

# HIGHER SCHOOL OF ECONOMICS



The present University Catalogue for 2019 – 2020 academic year is compiled with the aim to introduce students, teachers, and administration staff of the University, and all interested persons with all aspects of the University life. The Catalogue includes the information about the University, the Higher School of Economics, Bachelor programmes and the academic system of the University. Moreover, there is the information about the academic policy, curriculum and organizational structures of the HSE for 2019 – 2020 academic year. Every student, lecturer and employee of the University has to carefully study the Catalogue and follow all the procedures and rules stipulated in it.



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## PART I OVERVIEW

M. Narikbayev KAZGUU University was founded by the Decree of the President of the Republic of Kazakhstan on March 14, 1994 as the joint stock company with the participation of the Ministry of Education and Science of the Republic of Kazakhstan. It is located in Astana the capital city of Kazakhstan.

**The HSE Mission:** The HSE offers the high quality educational programmes in Economics, Management, Finance, Accounting and Audit, Psychology and Translation and Interpreting Studies. We continuously improve the academic quality of the programmes through integrating into international educational area, professional development of our faculty and staff and effective cooperation with the alumni, employers and other stakeholders. We ensure that our graduates are well prepared to succeed in the labour market as they demonstrate high level of critical thinking and are able to manage the information flows effectively.

**The HSE Vision:** by 2019 the HSE will become one of the leading schools in Kazakhstan offering the world-class educational programmes and demonstrating 100% of the graduates' employability.

### The HSE Goals:

- to improve employer satisfaction with the HSE graduates' level of competencies;
- to implement international educational standards;
- to enhance academic quality of the programmes;
- to attract part-time lecturers/industry experts/professionally certified/Bolashak Programme Alumni;
- to introduce programmes in three languages (English, Kazakh and Russian);
- to implement academic freedom;
- to finalize transition into ECTS;
- to improve practical orientation of the programmes;
- to increase the programmes internationality through attracting international students and faculty, introducing dual-degree programmes and increasing amount of literature in English;
- to improve Employer/HSE cooperation;
- to improve Alumni relations/Alumni Club;
- to maintain the Academic Quality Assurance;
- to introduce and continuously implement Merit Based Performance Appraisal;
- to foster the faculty professional development through motivating the faculty to get academic and international professional certificate programmes;
- to foster international collaboration through Alumni Club, Economists' Club, Leadership Development Programme, A-Step to Graduate, Youth World Economic Forum.

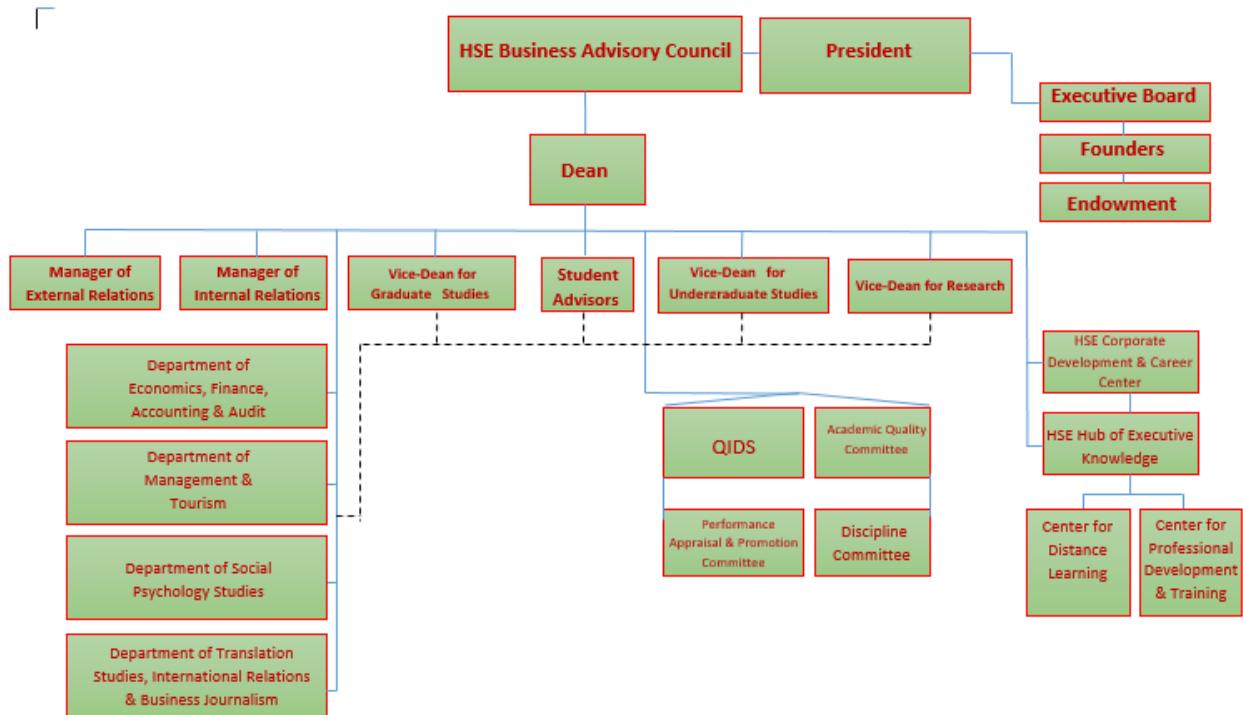
### Objectives:

- to encourage the recognition of academic programmes by employers with the focus on international academic programmes;
- to align curriculum with the requirements of the international standards;
- to use case study technology in education;
- to attract practitioners in teaching;
- to provide analysis of the achieved learning outcomes in accordance with the syllabus;
- to teach in three languages;
- to ensure a step-by-step transition to the principles of academic freedom;
- to introduce ECTS technologies;
- to strengthen the practical orientation of academic programmes;
- to expand the international relationships by attracting international students, teachers, to develop double degree programmes and expand the library stock (collection);
- to develop research competencies of students;
- to attract invited professors, practitioners and experts;
- to improve the work in the field of employment and communication with graduates;

- to strengthen the cooperation and partnership with employers;
- to accomplish the work in the quality assurance;
- to stimulate faculty to publish research papers/articles in leading international scientific/research journals and magazines;
- to organize scientific/research conferences and seminars;
- to stimulate the involvement of students in research projects;
- to motivate faculty/teaching staff for going through/receiving the internationally recognized professional certification;
- to involve the graduates of leading universities in education process, as well as other certified specialists/experts (ACCA, DipIFR, CFA, PMI, CIPD, CIL and others);
- to motivate faculty to participate in the international educational projects, internships and programmes;
- to develop the Alumni Club;
- to organize world-class events like: Economists Club, Alumni Club, Leadership Development Programme, A-Step to Graduate Programme, World Economic Forum.

M. Narikbayev KAZGUU University has three schools (faculties) providing training on 10 academic programmes at the level of Bachelor, Master and Doctoral (PhD) studies:

- The School of General Education;
- The Higher School of Law;
- The Higher School of Economics.



## ADMINISTRATION OF HSE

**Dilbar Gimranova**, MBA, M.Phil., Director/Dean of the Higher School of Economics (HSE)

**Aizhan Toktabaeva**, PhD, Vice – Dean for Undergraduate Studies

**Galym Makhmejanov**, PhD, Vice – Dean for Graduate Studies

**Ikboljon Qoraboyev**, PhD, Vice – Dean for Research

## **PART II ADMISSION POLICY AND REQUIREMENTS**

### **ADMISSION PROCEDURES**

Higher School of Economics (HSE) seeks to enrol academically qualified high school students with outstanding academic records, who are able to achieve high results in a professional field. The following Admission Policy and Requirements for applicants are based on the HSE Academic Policy and the Standard of the Ministry of Education and Science (MES) of the Republic of Kazakhstan.

#### ***Applicants' Responsibility***

HSE applicant must assume full responsibility for rules and regulations of the school and programme requirements for the chosen degree programme.

#### ***Admission Procedures for the Undergraduate Programmes***

1. An applicant should submit all paper documents to M. Narikbayev KAZGUU University.
2. An applicant should meet all HSE academic programme requirements:
  - entry English proficiency requirement
  - entry major exam (Mathematics/English)

#### ***General Admission Requirements for all Undergraduate Degree Programmes as stated by the Ministry of Education and Science***

To be granted admission to HSE, a perspective student must have:

- Completed application form
- High school diploma (original)
- 6 photos, size 3x4
- Completed Medical form 086-Y (X-ray examination)
- Official high school transcript
- Unified National Test (UNT/CT) certificate (at least 50 points)
- Personal Statement (only for Translation Studies Applicants 250-300 words)
- Interview (only for Translation Studies Applicants)
- UNT official certificate
- Certified copy of ID
- Registration military certificate

*\*Applicants who do not meet this deadline may not enrol until official documents are received*

#### ***English Language Requirements (Except for 5B020700 – «Translation Studies»)***

HSE applicant should take English Proficiency Test.

If the applicant provides Academic IELTS of 3.0 (A2 Pre-intermediate) band score or more, he/she doesn't take English Proficiency Test.

Test consists of four sections: reading (10 questions - 30 minutes), listening (20 questions - 30 minutes), interview (15 minutes), essay (250 words - 60 minutes).

The test takes place in the KAZGYU University from July 1 to August 20, 2019. Test costs 5000 tenge.

There will be paid courses of the summer language school from June 20, 2019 (72 hours) at the KAZGYU University for applicants who want to improve own English.

After completing the English preparatory courses at the summer language school of KAZGYU University, the student passes the exam again on a free basis. The dates of re-examination: 22, 24 August 2019.

## English Language Requirements:

No	Major	KAZGUU English Placement Test	Academic IELTS	TOEFL IBT/PBT
1	6B04104 Finance 6B04101 Accounting and Audit 6B04106 Management 6B04102 Economics 6B04107 Marketing 6B04105 Human Resource Management 6B11101 Hospitality 6B04103 Entrepreneurship 6B04088 (1) IT in Business 6B11102 Tourism Management 6B03101 Psychology 6B03088 Business Psychology 6B10201 Social work	Pre-Intermediate (A2) Min 40% from 100%*	Not less than 3,0**	30-40 IBT 397-433 PBT
	6B02301 Translation Studies	Intermediate B1	Not less than 5,0**	64 IBT 510 PBT

\* An applicant who does not receive the required number of points on the KAZGUU English Placement Test is advised to pass an intensive three-week summer course at the GES Language Center on a paid basis and re-pass the KAZGUU English Placement Test to achieve Pre-Intermediate (A2) (min 60% of 100%)\*.

