

**STRUCTURE OF THE  
MANAGEMENT AND ENTREPRENEURSHIP PROGRAM -  
FIRST CYCLE OF FOUR-YEAR STUDIES**

**Courseprograms, firstyear - firstsemester**

No.	Course code	Course	ECTS	Classes	Total Engagement
1.	4EK100117	PrincipalsofEconomics	6	2+2+2	180
2.	4EK102917	EnterpriseEconomics	6	2+2+2	180
3.	2FI111712	BusinessMathematics	6	2+2+2	180
4.		OptionalFacultysubjectfrom List No.1-1	6	2+2+2	180
5.		OptionalFacultyCoursefrom List No.1-2	6	2+2+2	180
6.		Sportandrecreation			
<b>Total ECTS</b>			<b>30</b>		<b>900</b>

**List No. 1-1 ofelectivecourses (1 subjectisselected)**

No.	Course code	Course	ECTS	Classes	Total Engagement
1.	4EK134217	OrganizationalBehavior	6	2+2+2	180
2.	4EK100817	Foreigntrade	6	2+2+2	180

**Listing No.1-2 ofelectivecourses (1 elective)**

No.	Course code	Course	ECTS	Classes	Total Engagement
1.	4EK122017	Fundamentals ofAccounting	6	2+2+2	180
2.	4PF111517	BusinessLaw	6	2+2+2	180

**Courseprograms, firstyear, secondsemester**

No.	Course code	Course	ECTS	Classes	Total Engagement
1	4EK131217	Management	6	2+2+2	180
2	4EK104417	BusinessStatistics	6	2+2+2	180
3	4EK120117	FinancialAccounting	6	2+2+2	180
4		OptionalFacultyCoursefrom List No.2-1	6	2+2+2	180

5		University elective course from list No.9	4	0+0+4	120
		<b>Practical lessons*</b>	2	0+0+2	60
<b>Total ECTS</b>			<b>30</b>		<b>900</b>

\* Practical lessons - compulsory realization for transfer in the next academic year, only for first cycle studies. Performed for 30 days.

**List No. 2-1 of elective courses (1 subject is selected)**

No.	Course code	Course	ECTS	Classes	Total Engagement
1	4EK100317	Microeconomics	6	2+2+2	180
2	4EK103717	Industrial relations	6	2+2+2	180

**Course programs, second year, third semester**

No.	Course code	Course	ECTS	Classes	Total Engagement
1	4EK110117	Fundamentals of Finance	6	2+2+2	180
2	4EK130117	Marketing	6	2+2+2	180
3	4EK135917	Production Management	6	2+2+2	180
					180
4		Optional Faculty Course from List No.3-1	6	2+2+2	180
					180
5		Optional Faculty Course from List No.3-2	6	2+2+2	180
<b>Total ECTS</b>			<b>30</b>		<b>900</b>

**List No. 3-1 of elective courses (1 subject is selected)**

No.	Course code	Course	ECTS	Classes	Total Engagement
1	4EK135117	Small Business Management	6	2+2+2	180
2	4EK131017	Marketing Pricing Policy	6	2+2+2	180

**List No. 3-2 of elective courses (1 subject is selected)**

No.	Course code				Total

		Course	ECTS	Classes	Engagement
1	4EK1010317	PublicFinance	6	2+2+2	180
2	4EK111717	RiskManagement	6	2+2+2	180

#### Courseprograms, secondyear, fourthsemester

No.	Course code	Course	ECTS	Classes	Total Engagement
1	4EK132017	Entrepreneurship	6	2+2+2	180
2	4EK134917	BusinessCommunication	6	2+2+2	180
3	4EK100517	InternationalEconomics	6	2+2+2	180
4		OptionalFacultyCoursefrom ListNo.4	6	2+2+2	180
5		Universityelectivecoursefromlist No.9	4	0+0+4	120
		<b>Practicallessons*</b>	<b>2</b>	<b>0+0+2</b>	<b>60</b>
<b>Total ECTS</b>			<b>30</b>		<b>900</b>

\* **Practicallessons - compulsoryrealizationfortransferinthenextacademicyear, onlyforfirstcyclestudies. Performedfor 30 days.**

#### List No. 4ofelectivecourses (1 subjectisselected)

No.	Course code	Course	ECTS	Classes	Total Engagement
1	4EK104217	InternationalBusiness	6	2+2+2	180
2	4EK111917	InternationalFinance	6	2+2+2	180

#### Courseprograms, thirdyear, fifthsemester

No.	Course code	Course	ECTS	Classes	Total Engagement
1	4EK133417	HumanResourceManagement	6	2+2+2	180
2	4EK111317	FinancialManagement	6	2+2+2	180
3	4EK111617	BankingManagement	6	2+2+2	180
4		OptionalFacultyCoursefrom List No.5-1	6	2+2+2	180
5		OptionalFacultyCoursefrom List No.5-2	6	2+2+2	180
<b>Total ECTS</b>			<b>30</b>		<b>900</b>

#### List No. 5-1 ofelectivecourses (1 elective)

No.					Total

	Course code	Course	ECTS	Classes	Engagement
1	4EK134717	DecisionMaking Theory	6	2+2+2	180
2	4EK120417	FinancialStatementsAnalysis	6	2+2+2	180

#### List No. 5-2ofelectivecourses (1 elective)

No.	Course code	Course	ECTS	Classes	Total Engagement
1	4EK113017	Securities	6	2+2+2	180
2	4EK110517	FinancialMarketsandInstitutions	6	2+2+2	180

