep Manag Oppor Planni Market Consu | Subject mporary Management Management breneurship and Innovation gement tunity Development and Business ng ORIENTATION (2): MAI Subject eting and Sales Management | 2 2 2 2 RKE L 2 | 1 1 1 TIN P 1 | 6 6 6 6 G AND S ECTS | Code 10CM320 10SMEM425 10EIM322 10ODBP323 SALES Code 10MSM330 | | | |
| No 25 26 27 28 No 25 26 | Conter SME I Entrep Manag Oppor Planni Marke Consu Brand Digita | Subject mporary Management Management breneurship and Innovation gement tunity Development and Business ng ORIENTATION (2): MAI Subject sting and Sales Management mer Behavior and product management I marketing | 2 2 2 2 RKE L 2 2 2 | U 1 1 1 1 TIN P 1 1 1 1 1 | 6 6 6 6 6 6 6 | Code 10CM320 10SMEM425 10EIM322 10ODBP323 SALES Code 10MSM330 10CB331 10BPM332 10DM333 | | | |
| No 25 26 27 28 No 25 26 27 28 | Conter SME I Entrep Manag Oppor Planni Marke Consu Brand Digita | Subject mporary Management Management breneurship and Innovation gement tunity Development and Business ng ORIENTATION (2): MAI Subject sting and Sales Management mer Behavior and product management I marketing RIENTATION (3): ACCOUNTIN | 2 2 2 2 RKE L 2 2 2 2 2 | U 1 1 1 TIN P 1 1 1 1 | 6 6 6 6 6 1TING A | Code 10CM320 10SMEM425 10EIM322 10ODBP323 SALES Code 10MSM330 10CB331 10BPM332 10DM333 ND TAXATION | | | |
| No 25 26 27 28 No 25 26 27 28 No | Contest SME I Entrep Manage Oppor Planni Market Consul Brand Digita | Subject mporary Management Management preneurship and Innovation gement tunity Development and Business ng ORIENTATION (2): MAI Subject eting and Sales Management mer Behavior and product management I marketing RIENTATION (3): ACCOUNTIN Subject | L 2 2 2 | U 1 1 1 1 TIN P 1 1 1 1 1 | 6 6 6 6 6 6 1TING A ECTS | Code 10CM320 10SMEM425 10EIM322 10ODBP323 SALES Code 10MSM330 10CB331 10BPM332 10DM333 ND TAXATION Code | | | |
| No 25 26 27 28 No 25 26 27 28 | Contest SME II Entrep Manage Oppor Planni Market Consu Brand Digita | Subject mporary Management Management breneurship and Innovation gement tunity Development and Business ng ORIENTATION (2): MAI Subject sting and Sales Management mer Behavior and product management I marketing RIENTATION (3): ACCOUNTIN Subject acced Accounting | L 2 2 2 2 2 2 2 2 2 2 2 | U 1 1 1 TIN P 1 1 1 1 | 6 6 6 6 6 1TING A | Code 10CM320 10SMEM425 10EIM322 10ODBP323 SALES Code 10MSM330 10CB331 10BPM332 10DM333 ND TAXATION Code 10AAC313 | | | |
| No 25 26 27 28 No 25 26 27 28 No | Contest SME I Entrep Manage Oppor Planni Market Consul Brand Digita OF | Subject mporary Management Management preneurship and Innovation gement tunity Development and Business ng ORIENTATION (2): MAI Subject eting and Sales Management mer Behavior and product management I marketing RIENTATION (3): ACCOUNTIN Subject acced Accounting ccounting | L 2 2 2 2 2 2 2 | 1 1 1 1 TIN P 1 1 1 1 UD | 6 6 6 6 6 6 1TING A ECTS | Code 10CM320 10SMEM425 10EIM322 10ODBP323 SALES Code 10MSM330 10CB331 10BPM332 10DM333 ND TAXATION Code 10AAC313 10TA310 | | | |
| No 25 26 27 28 No 25 26 27 28 No 25 26 27 28 | Contest SME II Entrep Manage Oppor Planni Market Consu Brand Digita | Subject mporary Management Management preneurship and Innovation gement tunity Development and Business ng ORIENTATION (2): MAI Subject eting and Sales Management mer Behavior and product management I marketing RIENTATION (3): ACCOUNTIN Subject acced Accounting ccounting | L 2 2 2 2 2 | U 1 1 1 1 TIN P 1 1 1 1 UD P | 6 6 6 6 6 6 1TING A ECTS 6 | Code 10CM320 10SMEM425 10EIM322 10ODBP323 SALES Code 10MSM330 10CB331 10BPM332 10DM333 ND TAXATION Code 10AAC313 | | | |
| No 25 26 27 28 No 25 26 27 28 No 25 26 27 28 | Contest SME II Entrep Manage Oppor Planni Market Consu Brand Digita OR Advar Tax A Auditi | Subject mporary Management Management preneurship and Innovation gement tunity Development and Business ng ORIENTATION (2): MAI Subject eting and Sales Management mer Behavior and product management I marketing RIENTATION (3): ACCOUNTIN Subject acced Accounting ccounting | L 2 2 2 2 2 2 2 | U 1 1 1 1 TIN P 1 1 1 UD P 1 1 | 6 6 6 6 6 ECTS 6 6 6 6 6 6 6 6 6 6 6 6 6 6 6 6 6 6 6 | Code 10CM320 10SMEM425 10EIM322 10ODBP323 SALES Code 10MSM330 10CB331 10BPM332 10DM333 ND TAXATION Code 10AAC313 10TA310 | | | |