\*\* Applicant who has submitted a confirming document on English language proficiency according to the requirements of higher schools (Academic IELTS from 3.0 points or its equivalent TOEFL IBT / PBT for non-linguistic majors, from 5.0 points or its equivalent TOEFL IBT / PBT for the major of Translation Studies) is exempt from the KAZGUU English Placement Test. The applicant must provide a copy of the IELTS certificate to the admission committee, as well as the original to the English Language Department (office 427) for authentication

Applicants who are planning to enroll in 6B04104 Finance. 6B04101 Accounting and Audit. 6B04106 Management. 6B04102 Economics. 6B04107 Marketing. 6B04105 Human Resource Management. 6B11101 Hospitality. 6B04103 Entrepreneurship. 6B04088 (1) IT in Business. 6B11102 Tourism Management. 6B03101 Psychology. 6B03088 Business Psychology. 6B10201 Social work and having a certificate Academic IELTS Band Score of 3.0 to 4.5, or its equivalent TOEFL IBT / PBT, in the first semester can be allowed to registration only for the general education courses.

Applicants who are planning to enroll in 6B04104 Finance. 6B04101 Accounting and Audit. 6B04106 Management. 6B04102 Economics. 6B04107 Marketing. 6B04105 Human Resource Management. 6B11101 Hospitality. 6B04103 Entrepreneurship. 6B04088 (1) IT in Business. 6B11102 Tourism Management. 6B03101 Psychology. 6B03088 Business Psychology. 6B10201 Social work and having a certificate Academic IELTS Band Score of 5.0 to 6.5, or its equivalent TOEFL IBT / PBT:

1. On the basis of the certificate, the course "English (A2B1)" is recalculated: 6 credits with a rating of 100%, "excellent" - 4.0.

2. In the first semester, registration is allowed for the following courses: "Principles of Economics", " Calculus/Mathematics for Business and Economics " or others that do not require prerequisites according to the HSE Catalogue.



Applicants who are planning to enroll in 5B050600 Economy, 5B050900 Finance, 5B050800 Accounting and Auditing, 5B050700 Management, 5B090200 Tourism, 5B050300 Psychology and having a certificate Academic IELTS Band Score of 7.0 to 9.0, or its equivalent TOEFL IBT / PBT:

1. On the basis of the certificate, the course "English (A2B1)" and "Academic English" are recomputed with a rating of 100%, "excellent" - 4.0.

2. In the first semester, the following courses are allowed to be registered: "Principles of Economics", "Calculus/Mathematics for Business and Economics", "Business Communications", "Organizational Behavior", "Business Ethics", "Microeconomics" or others that do not require prerequisites according to the HSE Catalogue.

**Schedule** of KAZGUU English Placement Test during the work of the admission committee:

Every day from Monday to Friday from 9.00 - 16.00 (break from 13.00 - 14.00)

**09:00 - 10:00** - Registration for the exam

**10:00 - 10:50** - Listening

**11:00 - 12:00** - Reading

**12:00 - 13:00** - Writing

**14:00 - 16:00** - Speaking

**After 16:00** - Announcement of results

**Location** – 434 auditoriums

**Duration of the exam:** 4 hours

### ***English Language Requirements for 6B02301 – «Translation Studies»***

For the major of 6B02301 - "Translation Studies" according to the results of the UNT / CTA, applicant need to score at least 20 points out of 40 possible in English with a total result of a UNT / CTA certificate of at least 50 points or an Academic IELTS certificate from 5.0 to 9.0 band score.

If the applicant provides an Academic IELTS certificate 5.0, then he can be enrolled in 6B02301- "Translation Studies" without English Proficiency Test.

Applicants who want to enroll 6B02301 - "Translation Studies" of the Higher School of Economics must have at least English Intermediate B1.

In the case of a lack of English proficiency, it is recommended to take multi-level courses in English, which are conducted on a fee basis (see above). To attend classes, applicant must fill out a questionnaire and pay for courses.

### ***Mathematics requirements***

For the major of 6B04106 Management, 6B04107 Marketing, 6B04105 Human Resource Management, 6B04103 Entrepreneurship according to the results of the UNT / CTA, applicant must score at least 15 points out of 40 possible in mathematics with a total result of a UNT / CTA certificate of at least 50 points.

For the major of 6B04088 (1) IT in Business based on the results of UNT / KTA, applicant must score at least 20 points out of 40 possible with a total result of the UNT / CTA certificate of at least 50 points.

For the major of 6B04104 Finance, 6B04101 Accounting and Audit, 6B04102 Economics based on the results of UNT / KTA, applicant must score at least 25 points out of 40 possible with a total result of the UNT / CTA certificate of at least 50 points.

### **The requirement to enroll graduates of Nazarbayev Intellectual Schools and Schools of International Baccalaureate**

Rules of offset of courses of disciplines of the first course to graduates of the international baccalaureate and Nazarbayev Intellectual Schools on the basis of the certificate of completion of the school program.

**Transfer of courses on Higher School (faculty) of Economics**

International Baccalaureate	HSE course	Courses counted for the specialty 6B04104 Finance 6B04101 Accounting and Audit 6B04106 Management 6B04102 Economics 6B04107 Marketing 6B04105 Human Resource Management 6B11101 Hospitality 6B04103 Entrepreneurship 6B04088 (1) IT in Business 6B11102 Tourism Management	6B02301 Translation Studies	6B03101 Psychology 6B03088 Business Psychology 6B10201 Social work
English	English (A2B1)	10	10	10
Kazakh / Russian 1	Review of Academic Quality Committee	5	5	5
Kazakh / Russian 2	Review of Academic Quality Committee	5	5	5
Mathematics	Math Placement Test. In the case of failure student should register for "Mathematics for Business and Economics I".	5	0	0
Economics	Review of Academic Quality Committee	5	0	0
History of Kazakhstan (Kazakhstan in the Modern World)	Contemporary History of Kazakhstan (State Exam should be passed by the end of the first academic year). Student also have a choice of registering on "Contemporary History of Kazakhstan" course.	5	5	5
IELTS no less than 7.0	Academic English (B1+)	10	10	10
	MIT	0	0	0
	Philosophy	0	0	0
	Critical Thinking	0	0	0
		45	35	35

## **ADMISSION RULES FOR TRANSFER STATUS**

In order to transfer to the next course, the student must meet the conditions at the end of the previous course, which are presented in table 2:

**Table 2.** Transfer Requirements for completion of courses of Higher School of Economics

Major	Year	Min ECTS	Min GPA
6B04104 Finance 6B04101 Accounting and Audit 6B04106 Management	1	60	2.0
6B04102 Economics 6B04107 Marketing 6B04105 Human Resource Management 6B11101 Hospitality	2	120	2.0
6B04103 Entrepreneurship 6B04088 (1) IT in Business 6B11102 Tourism Management	3	180	2.0
6B03101 Psychology 6B03088 Business Psychology 6B10201 Social work 6B02301 Translation Studies	4	240	2.0

The students can be transferred to the second year if he/she meets all the requirements.

In the case of student's academic performance does not meet these requirements, he/she can:

### **Requirements for the level of English**

In order to be transferred to the second-year students of HSE should receive at least 55% (65% for students of Translation studies) on the Academic English course.

It is recommended to pass the KETT (KAZGUU English Transfer Test) for those HSE students who receive 50-54% (50-64% for students of Translation studies) on the Academic English course. In order to be transferred to the second-year students of HSE should receive at least 55% (65% for students of Translation studies) on the KETT. HSE students have a right to pass the KETT at May 26, August 6 and August 24, 2018.

HSE students who receive 0-49% on the Academic English course should retake this course to meet the language transfer requirements to the second year.

- During 2 semesters increase the GPA to the minimum required level by retaking a discipline, otherwise the student is recommended to transfer to any other educational institution in the holiday period;
- Study one discipline no more than 3 - times during the entire period of study at the university, otherwise the student is recommended to replace one elective course with other, to transfer to another specialty of the Higher School of Economics, M. Narikbayev KAZGUU University or any other educational institution in the holiday period;
- improve level of English, students should take English classes at HSE Preparatory courses;
- transfer to another major at KAZGUU or to another Institution.

If the students' GPA is less than 2.0 points, she/he can take only 18 credits, including failed courses on the following majors such as 5B050900 Finance, 5B050800 Accounting and Audit.

***To gain the "Bachelor Degree" from HSE students of all majors must:***

- gain 240 ECTS (including);
- complete the Internship;
- gain at least 2.0 GPA
- complete the following subjects: “Organizational Behaviour”, “Business Communication” and “Business Ethics”;
- the students of 5B050300 Psychology are required to be certified in the training course at least 32 hours;
- complete the State Exam;
- To defense thesis /project for students of 5B050700 Management, 5B090200 Tourism, 5B050600 Economy.

Requirements on completion and gaining Bachelor Degree of HSE to 5B020700 Translation Studies (see Table 3).

**Table 3.** Requirements on completion of HSE and gaining Bachelor Degree to 5B020700 Translation Studies

№	Major	Min ECTS	Min GPA	English Exam Results	Level of English
1	5B020700 Translation Studies	240	2.0	90-100	Proficient

The students gain Bachelor degree if he/she meets all the requirements of HSE.

### **Change of Grades**

If the instructor has already submitted a grade, the changes can be made only with approval of the Dean of HSE. The instructors are in charge of submitting the individual in charge of the undergraduate programme and must be submitted to Platonus.

It is recommended to follow the Transfer Requirements for HSE students enrolled in 2013 and 2014.

The provisions of enforce the Academic Integrity reflect in the Academic Policy and Code of Conduct of M. Narikbayev KAZGUU University.

## **CHANGE OF MAJOR/INTERNAL TRANSFER REQUIREMENTS**

There are several ways students may change their major. In such cases, undergraduate students should submit an application to the SSC office within the period of no later than 15 days prior to the beginning of the academic year.

To change from one degree to another a student should consult their advisor for guidance and submit an approved decision from QAC, HSE. The change is possible after completing the first semester.

Students shall meet the following criteria:

- GPA must be no less than 2,0;
- *Fundamentals of the Theory of Economics* course should be on a pass basis
- at least 7 points on Mathematics according to the UNT/KT certificate for such majors as 5B050700 Management, 5B050800 Tourism;
- at least 12 points on Mathematics according to the UNT/KT certificate for such majors as 5B050600 Economics, 5B050800 Accounting and Audit, 5B050900 Finance;
- at least 21 points on English Language Test, or IELTS certificate 5,0 for students of such majors as 5B050700 Management, 5B050800 Tourism; 5B050600 Economics, 5B050800 Accounting and Audit, 5B050900 Finance;
- at least 17 points on Russian/Kazakh/ English Language Test according to UNT/ KT certificate or IELTS certificate 5,0 for Translation Studies major.