#### Courseprograms, thirdyear, sixthsemester

No.	Course code	Course	ECTS	Classes	Total Engagement
1	4EK134517	BusinessPlanning	6	2+2+2	180
2	4EK131917	MarketingManagement	6	2+2+2	180
3	4EK130317	E-business	6	2+2+2	180
4		OptionalFacultyCoursefrom List No. 6	6	2+2+2	180
5		Universityelectivecoursefromlist No.9	4	0+0+4	120
		<b>Practicallessons *</b>	<b>2</b>	<b>0+0+2</b>	<b>60</b>
<b>Total ECTS</b>			<b>30</b>		<b>900</b>

\* Practicallessons - compulsoryrealizationfortransferinthenextacademicyear, onlyforfirstcyclestudies. Performedfor 30 days.

#### List No. 6ofelectivecourses (1 elective)

No.	Course code	Course	ECTS	Classes	Total Engagement
1	4EK134417	Change Management	6	2+2+2	180
2	4EK112217	Insurance	6	2+2+2	180

#### Courseprograms, fourthyear, seventhsemester

No.	Course code	Course	ECTS	Classes	Total Engagement

1	4EK135417	StrategicManagement	6	2+2+2	180
2	4EK135317	InvestmentManagement	6	2+2+2	180
3	4EK120217	ManagerialAccounting	6	2+2+2	180
4		OptionalFacultyCoursefrom List No. 7-1	6	2+2+2	180
5		OptionalFacultyCoursefrom List No. 7-2	6	2+2+2	180
<b>Total ECTS</b>			<b>30</b>		<b>900</b>

#### List No. 7-1ofelectivecourses (1 elective)

No.	Course code	Course	ECTS	Classes	Total Engagement
1	4EK102517	Econometrics	6	2+2+2	180
2	4EK120717	AccountingControlSystems	6	2+2+2	180

#### List No. 7-2ofelectivecourses (1 elective)

No.	Course code	Course	ECTS	Classes	Total Engagement
1	4EK135217	Project Management	6	2+2+2	180
2	4EK104317	Transport and Logistics	6	2+2+2	180

#### Courseprograms, fourthyear, eighthsemester

No.	Course code	Course	ECTS	Classes	Total Engagement
1	4EK134817	Management Informational Systems	6	2+2+2	180
2	4EK120317	Audit	6	2+2+2	180
3		OptionalFacultyCoursefrom List No.8	4	2+2+1	120
4		Universityelectivecoursefromlist No.9	4	0+0+4	120
5		Practicalteaching - interdisciplinaryproject	4	0+0+4	120
6		Graduatethesis	6	0+0+6	180
<b>Total ECTS</b>			<b>30</b>		<b>900</b>

Practicalteaching - interdisciplinaryprojectisplannedin 8<sup>th</sup>semesterandwillbeevaluatedwith 4 ECTS. Thementorshould coveroftheprofessionalsubjectsofthefaculty. Itwill beperformed2 days a weekfor 4 hours, oroneday a weekfor 8 hours.

**List No.8ofelectivecourses (1 elective)**

No.	Course code	Course	ECTS	Classes	Total Engagement
1	4EK136017	Portfolio Management	4	2+2+1	120
2	4EK112317	Investment Banking	4	2+2+1	120

**List No. 9 ofelectivesfromthe List ofuniversitycoursesforthefirstcyclestudies (4 - fourelective courses)**

Code	LIST OF UNIVERSITY COURSES SEMESTERS II, IV, VI AND VIII			
	Course	Credits	Classes	Total
UGD100117	Macedonian literature and culture	4	0+0+4	120
UGD100217	Macedonian language and spelling	4	0+0+4	120
UGD100317	Ethics	4	0+0+4	120
UGD100417	Macedonian History	4	0+0+4	120
UGD100517	Copyrights	4	0+0+4	120
UGD100617	Tolerance and conflict resolution	4	0+0+4	120
UGD100717	Business systems	4	0+0+4	120
UGD100817	Tourism industry	4	0+0+4	120
UGD100917	Entrepreneurship and Innovation	4	0+0+4	120
UGD101017	Management of self-development and behavior	4	0+0+4	120
UGD101117	Business Economics	4	0+0+4	120
UGD101217	Choral singing	4	0+0+4	120
UGD101317	Music and art	4	0+0+4	120
UGD101417	An Introduction to Film History	4	0+0+4	120
UGD101517	Dramaturgy	4	0+0+4	120
UGD101617	Basics of drawing	4	0+0+4	120
UGD101717	History of Classical Painting	4	0+0+4	120
UGD101817	Health promotion	4	0+0+4	120
UGD101917	Oral health and hygiene	4	0+0+4	120
UGD102017	Precious and semiprecious minerals	4	0+0+4	120
UGD102117	Earth science	4	0+0+4	120
UGD102217	Life Science	4	0+0+4	120
UGD102317	Environmental Protection	4	0+0+4	120
UGD102417	Intelligent electronic components and devices	4	0+0+4	120
UGD102517	Experiment planning	4	0+0+4	120
UGD102617	History of clothing	4	0+0+4	120
UGD102717	Management and quality control	4	0+0+4	120
UGD102817	Informatics	4	0+0+4	120
UGD102917	Programming Basics	4	0+0+4	120