² For elective courses, 6 ECTS must be chosen from an orientation different from the orientation chosen for study by the student, from the list of elective courses or from a different study program.

| | | ORIENTATION (4): FINANCE, | BAN | IKII | NG AND | INSURANCE | | |
|---|---|------------------------------------|-----|------|--------|-----------|--|--|
| No | | Subject | L | P | ECTS | Code | | |
| 25 | Investments | | 2 | 1 | 6 | 10INV303 | | |
| 26 | Banking Management | | | 1 | 6 | 10BM302 | | |
| 27 | Financial Institutions and Capital Markets | | | 1 | 6 | 10FICM418 | | |
| 28 | Insura | nce and Risk Management | 2 | 1 | 6 | 10IRM419 | | |
| ORIENTATION (5): INTERNATIONAL BUSINESS | | | | | | | | |
| No | | Subject | L | P | ECTS | Code | | |
| 25 | Intern | ational Business and Strategy | 2 | 1 | 6 | 10IBS340 | | |
| 26 | Intern | International Marketing Management | | 1 | 6 | 10IMM341 | | |
| 27 | International Corporate Governance and Management | | 2 | 1 | 6 | 10CIM430 | | |
| 28 | International Business Negotiations | | 2 | 1 | 6 | 10IBN343 | | |
| SEMESTER 6: 30 ECTS | | | | | | | | |
| 29 | О | Seminar | 2 | 0 | 3 | 10SEM351 | | |
| 30 | О | Project or Internship program | 2 | | | 10PRO354 | | |
| | | (Applicable for study orientation) | | 0 | 6 | 10INT355 | | |
| 31 | O | Project Management | 2 | 0 | 6 | 10PM350 | | |
| 32 | O | Bachelor Thesis | | | 15 | 10BTH353 | | |

| | LIST OF ELECTIVE COURSES | | | | | | |
|----|--------------------------|------------------------|---|---|-------------|----------|--|
| No | Type | Subject | L | P | ECTS | CODE | |
| 1 | Е | Data Science | 1 | 1 | 3 | 10DS390 | |
| 2 | Е | Decision Making Theory | 2 | 0 | 3 | 10DMT391 | |
| 3 | Е | Business Ethics | 2 | 0 | 3 | 10BE392 | |
| 4 | Е | Financial Analysis | 2 | 0 | 3 | 10FA393 | |