*NOTE: in case a student doesn't meet the above mentioned criteria but he/she is still willing to enter the programmes such as Economics, 5B050800 Accounting and Audit, 5B050900 Finance, he/she is recommended to take Mathematics course (60 academic hours) for additional payment at the HSE preparatory centre.*

### **Transferring to a New University**

**If the 1st-year students plan to transfer to the majors of HSE they shall:**

- meet the above mentioned requirements;
- pass the required courses that shown below (see Table 4);
- consult the advisor and get the approval of the QAC, HSE in order to clarify the difference in academic performance and achievements of the submitted transcript by taking into account the amount of ECTS credits and prerequisites.

**Table 4.** Students' academic achievement requirements

No.	Course Name	Number of credits	Final grade in %						
			Economics	Finance	Accounting and Audit	Management	Tourism	Psychology	Translation Studies
1	English and Cross-Cultural Communication (B1)	4	-	-	-	-	-	-	70
2	Economics/Principles of Economics	2	60	60	60	50	50	-	-

If the 2nd-year student plans to transfer from one major to the 3rd year of HSE, a student shall follow the requirements below:

- GPA must be no less than 2,0;
- at least 40 points in English Language Test, IELTS certificate 5,0 for such majors as 5B050700 Management, 5B050800 Tourism; 5B050600 Economics, 5B050800 Accounting and Audit, 5B050900 Finance, 5B050300 Psychology;
- at least 75 points in English Language Test or IELTS certificate 5,0 for students of Translation Studies major.

**Table 5.** Change in Majors. Difference in Academic Performance and Achievements

Student's major Major to be transferred to	Finance	Accounting and Audit	Economics	Management	Tourism	Psychology	Translation Studies	Other Majors of M. Narikbayev KAZGUU University
Finance		6**	3**	0**	2 year*	2 year*	2 year*	2 year*
Accounting and Audit	6**		6**	6**				
Economics	3**	6**		6**				

Management	0**	6**	6**					
Tourism	2 year*	2 year*	2 year*	2 year*				
Psychology					2 year*			
Translation Studies						2 year*	2 year*	

\* A student can be enrolled to the 2<sup>nd</sup> year

\*\* Amount of credits (academic difference)

### Transfer Terms and Conditions

If the 2nd-year student plans to transfer from other universities to the majors of HSE, M. Narikbayev KAZGUU University, they shall;

- meet the above listed terms and conditions to the relevant major;
- gain the grades no less than required (see Table 6);
- consult the advisor and get the approval of the QAC, HSE in order to clarify the difference in academic performance and achievements of the submitted transcript by taking into account the amount of ECTS credits and prerequisites.

**Table 6.** Academic Performance Requirements. Transfer from other Universities of the Republic of Kazakhstan

№	Course Name	Credit numbers	Final Course Assessment, in %						
			Economics	Finance	Account and Audit	Management	Tourism	Psychology	Translation Studies
1	English and Cross-Cultural Communication (B1)	3	-	-	-	-	-	-	60
2	English and Cross-Cultural Communication (B2)	3							
3	Kazakh (Russian) for Professional Purposes	2							50
4	Fundamentals of English Theory Analysis	3							60
5	Fundamentals of Translators & Interpreters Skills	3							60
6	Economics / Principles of Economics	2	60	60	60	50	50	-	-
7	Microeconomics	2	60	55	55	50	50	-	-
8	Macroeconomics	3	60	55	55	50	50	-	-
9	Econometrics	3	60	-	-	-	-	-	-
10	Finance	3	55	60	55	50	50	-	-
11	Accounting Principles/ Accounting/ Accounting and Audit	3	50	55	60	50	50	-	-
12	Financial Accounting I	3	-	-	60	-	-	-	-
13	Management	3	50	50	50	60	-	-	-
14	Financial Ratio Analysis	3	60	60	60	-	-	-	-
15	Principles of Tourism Studies	3	-	-	-	-	60	-	-

16	Tourism Management	3	-	-	-	-	60	-	-
17	Active Tourism Techniques	3	-	-	-	-	60	-	-
18	International Tourism Geography	3	-	-	-	-	60	-	-
19	General Psychology	3	-	-	-	-	-	60	-
20	Introduction to General and Comparative Psychology	3	-	-	-	-	-	60	-
21	Developmental and Social Psychology	3	-	-	-	-	-	60	-
22	Differential Psychology of Personality	3	-	-	-	-	-	60	-

If the 3<sup>rd</sup> year student of M. Narikbayev KAZGUU University changes his/her major to the 4<sup>th</sup> year, the academic difference must be determined according to the transcript, students should gain:

- GPA not be less than 2,0;
- at least 60 points in ELT or at least 5.0 IELTS certificate to the following majors such as 5B050700 Management, 5B090200 Tourism, 5B050600 Economics, 5B050800 Accounting and Auditing, 5B050900 Finance, 5B050300 Psychology;
- at least 75 points in ELT or at least 5.0 IELTS certificate for 5B020700 Translation Studies;
- at least 32 hours of completion the certificate programme for 5B050300 Psychology.

### Transfer Terms and Conditions

If the 3<sup>rd</sup> year student plans to transfer from other universities to the majors of Higher School of Economics, M. Narikbayev KAZGUU University, they shall;

- meet the above listed terms and conditions for the relevant major;
- gain the grades no less than in the Table 7;
- consult the advisor and get the approval of the QAC, HSE in order to clarify the difference in academic performance and achievements of the submitted transcript by taking into account the amount of ECTS credits and prerequisites.

According to the recommendations of Academic Quality Committee of Higher School of Economics some changes can be made in this regulation.

**Table 7.** Requirement to Academic Performance of Students who Transfer from other Universities of the Republic of Kazakhstan

№	Academic Performance Course Name	Credit numbers	Final Course Assessment, %						
			Economics	Finance	Accounting and Audit	Management	Tourism	Psychology	Translation Studies
1	English and Cross-Cultural Communication (B1)	3	-	-	-	-	-	-	60
2	English and Cross-Cultural Communication (B2)	3							
3	Kazakh (Russian) for Professional Purposes	2							50
4	Fundamentals of English Theory Analysis	3							60
5	Fundamentals of Translators & Interpreters Skills	3							60
6	English for Professional Purposes								60
7	Translation								60
8	Economics/Principles of Economics	2	60	60	60	50	50	-	-
8	Microeconomics	2	60	55	55	50	50	-	-

10	Macroeconomics	3	60	55	55	50	50	-	-
11	Econometrics	3	60	-	-	-	-	-	-
12	Finance	3	55	60	55	50	50	-	-
13	Accounting Principles/ Accounting/ Accounting and Audit	3	50	55	60	50	50	-	-
14	Financial Accounting I	3	-	-	60	-	-	-	-
15	Managerial Accounting	3	-	-	60	-	-	-	-
16	Management	3	50	50	50	60	-	-	-
17	Financial Ratio Analysis	3	60	60	60	-	-	-	-
18	Business Organization	3	-	-	-	60	-	-	-
19	Entrepreneurship	3	60	-	-	-	-	-	-
20	Basics of Tourism Studies	3	-	-	-	-	60	-	-
21	Tourism Management	3	-	-	-	-	60	-	-
22	Active Tourism Techniques	3	-	-	-	-	60	-	-
23	International Tourism Geography	3	-	-	-	-	60	-	-
24	Tour Guiding	2	-	-	-	-	60	-	-
25	Tourism Marketing	4	-	-	-	-	60	-	-
26	General Psychology	3	-	-	-	-	-	60	-
27	Introduction to General and Comparative Psychology	3	-	-	-	-	-	60	-
28	Developmental and Social Psychology	3	-	-	-	-	-	60	-
29	Differential Psychology of Personality	3	-	-	-	-	-	60	-
30	Economics II	3	60	-	-	-	-	-	-
31	Applied Economics	3	60	-	-	-	-	-	-
31	Corporate Finance	3	-	60	-	-	-	-	-
33	Financial Management	3	-	60	-	-	-	-	-
34	Auditing	3	-	-	60	-	-	-	-
35	Psychological Counseling	3	-	-	-	-	-	60	-
36	Workshop on Experimental Psychology and Psychodiagnostics	4	-	-	-	-	-	60	-
37	Medical Psychology	2	-	-	-	-	-	60	-

## ENTRY REQUIREMENTS FOR INTERNATIONAL STUDENTS

HSE welcomes the great diversity of international faculty and students and we are thrilled that you are considering HSE, M. Narikbayev KAZGUU University for your education. We invite you to explore what it is like learning at the HSE and living on our campus in Astana, Kazakhstan.

### Application Timeline

International students must apply through an online application which will be open for all current and perspective undergraduate students of HSE from July 1<sup>st</sup> to October 1<sup>st</sup> (Spring Semester) and from January 1<sup>st</sup> to May 1<sup>st</sup> (Fall Semester). Your application will go through competitive selection criteria. Students who are best academically qualified will be eligible to enroll. GPA and Language requirements are main objectives of academic qualification.

Students should contact with an advisor before the application deadline in order to clarify the transfer credits and the courses.

### English Language Requirements

If English is not your first language, it is essential that your English language skills are good enough for you to take an intensive and challenging academic course that is taught and examined in English. Therefore, you may be asked to achieve one of the formal qualifications listed below as part of the conditions of your offer\*.

- **IELTS** –a minimum overall grade of 5,0
- **TOEFL IBT**- a minimum 75 points



- **TOEFL PBT** – a minimum 500
- **English: Proficiency** – grade A or B.
- **SAT:** at least 650 score

*\*If you don't have one of these formal qualifications but you are currently being taught in English, please contact one of the advisors for advice.*

#### **Credential Evaluators**

HSE requires the official status of your school and need to verify the authenticity of documents such as:

- transcripts (A copy of the original transcripts should accompany the translation)
- two recommendation letters
- Personal Statement (500 words)

#### **Visa Information**

Advisory Office and the Student Service will provide detailed information to the international applicants.

#### **Proof of Financial Support**

Students should provide a Certified bank Statement in English verifying that they have sufficient funds available for their education.

#### **Medical Care & Health Insurance**

All students who decided to enrol to HSE, M. Narikbayev KAZGUU University must submit a completed health history form through Student Health Centre.

HSE requires international undergraduate students to purchase health insurance.

#### **Campus Accommodation**

If you are one of the enrolled students and you are planning to stay on campus, it is better to book a room in advance to make sure it suits your requirements before you arrive.

For more information on booking the room, please contact the Centre of Student Affairs.

