

BSc MANAGEMENT, BUSINESS AND ECONOMICS – FERIZAJ

In the third year, fifth semester, courses from the following areas:

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	: 3	0 E	CTS			
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) EC	TS			
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									
SEMESTER 4: 30 ECTS International Accounting									
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	24 O Elective courses ²				6				
	0	Major (Orientation)			24				
	MAJOR – Orientations								
	In	the third year students will have to	pick	one	of the ar	eas of orientation			
A		Management, Entrepro	eneu	rshi	p and In	novation			
В		Marketin							
C		Accounting, Aud	litin	g an	d Taxati	on			
D		Finance, Banki	ing a	nd l	Insuranc	e			
E		Internatio	nal	Busi	ness				
ORIENTATION (1): MANAGEMENT, ENTREPRENEURSHIP AND INNOVATION									
OF	KIENTA	ATION (1): MANAGEMENT, ENT	1	PRE		HP AND INNOVATION			
No	RIENTA	ATION (1): MANAGEMENT, ENT Subject	REI	PRE U	NEURSE ECTS	IIP AND INNOVATION Code			
			L 2			Code 10CM320			
No	Conte	Subject	L	U	ECTS	Code			
No 25	Conte	Subject mporary Management	L 2	U 1	ECTS 6	Code 10CM320			
No 25 26	Conter SME I Entrep Manag	Subject mporary Management Management breneurship and Innovation gement tunity Development and Business	1 2 2 2	1 1	6 6	Code 10CM320 10SMEM425			
No 25 26 27	Conter SME I Entrep Manag	Subject mporary Management Management breneurship and Innovation gement tunity Development and Business	2 2 2 2	1 1 1	6 6 6	Code 10CM320 10SMEM425 10EIM322 10ODBP323			
No 25 26 27	Conter SME I Entrep Manag	Subject mporary Management Management preneurship and Innovation gement tunity Development and Business ng	2 2 2 2	1 1 1	6 6 6	Code 10CM320 10SMEM425 10EIM322 10ODBP323			
No 25 26 27 28	Conter 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 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	Conter SME I Entrep Manag Oppor Planni	Subject mporary Management Management breneurship and Innovation gement tunity Development and Business ng ORIENTATION (2): MAI Subject	2 2 2 2 RKE L	1 1 1 TIN P	6 6 6 6 G AND 5	Code 10CM320 10SMEM425 10EIM322 10ODBP323 SALES Code			
No 25 26 27 28 No 25	Conter SME I Entrep Manag Oppor Planni Marke Consu	Subject mporary Management Management breneurship and Innovation gement tunity Development and Business ng ORIENTATION (2): MAI Subject ting and Sales Management	2 2 2 2 RKE L 2	1 1 1 TIN P 1	6 6 6 6 G AND 5 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	Subject mporary Management Management breneurship and Innovation gement tunity Development and Business ing ORIENTATION (2): MAI Subject sting and Sales Management mer Behavior and product management I marketing	2 2 2 2 RKE L 2 2 2	1 1 1 1 TIN P 1 1 1	6 6 6 6 6 6 6	Code 10CM320 10SMEM425 10EIM322 10ODBP323 SALES Code 10MSM330 10CB331 10BPM332 10ODBP323			
No 25 26 27 28 No 25 26 27	Conter SME I Entrep Manag Oppor Planni Marke Consu Brand	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 2 RKE 2 2 2 2 2 2	1 1 1 TIN P 1 1 1 1	6 6 6 6 1TING A	Code 10CM320 10SMEM425 10EIM322 10ODBP323 SALES Code 10MSM330 10CB331 10BPM332 10ODBP323 ND TAXATION			
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No 25 26 27 28 No 25 26 27 28	Conter SME II Entrep Manag Oppor Planni Market Consu Brand Digita OR	Subject mporary Management Management breneurship and Innovation gement tunity Development and Business ng ORIENTATION (2): MAI Subject ting and Sales Management mer Behavior and product management I marketing EIENTATION (3): ACCOUNTIN Subject acced Accounting	L 2 2 2 2 2 2 2 2 2 2 2	1 1 1 TIN P 1 1 1 1	6 6 6 6 6 FITING A ECTS 6	Code 10CM320 10SMEM425 10EIM322 10ODBP323 SALES Code 10MSM330 10CB331 10BPM332 10ODBP323 ND TAXATION Code 10AAC313			
No 25 26 27 28 No 25 26 27 28 No	Conter SME II Entrep Manag Oppor Planni Market Consu Brand Digita OR	Subject mporary Management Management breneurship and Innovation gement tunity Development and Business ing ORIENTATION (2): MAI Subject sting and Sales Management mer Behavior and product management I marketing RIENTATION (3): ACCOUNTIN Subject	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 TING A ECTS	Code 10CM320 10SMEM425 10EIM322 10ODBP323 SALES Code 10MSM330 10CB331 10BPM332 10ODBP323 ND TAXATION Code			
No 25 26 27 28 No 25 26 27 28 No 25 26 27	Content SME II Entrep Manage Oppor Planni Market Consu Brand Digita OR Advant Tax A Auditi	Subject mporary Management Management preneurship and Innovation gement tunity Development and Business ng ORIENTATION (2): MAI Subject ting and Sales Management mer Behavior and product management I marketing EIENTATION (3): ACCOUNTIN Subject aced Accounting counting	L 2 2 2 2 2	1 1 1 TIN P 1 1 1 1 UD	6 6 6 6 6 FITING A ECTS 6	Code 10CM320 10SMEM425 10EIM322 10ODBP323 SALES Code 10MSM330 10CB331 10BPM332 10ODBP323 ND TAXATION Code 10AAC313			
No 25 26 27 28 No 25 26 27 28 No 25 26 27	Content SME II Entrep Manage Oppor Planni Market Consu Brand Digita OR Advant Tax A Auditi	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 CIENTATION (3): ACCOUNTIN Subject steed Accounting ccounting	L 2 2 2 2 2 2 2	1 1 1 1 1 1 1 1 1 1 UD	6 6 6 6 6 FITING A ECTS 6 6 6 6	Code 10CM320 10SMEM425 10EIM322 10ODBP323 SALES Code 10MSM330 10CB331 10BPM332 10ODBP323 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, BANKING AND INSURANCE								
No	Subject		L	P	ECTS	Code		
25	Investments			1	6	10INV303		
26	Banking Management			1	6	10BM302		
27	Financial Institutions and Capital Markets			1	6	10FICM418		
28	Insurance and Risk Management			1	6	10IRM419		
ORIENTATION (5): INTERNATIONAL BUSINESS								
No		Subject	L	P	ECTS	Code		
25	International Business and Strategy		2	1	6	10IBS340		
26	International Marketing Management		2	1	6	10IMM341		
27	7 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	O	Project or Internship program	2	0	6	10PRO354		
		(Applicable for study orientation)				10INT355		
31	О	Project Management	2	0	6	10PM350		
32	О	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	
5	Е	Italian Language	2	0	3	10ITA394	