



# "MANAGEMENT" MASTER'S DEGREE PROGRAM

WELCOME TO EUROPE





**041301.00.7 "MANAGEMENT" SPECIALTY**

**041301.01.7 "MANAGEMENT" MASTER'S DEGREE PROGRAM**

**QUALIFICATION: MASTER IN MANAGEMENT**

**Recommended by the EUA Chair of Management in the decision of Session No. 1, held on August 23, 2023.  
Head of the Chair: PhD in Economics, Associate Professor N. Kirakosyan**



**The “Management” Master’ DP is aimed at ensuring the achievement of scientific research-based learning outcomes, in particular:**

- a) provision of education in accordance with educational and scientific research developments in the field of Management,**
- b) preparing of superior specialists possessing professional research, creative skills and abilities in accordance with the changing demands of the labor market,**
- c) preparing of specialists who are quick to respond to the challenges of the changing world, possess innovation-oriented skills,**
- d) increasing the attractiveness of the specialty,**
- e) ensuring of awarding qualifications trustworthiness,**
- f) provision of continuous education.**



# LEARNING OUTCOMES

## A) KNOWLEDGE



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**LO 1. In-depth understanding of management concepts, models, causal relations, issues, innovations in various business sectors**

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# LEARNING OUTCOMES

## B) SKILLS

**LO 2. Possess the skills to make decisions in line with business objectives, guided by strategic, creative and critical thinking**

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**LO 3. Master the skills of analyzing complex business situations and solving issues and drawing conclusions in conditions of uncertainty, applying ICTs**

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**LO4. Master the business management and development structures based on universal and national value system, principles of ethics and benevolence**

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**LO 5. Master the skills of researching business issues and suggesting innovative, creative solutions**

# LEARNING OUTCOMES

## C) ABILITIES

**LO 6. Conduct professional and interdisciplinary applied and scientific research**

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**LO 7. Evaluate, monitor, and manage professional and interdisciplinary strategic and tactical business projects**

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**LO 8. Be able to set objectives and delegate them to subordinates**

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**LO 9. Initiate, implement and manage changes and innovation**

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*The goal of "Management" Master's DP is to prepare competitive, high-quality middle and upper class managers with creative, innovative, critical thinking, research skills and the ability to solve complex professional issues, fluent in English, in accordance with the requirements of the Armenian and international labor markets, with the introduction of European educational and scientific research best practices.*



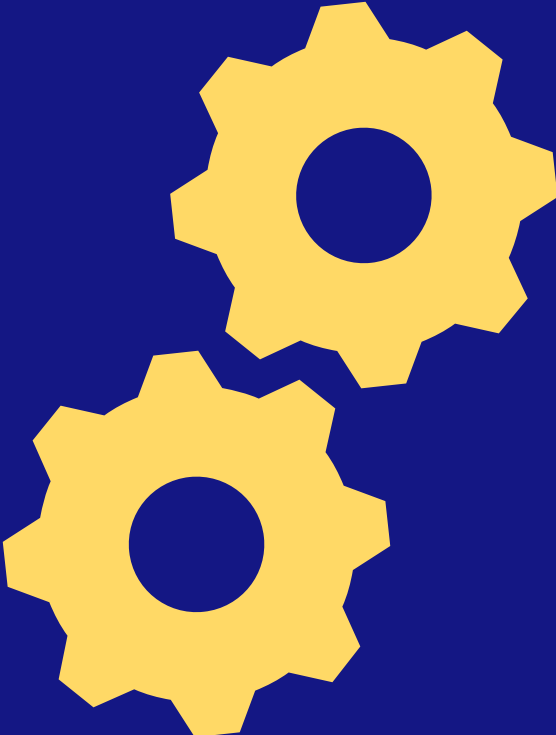
The *objectives* of the “Management” Master’s DP are the following:

- ensuring the achievement of research-based learning outcomes,
- the application of teaching and assessment methods that are oriented towards the achievement of learning outcomes, developing research skills and abilities,
- development of assignment packages that develop creativity, innovations, critical thinking,
- formation of the scope of professional scientific interests among master’s students,
- ensuring free professional communication in English,
- the development of European educational best practices.





Program Name/ Specialty Number	The Language of Study	Awarded Qualification	Form of Teaching and Duration
041301.00.7 MANAGEMENT	Armenian English	Master in Management	Full-time: 2 years Part-time: 2.5 years



The "Management" Master's DP is provided with 120 ECTS academic credits, which are distributed in the following groups:

1. Professional structure: 80 ECTS, which includes 2 groups of courses:

- Compulsory courses: 56 ECTS credits
- Selective courses: 24 ECTS credits

2. Research structure: 22 credits

3. Summative certification: 18 ECTS credits.

## GRADUATE'S PROFESSIONAL PROFILE OF “MANAGEMENT” MASTER’S DP

**A graduate with a Master's Degree in "Management" can carry out his professional activities at the international and national levels in the following mid- and high-level positions:**

- 1. Manager of the middle and high-level business structural department,**
- 2. Financial manager,**
- 3. Human resources and intellectual capital manager,**
- 4. Business project manager,**
- 5. Management analyst, researcher,**
- 6. Manager of strategy and planning,**
- 7. Innovation implementation manager,**
- 8. Marketing manager.**



1. Business English
2. Business strategic planning and strategy development
3. Management technologies and management data analysis
4. Business management
5. Marketing research
6. Logistics and supply chain management
7. Development of business plans
8. Business ethics
9. Innovation and quality management
10. Leadership
11. Project management
12. Human capital and talent management
13. Taxes and duties
14. Entrepreneurship
15. *Selective:*
  - Modern issues of management
  - E-governance

## **16. Selective:**

- **Loan management**
- **Audit**
- **The banking system management**
- **Cost-profit analysis**
- **Budgeting**

## **17. Selective:**

- **Business development**
- **Performance monitoring and evaluation**

## **18. Selective:**

- **Marketing of Services**
- **Applied sales management**
- **Global business environment**

## **19. Selective:**

- **Applied international financial management**
- **Financial accounting**
- **Working capital management**

## **20. Selective:**

- **Current approaches to Change Management**
- **Peculiarities of Cross-cultural management**
- **Simulation and team games**

**21. Research methodology of Master's thesis**

**22. Design and implementation of Master's thesis**

**23. Evaluation of Master's thesis results**

**24. Research paper**

**25. Defense of master's thesis**