## **UNDERGRADUATE ACADEMIC COURSE LOAD**

According to the Academic Calendar every student registers online for the Fall/Spring Semester in the AIS Platonus in order to assign the individual credit load. Table 12 demonstrates the undergraduate credit load per semester.

**Table 12.** The required number of credits per semester.

No	Semester	Minimum number of ECTS/credits	Maximum number of ECTS/credits
1	1 – 7	20/12	36/22
2	8	0	15/9 <sup>1</sup>
3	Winter/ Summer School	0	10/6 <sup>2</sup>

Based on the credits acquired early by the undergraduate students who retake the 7th or 8th semester classes, the cumulative number of credit load must be determined on the individual basis.

If the student does not register for the minimum number of credits per semester and does not take academic leave, he/ she can be expelled from the University according to the academic failure.

<sup>1</sup> Individual cases are considered by the Academic Quality Committee of Higher School of Economics.

<sup>2</sup> Students who enrolled in the military department are not allowed to register for more than 4 credits during the military service.

## **PART III THE HSE ALUMNI CLUB BY LAWS**

### **General Provisions**

"Higher School of Economics Alumni Club, M. Narikbayev KAZGUU University", hereinafter referred to as "Club", is a voluntary association created on the basis of joint activity of graduates, students, teachers and administration of the HSE (the School). The club carries out its activities in Astana city for an indefinite period of time.

Club Activities are based on the principles of equality of its members, voluntariness, transparency and legality.

### **Goals and Objectives of the Club:**

- improving competitiveness and attractiveness of education provided by the HSE;
- development and strengthening of traditions, values, norms of corporate culture of the Schools;
- comprehensive assistance in the development of HSE as the leader of economic education;
- enhancing the role of the School on the national and international scene of education;
- providing all possible support to graduates in enhancing their social status and assistance in achieving their success in various professional fields;
- involving graduates in decision-making on strategic directions of development of the School and the University;
- promoting vocational training and re-training of alumni, students and faculty of the School;
- organization of receptions, presentations, press conferences, guest lectures, and reunions of the HSE;
- participation in scientific conferences, seminars, competitions held within the HSE;
- rendering students in work experience internship, job search, conducting "round tables", seminars, discussions in order to share experience;
- participation in the learning process: delivering lectures, conducting seminars on subjects covered in the specialties curriculum;
- assistance in attracting sponsorship.

### **Members of the club**

The graduates of the HSE of M. Narikbayev KAZGUU University who acknowledge the Charter and participate in the activities of the Club may become members of the Club.

#### ***Club members have the right to:***

- participate in the activities of the Club;
- receive information about activities involved in the development of core activities, plans and programmes of the Club;
- submit proposals for improving the Club to the Club Council;
- voluntarily withdraw membership by notifying the Club Council in written form.

#### ***Club members are required to:***

- comply with the requirements of the Charter;
- participate in the events organized by the Club.

***The highest governing body*** of the Club is the Club Council. The Meeting is convened at least 1 time per year.

The Council consists of a maximum of 15 members, including:

- 4 representatives of the HSE;
- 11 representatives from Alumni.

Representatives of the HSE include:

1. The Director of the Higher School of Economics
2. The head of the Department "Finance, Accounting and Auditing"
3. The head of the Department "Economics, Management and Tourism"
4. The Head of the Department "Social and Psychological Studies"
5. The Head of the Department "Translation Studies"

Representatives of alumni are the bodies who are supportive of the goals and activities of the Club Council. Additional meetings of the Council may be convened at the discretion of the Chair. One third of the members of the Council shall constitute a quorum.

## PART IV THE PROGRAMMES OF THE HSE

### GUEST LECTURERS OF THE LEADERSHIP DEVELOPMENT PROGRAMME

The HSE invites Guest Lecturers minimum once a week within the Leadership Development Programme. The list of Guest Lecturers includes company representatives, public authorities, and international professors from the areas related to the students' fields of study. The examples include:

Guest Lecturer	Position
<b>John R. Grizz Deal</b>	Executive Chairman& CEO, IX Power LLC and IX Power, Limited
<b>Alexander Dawoody</b>	Associate Professor of Public Policy and Administration at Marywood University in Pennsylvania. Ph.D. in Public Affairs and Administration from Western Michigan University, USA. MS of Philosophy, Education, Health Administration and Public Administration. President of the Association for Middle Eastern Public Policy and Administration
<b>Cihan Cobanoglu</b>	McKibbon Endowed Chair & Director of M3 Centre. College of Hospitality and Tourism Leadership. USF Sarasota-Manatee.
<b>J. Kent Ford</b>	President, Tornado Business Solutions, LLC, Barefoot Adventures, LLC
<b>Bill Hogg</b>	Certified Public Accountant, Licenced Stockbroker
<b>Kevin Rogers</b>	MBA, Counsellor / Life Coach
<b>Timothy David Cronin</b>	EAP Teaching Fellow, Nazarbayev University
<b>Asset Irgaliyev</b>	Deputy Chairman of the Board, Economic Research Institute
<b>Almas Aidarov</b>	Deputy Chairman of the Board, KAZNEX INVEST
<b>Medeu Tuzelbayev</b>	Director, Department of Audit and Control, JSC "KazPost"
<b>Gabit Lesbekov</b>	Managing Director – Member of the Board, Entrepreneurship Development Fund "DAMU"
<b>Laura Galiyeva</b>	Founder, Tour Operator KAZUNION
<b>Aizhan Samambayeva</b>	PhD, Deputy Director, Analytical Centre, Economic Research Institute
<b>Marat Birimzhan</b>	Business Consulting for the Oil and Gas Industry MA in Oil and Gas Company Management, University of Aberdeen
<b>Aset Dautov</b>	Head, Expert Group "ADK Project"
<b>Sayasat Nurbek</b>	Director, Institute for Public Policy "Nur Otan"
<b>Yerlan Askarbekov</b>	Vice President, Club "PR-shy"
<b>Azamat Nurseitov</b>	Director, Centre for World Economy and Integration Research
<b>Ardak Beisenova</b>	Head, Centre of the World Economy and Integrative Research
<b>Askhat Serikbekuly</b>	Financial Management and Investment Managing Partner, UP Consulting LLP
<b>Aizhan Izakova</b>	CEO, Research Centre of Personal Development "Talent Management"
<b>Gulzhan Abilova</b>	Director, "AudBukh" LLP
<b>Bakhytgul Khambar</b>	Director, Centre for Strategic and Economic Studies
<b>Akmaral Naizabekova</b>	Managing Director, Practice of Leadership and Corporate Governance "Human Capital Lead"
<b>Akhmet Ishmukhamedov</b>	Managing Partner, SAUWAT STRATEGY
<b>Baurzhan Arenov</b>	Manager-psychologist, Department of Student Affairs, Nazarbayev University
<b>Meiram Islam</b>	Simultaneous Interpretation Department, MFA, Kazakhstan
<b>Vladimir Poshatylyuk</b>	Trainer and Supervisor, Association of Psychologists of Kazakhstan
<b>Aigerim Mukhamejanova</b>	Executive Director of the Tourism Capital Association
<b>Aigul Dyusembayeva</b>	Senior Manager-psychologist, Department of Student Affairs, Nazarbayev University
<b>Ildar Valiulov</b>	Business-trainer, Consultant

<b>Tatyana Kemaikina</b>	President, Foundation "Laboratory of socio-psychological measurements "Sphere"
<b>Arman Aubakirov</b>	Entrepreneur, Founder, "Work&Study Abroad" Agency, Business Consultant, Investor
<b>Ablay Yussupov</b>	Founder, Educational Centre "Top Generation Group" Founder & Director, School of Business "Upgrade"
<b>Magzhan Tleukhanov</b>	Co-founder, School of Business "Upgrade" Founder, Consulting Company "Tender First"
<b>Birzhan Ashim</b>	Co-founder, School of Business "Upgrade" Project Manager "So far all in MEGA"

## **INTERNSHIP PROGRAMME**

### **\*INTERNSHIP POLICY**

#### **A. Introduction**

To facilitate the transition from academic study to a professional career, CDCC joins in partnership with the business community to provide the final learning experience, the internship, for the student. The internship is an opportunity to transfer and apply the knowledge and theory gained in the classroom to actual business setting. The best way to learn to function as a professional is to work as a professional in the field. In this setting, the student can practice skills, apply knowledge, and test theories and concepts under the guidance and supervision of experienced professionals. The internship provides students with an opportunity to grow professionally, identify personal strengths and weaknesses, apply learned theory to practical situations, and gain an appreciation of the role, duties, and responsibilities of the work that the student has chosen as a career. The internship is designed cooperatively by CDCC, the university faculty, field professionals, and the student to provide an experience that is mutually beneficial to both the Intern and the organization. Internship supervisors within the organization become the final link in the development of the Intern as a new professional. This partnership creates the ultimate educational experience.

#### **B. Objectives of the Internship**

The purpose of the internship programme is to provide the student (future professional) with a wide-ranging practical experience in a setting where learning is the primary objective of the experience. Therefore the basic purposes of the internship are:

FOR THE STUDENT: to complete his/her professional preparation programme in supervised field experience.

FOR THE UNIVERSITY: to support and guide the student through the experience while the student applies theoretical knowledge to practice.

FOR THE ORGANIZATION: to provide a comfortable work environment for the experience as well as professional mentorship.

At the end of the internship experience, it is expected that student achieve following outcomes:

1. Systematize and consolidate knowledge obtained during the training period.
2. Identify and analyse basic supervision concepts.
3. Apply professional management skills and meet performance standards of the profession.
4. Apply basic concepts of management and administration.
5. Acquire knowledge of professional competencies needed to succeed in the field.

#### **C. Description of Internship placement process**

In the beginning of the fall semester, an Internship Placement Process Orientation is held to inform senior students of the internship requirements and the placement process procedures. Additional information is available on HSE website in CDCC section. Following this meeting, students are asked to complete the "Intent to Intern" form. (Available on HSE website and at CDCC office) The student is asked to list three to five potential organizations on the "Intent to Intern" form. After completing the form and

related materials, the student schedules an individual meeting with internship coordinator. At this meeting the student's internship eligibility is determined and possible internship organizations are selected which will meet the student's professional development objectives. If student desire to seek internship organization individually, he/she must receive formal approval from internship coordinator CDCC to contact the potential agencies and set up interviews. CDCC coordinator contacts each of the identified and approved organizations and checks to see if the organization is willing to accept an Intern. If these conditions are met, CDCC makes an interview appointment if necessary by the organization. If required by the organization, student meets with organization HR representative to determine the most appropriate internship. When the Internship Coordinator and student have made the final organization selection, contracts are prepared by the Corporate Development and Career Centre and signed by the student, the organization representative, and the Internship Coordinator. Then and only then is student internship placement process officially complete.

Step 1. Complete the Intent to Intern Form

Step 2. Student meets with the HSE Internship Coordinator

Step 3. A Contract between the receiving organization, HSE and an Intern is prepared and signed

#### **D. Student eligibility requirements**

Higher Schools of Economics students are required to complete and pass exam session in order to be eligible for an internship. The following procedures, tasks are to be used in preparation for internship placement. It is the student's responsibility to ensure that all procedures have been followed and that deadline dates have been met.

Each student should:

1. Pass all exams;
2. Attend "A" Step to Successful Career Programme - get a certificate;
3. Choose internship organization;
4. Sign documents with CDCC and Organization;
5. Attend 10 weeks of internship at the organization;
6. After completing internship hours, each student required to write a report and support it with all necessary information;
7. Present internship result report to the university committee;

Result report must be approximately 20-30 pages length and should be written in accordance with state standard.

Committee members make a decision after reviewing internship report of each student and grade it.

Standard evaluation criteria of the report are:

- \* The level of student theoretical understanding of the goals, objectives, contents, methods of the organization;
- \* Quality of the internship results report;
- \* The extent and quality of the professional skills acquired by the student;
- \* The level of professional conclusions and recommendations made by the student during the internship.

\*Note: Internship grade marks separately in the transcript.

#### **E. Organization eligibility requirements**

To ensure appropriate internship placement, the organization must meet the following requirements:

1. Be approved by HSE CDCC, student's Faculty Intern Advisor, Internship Coordinator, & Department;
2. Be a work setting environment with clear job responsibilities applicable to employment duties;
3. Provide an intern supervisor with qualifications;
4. Provide supervision and mentorship contributing to professional development;
5. Provide opportunities to participate, observe, and learn corporate culture of the organization;
6. Be willing to participate in the Intern evaluation process;
7. Be available for mentoring through ten weeks of student internship;
8. Provide resources necessary to support intern in the satisfactory completion of his or her goals and objectives, and the completion of assigned duties/tasks (e.g., equipment, materials, work space);

### **F. Internship Learning Outcomes**

- Apply academic knowledge in a professional setting;
- The main goal of an HSE internship is to offer student an opportunity to use knowledge gained in the classroom to solve real-world problems in a professional setting;
- Gain an understanding of an organizational structure of the company, its activities, and the basic functions of production/service and management units;
- Gain experience in professional field and understanding of job responsibilities;
- Understand needs of the profession;
- Observe and understand professional organizational culture;
- Learn corporate dynamics, decision-making process, power-sharing and distribution, colleagues' interaction;
- Outline professional goals and learning outcomes;
- Develop skills of self-assessment-identification of new areas for growth;
- Develop a mentoring relationship with professional network;
- Practice communication skills: learn to listen, accept criticism and utilize feedback.

*\* Part of internship learning outcomes, CDCC utilizes - «A» Step to Successful Career programme This seminar is for graduates of the Higher School of Economics and is aimed to develop the skills of successful positioning and promotion in the job market. The programme helps students prepare for the job hunting process and develops the necessary skills such as time management, interview preparation, CV/cover letter writing tips, presentations, etc. Participants of the programme receive a certificate of attendance and an additional credit towards Internship grade.*

### **G. Transfers/Termination**

In rare circumstances, an Intern will be allowed to transfer or terminate an internship placement. This action will be taken only with the final approval of the CDCC Chair and HSE Chair after meeting with the Intern, Faculty Supervisor, and Organization Supervisor and only after it is agreed that it is in the best interest of all those involved.

### **H. Intern compensation**

It is the Department's philosophy that a high degree of professionalism must be maintained in the Internship programme. We believe that this attitude is maintained by a strong professional commitment and a close working relationship between and among the Intern, the Organization, and the CDCC and faculty. We also believe that this idea can best be accomplished by a voluntary commitment on the part of the Intern; at the same time, though, we recognize the financial obligation required of Interns. Therefore, the following policy is established:

*Higher School of Economics CDCC allows an Intern the opportunity to receive compensation from the Organization during Internship. Possible compensation shall be negotiated between the Intern and the Organization during the contracting signing phase and shall be clearly stated on the Intern Contract and approved by the CDCC. Although recognizing that compensation is an arrangement between the Intern and Organization, HSE CDCC reserves the responsibility to ensure that the Internship experience fulfils the goals and expectations of the Department. If a problem arises, the Department may transfer an Intern to another organization or cancel university credit for the internship.*

### **\*INTENT TO INTERNSHIP FORM**

**Directions: Fill out the form and submit it by October 1<sup>st</sup> of the senior year. Current resume must accompany your application.**

*Please Note: Applications are to be returned to the CDCC, office 206.*

1. Name: \_\_\_\_\_
2. Phone number/email address: \_\_\_\_\_
3. Major: \_\_\_\_\_
4. Date of internship: \_\_\_\_\_
5. Please list 1-3 places where you would like to intern:

- a. \_\_\_\_\_  
 b. \_\_\_\_\_  
 c. \_\_\_\_\_
6. List your internship advisor: \_\_\_\_\_
7. Please list your areas of interest according to your major field.

## A-STEP TO GRADUATE PROGRAMME

A-Step to Graduate Programme is a unique programme of the Higher School of Economics for graduate students. This programme helps to develop skills of successful positioning and promotion in the labour

**OFFICE USE ONLY**    \_\_\_\_\_ Approved    \_\_\_\_\_ Not approved (comments): \_\_\_\_\_  
 Date student contacted: \_\_\_\_\_    "A" Step to Successful Career    Yes    No  
 CDCC signature: \_\_\_\_\_

market. The programme prepares students for the job search process and helps to develop necessary skills such as time management, interview skills, presentation skills, etc. Participants of the programme receive a certificate of attendance on lectures and an additional mark in a diploma.

## MINOR IN MARKETING

Marketing minor program is developed to provide a full set of fundamental skills and work place competencies essential for success. Student will learn theoretical foundations of marketing communications, marketing research, brand management.

**Learning outcomes:**

The graduates of the program should be able to:

- Apply marketing concepts, tools and techniques for problem solving and decision making
- Address issues related to marketing communications, marketing research, brand management, consumer behavior
- Demonstrate competence and creativity in originating and integrating ideas related to the managerial problems
- Collect, analyze, appraise and present information in a way that contributes to the problem solving
- Evaluate effectiveness and impact of the marketing programs
- Demonstrate communication, team-working and management skills
- Apply principles of integrity and ethics within business environment
- Develop transferrable intellectual and study skills

**Entry Requirements:**

- Student should be a 2nd, 3rd or 4th level student of KAZGUU University
- Minimum level of GPA required to enter the programme is 2.67
- Student should select all courses from the required courses list and any 2 courses from the elective courses list

**Exit Requirements:**

- Student should earn 25 credits or 25 ECTS
- Minimum level of GPA required to graduate from the programme is 2.67
- If student doesn't meet exit requirements he will not be able to receive the certificate.

**Content**

Course Code	Name	Number of credits
Required		



MKT2201	Principles of Marketing	5
MKT3203	Integrated Marketing Communications	5
MKT4209	Digital Marketing	5
<b>Electives</b>		
MKT4205	Consumer Behavior	5
MKT4204	Brand Management	5
MKT4206	Advertising Strategy and Promotion	5
MKT4210	Strategic Marketing	5
MKT3207	Services Marketing	5
MKT4211	Fundamentals of Selling	5
PRC3301	PR	5
MKT4213	Product Management	5

Certification Program Education is not more than 5 years.

Credits on the studied discipline in the framework of the certification program can be graded to specialties in accordance with the M. Narikbayev KAZGUU University academic program within 5 years from the date of registration to the discipline. If this period has expired, the final mark in the discipline is not valid and the student has study it again to obtain credits in the discipline.

## **MINOR IN BUSINESS AND LAW**

**THE PROGRAMME AIMS** to develop a new generation of tomorrow's leaders and lawyers who will be able to:

- apply knowledge and skills to legal support of companies' activities, resolve of corporate interests conflicts and risks
- understand the present global challenges and trends of the industries
- implement knowledge and skills necessary to develop the relationship in the framework of international organizations and companies
- provide effective legal aspects consultancy and business solutions
- understand and inspire employees, provide with
- understand personal capacities of effective leaders

**BENEFITS OF ATTENDING:**

- develop organizational plans for improving organizational leadership performance
- mastering skills for identifying organizational weaknesses in terms of understanding its legal environment
- explore insights of organizational performance

**PROGRAMME DESCRIPTION:**

- The following elective courses are available for the current 3<sup>rd</sup>-4<sup>th</sup> year students and all perspective participants both in terms of their academic programme and on commercial basis as well.
- In order to earn **an undergraduate degree** the participants must complete 240 ECTS/240 credits.

Upon the completion of the programme students will be awarded a CERTIFICATE IN BUSINESS AND LAW. The certificate is awarded upon completion of five courses. Students must earn 25 credits or 25 ECTS. Each course will carry 5 credits (5 ECTS). Minimum level of GPA required to graduate from the programme is 2.67. In case if students gain less than GPA 2.67 the certificate will not be awarded towards the degree.

**ELIGIBILITY:**

- The programme is open for all 3<sup>rd</sup> and 4<sup>th</sup> level students of M. NARIKBAYEV KAZGUU UNIVERSITY
- The introductory course will be offered for the 1<sup>st</sup> year students
- The HSL students will be required to select at least three courses from the HSE courses list
- The HSE students will be required to select at least three courses from the HSL courses list



- Graduate students are also eligible for the programme; however none of the courses will be counted towards their degree requirements.

**COURSE PREREQUISITES:**

- Course prerequisites are to be defined by respective schools.

**International Business Module** will not require prerequisites, however, the level of English required will be equivalent to IELTS 4 or Intermediate level

**COURSE WAIVERS:**

- Each of the courses could be treated as KAZGUU free elective (Selected Topics in..) for all 3<sup>rd</sup> and 4<sup>th</sup> year students of KAZGUU.
- The number of credits to graduate from the bachelor will remain 240 (240 ECTS).

**EXIT REQUIREMENTS:**

- Programme exit requirements will remain consistent with current policy of KAZCUU University and be a GPA of 2.67.
- Upon the completion of the programme students will be rewarded a Certificate in Business and Law.

**FINANCE AND LAW**

Module	Code	Course	Credit/ECTS	Language	Required conditions
Finance and Law*	<b>HSL Courses</b>				
	ACC 2301	1. Principles of Accounting	5	ENG	B-, 75%, 2.67
	FIN 2301	2. Principles of Finance	5		
	FIN 3206	3. Taxation	5		
	<b>HSE Courses</b>				
	KP 3208(PRL)	Business Law	5 (6 <sup>th</sup> Sem)	ENG/ KAZ/ RUS	B-, 75%, 2.67
	TP 2206 (PRL)	Labour Law	5 (4 <sup>th</sup> Sem)		
FNPRK 3210(FIN)	Financial and Tax Law	5 (6 <sup>th</sup> Sem)			
<i>*Students must follow the above-mentioned order of the courses</i>					

**Learning Outcomes:**

- Students will be able to demonstrate knowledge and skills necessary to make informed decisions with regard to legal and financial aspects of an organization;
- Students will be able to demonstrate knowledge and skills necessary to legal support of companies’ activities, resolve of corporate interests conflicts and risks. Students also will be able to define legal basics tax regimes and regulation of corporate labour relations.

**CORPORATE GOVERNANCE**

Module	Code	Course	Credit/ECTS	Language	Required conditions
Corporate Governance*	<b>HSL Courses</b>				
	MGT 2202	Principles of Management	5	ENG	B-, 75%, 2.67
	MGT 3301	Corporate Governance	5		
	MGT 4211	Strategic Management	5		
	<b>HSE Courses</b>				
	KP 3208(PRL)	Business Law	5 (6 <sup>th</sup> Sem)	ENG/KAZ/ RUS	B-, 75%, 2.67
	TP 2206 (PRL)	Labour Law	5 (4 <sup>th</sup> Sem)		
FNPRK3210(FIN)	Financial and Tax Law	5 (6 <sup>th</sup> Sem)			
<i>*Students must follow the above-mentioned order of the courses</i>					

**Learning Outcomes:**

- Students will be able to demonstrate competencies needed to assess internal mechanisms and legal framework of corporate governance established to regulate relations between shareholders, boards, executive management and other stakeholders;

- Students will be able to demonstrate knowledge and skills necessary to legal support of companies' activities, resolve of corporate interests conflicts and risks. Students also will be able to define legal basics tax regimes and regulation of corporate labour relations.

#### BUSINESS ETHICS AND LAW

Module	Code	Course	Credit/ECTS	Language	Required conditions
Leadership*	<b>HSL Courses</b>				
	BUS 3204	Business Ethics	5	ENG	B-, 75%, 2.67
	MGT 3203	Leadership	5		
	MGT 3305	HR Management	5		
	<b>HSE Courses</b>				
	KP 3208(PRL)	Business Law	5 (6 <sup>th</sup> Sem)	ENG/KAZ/ RUS	B-, 75%, 2.67
	TP 2206 (PRL)	Labour Law	5 (4 <sup>th</sup> Sem)		
FNPRK3210(FIN)	Financial and Tax Law	5 (6 <sup>th</sup> Sem)			
<i>*Students must follow the above-mentioned order of the courses</i>					

#### Learning Outcomes:

- Students will cover the basics of leadership theory from the perspective of business ethics emphasizing the importance of it for the leader. Students will also be able to apply gained knowledge and competencies in managerial decision making;
- Students will be able to demonstrate knowledge and skills necessary to legal support of companies' activities, resolve of corporate interests conflicts and risks. Students also will be able to define legal basics tax regimes and regulation of corporate labour relations.

#### INTERNATIONAL BUSINESS AND LAW

Module	Code	Course	Credit/ECTS	Language	Required conditions
International Business*	<b>HSL Courses</b>				
	ECN 3201	International Economics	5	ENG	B-, 75%, 2.67
	BUS 2203	International Business	5		
	IR 3201	International Relations	5		
	<b>HSE Courses</b>				
	PMO 3303(IL)	Law of International Organizations	5 (6 <sup>th</sup> Sem)	ENG	B-, 75%, 2.67
	MTP 3301 (IEL)	International Trade Law	5 (6 <sup>th</sup> Sem)		
PNEO 3302(IEL)	Law of the Supranational Economic Organizations	5 (6 <sup>th</sup> Sem)			
<i>*Students must follow the above-mentioned order of the courses</i>					

#### Learning Outcomes:

Students will be able to:

- apply knowledge of international politics and economics, legal and cross-cultural environment;
- analyse, assess and promote international market development strategies;
- demonstrate knowledge of the legal and institutional framework of international economic relations
- demonstrate knowledge of the legal regulation of international business
- acquire the skills of filing and organizing documents in the framework of international business
- possess the skills of drafting and concluding the international commercial contracts

- participate in the international arbitration proceedings as a representative of the parties of the arbitrator
- provide the professional consulting services to individuals and companies engaged in the international business activities.

### **BUSINESS AND LAW FOR TRANSLATORS**

Module	Code	Course	Credit/ ECTS	Language	Required conditions
Business for Translators	<b>HSL Courses</b>				
	BUS 3204	Business Ethics	5	ENG	B-, 75%, 2.67
	MGT 3203	Leadership	5		
	ECN 3201	International Economics	5		
	<b>HSE Courses</b>				
	PMO 3303 (IL)	Law of International Organizations	5 (5 <sup>th</sup> Sem)	ENG	B-, 75%, 2.67
OAP 3209 (PRL)	Basics of English Law	3/3 (6 <sup>th</sup> Sem)			
<i>*Students must follow the above-mentioned order of the courses</i>					

#### **Learning Outcomes:**

- Students will be able to demonstrate and accumulate key knowledge approaches of theories and concepts of both business and legal aspects from national and international perspectives. Students will also analyse the certain economic, cross-cultural and legal phenomena to enhance an understanding of the emerging issues;
- Students will be able to demonstrate knowledge and skills necessary to establishment of relations in the framework of international organizations and companies.

Certification Program Education is not more than 5 years.

Credits on the studied discipline in the framework of the certification program can be graded to specialties in accordance with the M. Narikbayev KAZGUU University academic program within 5 years from the date of registration to the discipline. If this period has expired, the final mark in the discipline is not valid and the student has study it again to obtain credits in the discipline.

## **MINOR IN BUSINESS AND MANAGEMENT ACCOUNTING**

### **PROGRAMME DESCRIPTION**

Managers use the provisions of accounting information in order to better inform themselves before they decide matters within their organizations, which aids their management and performance of control functions. Minor in management accounting gives a student an opportunity to be prepared for the position which may involve managerial decisions. Students will be able to utilize different tools and techniques to manage and control the company's performance.

At the end of the program students should be able to:

- Use strategic planning and control models to plan and monitor organizational performance.
- Assess and identify key external influences on organizational performance.
- Identify and evaluate the design features of effective performance management information and monitoring systems.
- Apply appropriate strategic performance measurement techniques in evaluating and improving organizational performance.
- Advise clients and senior management on strategic business performance evaluation and on recognizing vulnerability to corporate failure.

The program is divided into two modules upon the completion of which as well as successful passing of applicable exams at the end of each module students will receive a Certificate in Business Accounting and a Diploma in Management Accounting.

**ENTRY REQUIREMENTS:**

- Student should be a 3<sup>rd</sup> or 4<sup>th</sup> level student of M. Narikbayev KAZGUU University.
- Student should finish 6 core courses for Certificate in Business Accounting and 6 core courses and 6 required elective courses for Diploma in Management Accounting.

**EXIT REQUIREMENTS:**

- Student should earn 88 credits or 88 ECTS.
  - Minimum level of GPA required to graduate from the programme is 2.67.
- If student doesn't meet exit requirements he will not be able to receive the certificate.*

Code	Course	Credit/ ECTS	Language	Core/Elective
<b>Module 1: Certificate in Business Accounting</b>				
ACC2201	Principles of Accounting (Prerequisites: Principles of Economics)	5	ENG	CORE
ACC2303/ 3203	Financial Accounting I (Prerequisites: Principles of Accounting)	5	ENG	CORE
ECN2204	Microeconomics (Prerequisites: Principles of Economics)	5	ENG	CORE
ECN2205	Macroeconomics (Prerequisites: Principles of Economics)	5	ENG	CORE
ACC3307	Managerial Accounting (prerequisite: Principles of Accounting)	5	ENG	CORE
CBL4401/ 3301	Corporate & Business Law	5	ENG	CORE
<b>Module 2: Diploma in Management Accounting</b>				
MKT2201	Principles of Marketing (Prerequisites: Principles of Microeconomics)	5	ENG	CORE
MGT2202/ 2302	Principles of Management (Prerequisites: Principles of Economics)	5	ENG	CORE
ACC3304/ ACC3204	Financial Accounting II (Prerequisites: Financial Accounting I)	5	ENG	CORE
FIN3306/ 3206	Corporate Finance (Prerequisites: Principles of Finance, Principles of Accounting)	5	ENG	CORE
ACC4312/ 4212	Financial & Tax Reporting (Prerequisites: Financial Accounting I, Financial Accounting II, Taxation)	5	ENG	CORE
GED1104	Managing Technology & Information	5	ENG	CORE
FIN3308/ 3208/ 4208	Financial Management (Prerequisites: Corporate Finance)	5	ENG	ELECTIVE
MGT3212/ 3204	Operations Management (Prerequisites: Principles of Management)	5	ENG	ELECTIVE
MGT3305/ 4304	Human Resource Management (prerequisite: Principles of Management)	5	ENG	ELECTIVE
FIN4212/ 4312	Financial Risk Management (Prerequisites: Financial Management)	5	ENG	ELECTIVE
ACC4311	Advanced Managerial Accounting/ Managerial Analysis (prerequisites: Managerial Accounting)	5	ENG	ELECTIVE
FIN3206/ 3205	Taxation (Prerequisites: Principles of Accounting, Principles of Finance)	5	ENG	ELECTIVE

Certification Program Education is not more than 5 years.

Credits on the studied discipline in the framework of the certification program can be graded to specialties in accordance with the M. Narikbayev KAZGUU University academic program within 5 years from the date of registration to the discipline. If this period has expired, the final mark in the discipline is not valid and the student has study it again to obtain credits in the discipline.

## **MINOR IN INTERNATIONAL RELATIONS**

The Certificate Programme in IR is open for students of HSE and HSL. The students will acquire theoretical perspectives and empirical knowledge on contemporary international political, security and economic relations. They will also acquire interdisciplinary skills to understand main events in contemporary world politics and to analyze main factors influencing decisions of State and non-State actors in global and regional settings. Analytical skills and knowledge obtained during the Minor program will help students to pursue successful career in international organizations, public agencies, national and international companies.

### **Learning outcomes:**

The students will be able to:

- acquire advanced understanding of main theories of International Relations
- acquire skills to analyze the most important phenomena and processes that govern international relations between states and other actors of world politics
- understand the essence of relations between states and non-state actors (EU, WTO, EAEU etc.);
- develop knowledge about main issues and challenges of global governance
- identify major instruments of foreign policy: soft power (diplomacy, foreign investment) and hard power (economic sanctions etc.);
- demonstrate abilities to provide comprehensive analysis of further changes in international relations;
- be aware of the role of a negotiator and mediator in conflict resolution by diplomatic means;
- organize work in project groups.

### **Benefits of Attending:**

- mastering skills for understanding and analyzing fundamental logic of International Relations and legal environment
- preparation for continuing with Master level study in the field of International Relations and International Organizations
- improving organizational leadership performance and preparation for a career in international organizations and companies

### **Programme Description**

-The following elective courses are available for the current 3<sup>rd</sup>-4<sup>th</sup> year students and all perspective participants both in terms of their academic programme and on commercial basis as well.

-In order to earn **an undergraduate degree** the participants must complete 240 ECTS/129 credits.

Upon the completion of the programme students will be awarded a CERTIFICATE IN INTERNATIONAL RELATIONS.

The certificate is awarded upon completion of five courses. Students must earn 25 credits or 25 ECTS. Each course will carry 5 credits (5 ECTS). Minimum level of GPA required to graduate from the programme is 2.67. In case if students gain less than GPA 2.67 the certificate will not be awarded towards the degree.

### **Eligibility:**

- The programme is open for all 3<sup>rd</sup> and 4<sup>th</sup> level students of M. NARIKBAYEV KAZGUU UNIVERSITY
- The introductory course will be offered for the 1<sup>st</sup> year students
- The HSE & HSL students will be obligatory to select two courses from the required courses list
- The HSE & HSL students will be required to select at least three courses from the elective courses list

- Graduate students are also eligible for the programme; however none of the courses will be counted towards their degree requirements.

**International Relations Module** will not require prerequisites, however, the required level of English will be equivalent to IELTS 5 or Upper-Intermediate level

**Course waivers:**

- Each of the courses could be treated as KAZGUU free electives for the 3<sup>rd</sup> - 4<sup>th</sup> year students of M. Narikbayev KAZGUU University.
- The number of credits to graduate from the bachelor will remain 240 (240 ECTS).

**Exit requirements:**

- Programme exit requirements will remain consistent with the current policy of KAZUU University and a GPA of 2.67.
- Upon the completion of the programme students will be awarded a CERTIFICATE IN INTERNATIONAL RELATIONS.

**Programme Content**

This programme gives you an introduction to the basic knowledge and concepts of IR. It will also introduce key theoretical approaches to the study of IR. It provides the foundational and historical background of IR. It examines the structure of IR through different approaches and analysis of national and international materials. Students shall take the “IR3201<sup>3</sup>/Fundamentals of International Relations course as required one and pass it with the grade not less than B-. In order to be certified the participants must take two required courses and three electives from the list. All participants of this course are obliged to take Capstone Project course as a final. The research should culminate both in a written report and an oral presentation. The capstone project can be considered as your Bachelor Thesis.

Course Code	Name	Number of credits	ECTS	Language	Required		
<b>Required Courses</b>							
IR 3201	Fundamental Theories of International Relations	5	5	ENG	B-, 75%, 2.67		
ECN 3208	Global Economy	5	5				
BUS 3303	International Business	5	5				
IR 3203	Globalization and International Organizations	5	5				
<b>Elective Courses</b>							
BUS 3204	Business Ethics	5	5				
MGT 3203	Principles of Leadership	5	5				
BUS 3201	Business Communications	5	5				
IR 3305	Contemporary International Relations in Asia-Pacific and Eurasia	5	5				
IR 3306	Regionalism in World Politics	5	5				
IR 3304	Negotiations and Public Diplomacy	5	5				

Certification Program Education is not more than 5 years.

Credits on the studied discipline in the framework of the certification program can be graded to specialties in accordance with the M. Narikbayev KAZGUU University academic program within 5 years from the date of registration to the discipline. If this period has expired, the final mark in the discipline is not valid and the student has study it again to obtain credits in the discipline.

<sup>3</sup> In accordance with the State Compulsory Standards of Higher and Postgraduate Education of the Ministry of Education and Science the unified system of coding is used. It consists of four figures. The first figure of the code indicates the year of study, the second figure indicates the course level (General Education/Business Core/Major).

## MINOR IN PUBLIC RELATIONS

The Certificate Programme in PR is written for prospective and current students of HSE and HSL. In this programme students will study fundamental theoretical knowledge in the field of public relations, including the basics of communication theory, mass media, reputation management, the principles of media relations, government relations, internal and external corporate communications, PR in crisis situations. During the course, students will examine and analyze cases of local and international companies in the field of public relations and corporate communications.

### LEARNING OUTCOMES:

The students will be able to:

- Participate in the development and implementation of public relations strategies in government, commercial, non-profit organizations and media
- Participate in the creation of an efficient communication infrastructure of an organization, ensuring internal and external communications, building and maintaining a corporate culture
- Plan and carry out PR-campaigns
- Interact with the media
- Effectively use communication skills in their activities

### BENEFITS OF ATTENDING:

- Obtaining basic skills in public relations
- Studying practical experiences of local and international companies
- Obtaining skills of mass, business and personal communications

### PROGRAMME DESCRIPTION

- The following elective courses are available for the current 3<sup>rd</sup>-4<sup>th</sup> year students and all perspective participants both in terms of their academic programme and on commercial basis as well.

- In order to earn **an undergraduate degree** the participants must complete 240 ECTS/240 credits.

Upon the completion of the programme students will be awarded a CERTIFICATE IN PUBLIC RELATIONS.

The certificate is awarded upon completion of five courses. Students must earn 25 credits or 25 ECTS. Each course will carry 5 credits (5 ECTS). Minimum level of GPA required to graduate from the programme is 2.67. In case if students gain less than GPA 2.67 the certificate will not be awarded towards the degree.

### Eligibility:

- The programme is open for all 3<sup>rd</sup> and 4<sup>th</sup> level students of M. NARIKBAYEV KAZGUU UNIVERSITY
- The HSE & HSL students will be obligatory to select two courses from the required courses list
- The HSE & HSL students will be required to select at least three courses from the elective courses list
- Graduate students are also eligible for the programme; however none of the courses will be counted towards their degree requirements.

**Public Relations Module** will not require prerequisites, however, the required level of English will be equivalent to IELTS 5 or Upper-Intermediate level

### Course waivers:

- Each of the courses could be treated as KAZGUU free electives for the 3<sup>rd</sup> - 4<sup>th</sup> year students of M. Narikbayev KAZGUU University.
- The number of credits to graduate from the bachelor will remain 129 (240 ECTS).

### Exit requirements:

- Programme exit requirements will remain consistent with the current policy of M. Narikbayev KAZGUU University and a GPA of 2.67.
- Upon the completion of the programme students will be awarded a CERTIFICATE IN PUBLIC RELATIONS.

### Programme content

This programme provides a relevant, fundamental and systematic knowledge in the field of public relations. It covers the basics of mass communications, reputation management, internal and external corporate communications. The program examines the issues of interaction with the media,



government agencies, the public in a professional manner, taking into account the best practices of local and international companies.

Students shall take the Public Relations course as required one and pass it with the grade not less than B-. In order to be certified the participants must take two required courses and three electives from the list. All participants of this course are obliged to take Capstone Project based on a real case. The research should culminate in a presentation.

Course Code	Name	Number of credits	ECTS	Language	Required	
<b>Required Courses</b>						
PRC 3301	Public Relations	3	5	ENG	B-, 75%, 2.67	
PRC 3302	Crisis Communications	3	5			
<b>Elective Courses</b>						
BUS 3201	Business Communications	3	5		ENG	B-, 75%, 2.67
MGT 3203	Leadership	3	5			
BUS 3204	Business Ethics	3	5			
MKT 3303	PR and Marketing Communications	3	5			

Certification Program Education is not more than 5 years.

Credits on the studied discipline in the framework of the certification program can be graded to specialties in accordance with the M. Narikbayev KAZGUU University academic program within 5 years from the date of registration to the discipline. If this period has expired, the final mark in the discipline is not valid and the student has study it again to obtain credits in the discipline.

## **MINOR IN PROJECT MANAGEMENT**

This course will introduce and overview the major topics in Project Management. Included are main stages of project management, their planning and sequence, evaluation of required resources, project organizing and monitoring, introducing changes, project commissioning.

**THE PROGRAMME AIMS** to develop a new generation of tomorrow's leaders and lawyers who will be able to:

- Understand the difference between project management of business processes management;
- Make a management decision; and the effectiveness of achieving the project objectives;
- Reduce the level of influence of risks and factors that contribute to the project of stagnation caused by the lack of professional skills and knowledge.

### **PROGRAMME DESCRIPTION:**

- The following elective courses are available for the current 3<sup>rd</sup>-4<sup>th</sup> year students and all perspective participants both in terms of their academic programme and on commercial basis as well.
- In order to earn **an undergraduate degree** the participants must complete 240 ECTS/129 credits.

Upon the completion of the programme students will be awarded a CERTIFICATE IN PROJECT MANAGEMENT.

### **ELIGIBILITY:**

- The programme is open for all 3<sup>rd</sup> and 4<sup>th</sup> level students of M. Narikbayev KAZGUU University;
- The introductory course will be offered for the 1<sup>st</sup> year students;
- The HSL students will be required to select at least three courses from the HSE courses list;



- The HSE students will be required to select at least three courses from the HSL courses list;
- Graduate students are also eligible for the programme; however none of the courses will be counted towards their degree requirements.

#### **LEARNING OUTCOMES:**

- Clearly comprehend content of the project management and its tools;
- project management enables a structured approach to achieve the strategic goals and objectives of the organization;
- Understanding the project and their interaction management processes to address the objectives of the project;
- Increase the level of competitiveness in the field of planning and project management;
- The assignment of one of the levels of knowledge - a certified expert / expert.

#### **PROGRAMME**

<b>BLOCK</b>	<b>HOURS</b>
Project Concept	4 hours
Investments	4 hours
Project Parameters	4 hours
Planning	24 hours
Strategy	4 hours
Project Management	24 hours
Legal aspects of Project Management	4 hours
Exam	2 hours

Certification Program Education is not more than 5 years.

Credits on the studied discipline in the framework of the certification program can be graded to specialties in accordance with the M. Narikbayev KAZGUU University academic program within 5 years from the date of registration to the discipline. If this period has expired, the final mark in the discipline is not valid and the student has study it again to obtain credits in the discipline.

## **MINOR IN HUMAN RESOURCES MANAGEMENT**

Development of human capital is one of the most important goals of the organization. Certificate in HRM gives a student an opportunity to be prepared for the position in human resources department. Students will be able to utilize different tools and techniques to manage employee in a way that aligns with organizational goals.

At the end of the program students should be able to:

- Address organizational challenges
- Develop strategic plans for organization with focus on human resources
- Understand business process related to organizational goals
- Evaluate the effectiveness of HRM practice
- Integrate HRM functions with organizational strategy to improve business performance
- Communicate effectively through speaking and writing skills
- Demonstrate leadership, communication, and teamwork skills

Upon the completion of the programme students will receive a certificate in Human Resources Management.

**Entry requirements:**

- Student should be a 3rd or 4th level student of M. Narikbayev KAZGUU University

**Exit requirements:**

- Student should earn 35 credits or 35 ECTS
- Student should do a 10-week internship ONLY in national JSC and international companies in HR department (rules of KAZGUU Internship policy should be applied[1]).
- Minimum level of GPA required to graduate from the programme is 2.67

*If student doesn't meet exit requirements he will not be able to receive the certificate.*

Course Code	Name	Credit/ECTS	Language	Required/Elective
MGT2302	Principles of Management	5/ 5	ENG/RUS	Required
MGT3305	Human Resources Management - HRM(prerequisite: Principles of Management)	5/ 5	ENG/RUS	Required
MGT3308	Compensation Management (prerequisite: HRM)	5/ 5	ENG/RUS	Required
MGT4312	Performance Management (prerequisite: HRM)	5/ 5	ENG/RUS	Required
MGT2201	Organizational Behaviour (prerequisite: HRM)	5/ 5	ENG/RUS	Required
TP 2206 (PRL)	Labour Law (prerequisite: HRM)	5/ 5	ENG/RUS	Required
BUS3204	Business Ethics (prerequisite: Principles of Management)	5/ 5	ENG/RUS	Required

Certification Program Education is not more than 5 years.

Credits on the studied discipline in the framework of the certification program can be graded to specialties in accordance with the M. Narikbayev KAZGUU University academic program within 5 years from the date of registration to the discipline. If this period has expired, the final mark in the discipline is not valid and the student has study it again to obtain credits in the discipline.

## **MINOR IN HOSPITALITY**

The Minor in Hospitality offers a student an opportunity to get both theoretical and practical knowledge of one of the largest industry in the world. This program is tailored to the needs and interests of the students who are interested in the hospitality management career. Program is designed in a way that helps to practice principles of hospitality within different courses and through internship.

At the end of the programme student should be able to:

- Understand the basic concepts related to hotel management
- Assess the leadership and management skills within the hospitality industry
- Perform food and beverage management skills
- Recognize various challenges of the hospitality management
- Demonstrate writing, presentation and communication skills

Upon the completion of the programme students will receive a certificate in Hospitality.

**Entry requirements:**

- The programme is open for all 2<sup>nd</sup>, 3<sup>rd</sup> and 4<sup>th</sup> level students of M. Narikbayev KAZGUU University
- Students should demonstrate a good command of the English language

- Minimum level of GPA is 2.67

**Exit requirements:**

- Student should earn 15 credits or 25 ECTS
- Minimum level of GPA required to graduate from the programme is 2.67
- Student should do an internship ONLY in international hotel chain (rules of KAZGUU Internship policy should be applied<sup>4</sup>).

**If student doesn't meet exit requirements he will not be able to receive the certificate.**

**CONTENT**

Course Code	Name	Credit/ECTS	Language
TUR3209	Hotel Management	5	ENG
TUR3311	Hotel Lodging Operations ( <i>prerequisite: Hotel Management</i> )	5	ENG
TUR4318	Food, Beverage, & Catering Operations ( <i>prerequisite: Hotel Management</i> )	5	ENG
TUR3208	Event Management	5	ENG
TLRN 2203	Second Foreign Language (German, French, Spanish, Chinese, Italian) A1A2	5	
Internship in Hotel (after completion of the TUR3209, TUR3311, TUR4318, TUR3208)			

**Internship in Hotel**

The purpose of the internship programme is to provide the student (future professional) with a wide-ranging practical experience in a setting where learning is the primary objective of the experience.

Certification Program Education is not more than 5 years.

Credits on the studied discipline in the framework of the certification program can be graded to specialties in accordance with the M. Narikbayev KAZGUU University academic program within 5 years from the date of registration to the discipline. If this period has expired, the final mark in the discipline is not valid and the student has study it again to obtain credits in the discipline.

## **MINOR IN INFORMATION TECHNOLOGY**

Information Technology is used in every field from biology to economics. It is transforming the way business and society operates. Having advanced IT skills will help students become better professionals by performing their jobs more effectively. The Minor in Information Technology can offer students the opportunity to attain essential IT knowledge and skills that will give them an advantage in the chosen field of study. The minor provides students with advanced knowledge and skills in programming, data science, mobile and web technology, and explores the application of these skills in different areas.

At the end of the program students should be able to

- make effective use of IT in their chosen career field
- distinguish themselves from the competition
- explore opportunities offered by the IT field

<sup>4</sup> HSE University Catalogue: <http://hse.kazguu.kz/documents/catalogueen.pdf>

- adapt to rapidly changing technologies

**Entry requirements:**

- Do not have any

**Exit requirements:**

- Student should earn 15 credits or 25 ECTS
- Minimum level of GPA required to graduate from programme is 2.67
- If student doesn't meet exit requirements she will not be able to receive the certificate

**Required Courses (15 credits)**

*Student should complete a sequence of 3 courses:*

- Managing technology and information (3 credits)
- The Art of Programming (3 credits)
- Introduction to Web Development (3 credits)

*And two of the following:*

- Introduction to Data Science (3 credits)
- Cross-Platform Mobile Development (3 credits)
- Advanced Web Development (3 credits)
- Introduction to Algorithms and Machine Learning (3 credits)

Code	Course	Credit/ ECTS	Language	Required/Elective
GED1104	Managing technology and information	3/ 5	ENG	Required
IT 3201	Introduction to Web Development	3/ 5		Required
IT 3202	The Art of Programming	3/ 5		Required
IT 3303	Introduction to Data Science	3/ 5		Elective
IT 3304	Cross-Platform Mobile Development	3/ 5		Elective
IT 3305	Advanced Web Development	3/ 5		Elective
IT 3306	Introduction to Algorithms and Machine Learning	3/ 5		Elective

Certification Program Education is not more than 5 years.

Credits on the studied discipline in the framework of the certification program can be graded to specialties in accordance with the M. Narikbayev KAZGUU University academic program within 5 years from the date of registration to the discipline. If this period has expired, the final mark in the discipline is not valid and the student has study it again to obtain credits in the discipline.

### **MINOR IN BUSINESS JOURNALISM (BSJ)**

The Minor Certificate Programme in BJ is written for prospective and current students. HSE faculty created this minor in business journalism to enable potential journalists and other communication professionals to address the growing need for understanding how markets and business work and the ability to explain the complex issues for media consumers. The students will learn the scope and choice of communication channels in communication strategy. The programme will familiarize students with the different aspects of Business Journalism, Mass Media, Media Ethics and their areas of application like business communication along factors leading to effective skills required for effective media and broadcasting Business

**LEARNING OUTCOMES:**

The students should be able to:

- apply analytical skills of business correspondence;
- demonstrate business communication skills;
- collect, understand and process the initial information in the field of business;

- analyze and compare the received information;
- identify issues that will be of interest to the audience of the business mass media;
- organize and write the body of a news story and feature article;
- understand the ethical standards and social responsibilities of journalists;
- acquire the techniques in writing, reporting and editing;
- analyze and write about a company’s financial performance;
- write basic business news stories such as earnings and executive compensation.

#### **BENEFITS OF ATTENDING:**

- Obtaining basic skills in Business Journalism
- Obtaining skills of Business Journalism, Mass Media, and Writing, Reporting, Editing, Public Relations and Business Communications.
- Practicing gained skills in reporting, writing and editing.

#### **PROGRAMME DESCRIPTION**

- The following minor in Business Journalism is available for the current and all perspective participants both in terms of their academic programme and on commercial basis as well.
- In order to earn an undergraduate degree the participants must complete 240 ECTS/129 credits.
- The certificate is awarded upon completion of five courses. Students must earn 15 credits or 25 ECTS. Each course will carry 3 credits (5 ECTS). Minimum level of GPA required to graduate from the programme is 2.67. In case if students gain less than GPA 2.67 the certificate will not be awarded towards the degree. Upon the completion of the programme students will be awarded a CERTIFICATE IN BUSINESS JOURNALISM.

#### **ELIGIBILITY:**

- The programme is open for all perspective and current students;
- The introductory course will be offered for the 1<sup>st</sup> year students;
- Students will be obligatory to select two courses from the required courses list;
- Students will be required to select at least three courses from the elective courses list;
- Graduate students are also eligible for the programme; however none of the courses will be counted towards their degree requirements.

**Minor in Business Journalism** requires the level of English which is equivalent to IELTS 5 or Upper-Intermediate level

#### **COURSE WAIVERS**

- Each of the courses could be treated as KAZGUU free electives for the 3rd - 4th year students of M. Narikbayev KAZGUU University.
- The number of credits to graduate from the bachelor will remain 129 (240 ECTS).

#### **EXIT REQUIREMENTS**

- Programme exit requirements will remain consistent with the current policy of M. Narikbayev KAZGUU University and a GPA of 2.67.
- Upon the completion of the programme students will be awarded a CERTIFICATE IN BUSINESS JOURNALISM.

#### **PROGRAMME CONTENT**

The programme in Business Journalism teaches students the concepts, skills, and techniques needed to report about the issues for media and business journalism. It will also introduce key approaches to the study of BJ. It examines the structure of BJ through different approaches and analysis of national and international materials. Students shall take the Fundamentals of Business Journalism and Introduction to Mass Media courses as required and pass it with the grade not less than B-. In order to be certified the participants of BJ must take two required courses and three electives from the provided list.

Course Code	Name	Number of credits	ECTS	Language	Required
<b>Required Courses</b>					
BSJ 2201	Introduction to Business Journalism <sup>5</sup>	5	5	ENG	B-, 75%, 2.67
BSJ 2202	Introduction to Mass Media	5	5		
<b>Electives Courses</b>					
BSJ 3304	Op-Ed	5	5	ENG	B-, 75%, 2.67
BSJ 3303	Writing, Reporting, Editing	5	5		
BSJ 3302	Media Literacy and Ethics	5	5		
PRC 3301	Public Relations	5	5		
BUS 3201	Business Communications	5	5		

Certification Program Education is not more than 5 years.

Credits on the studied discipline in the framework of the certification program can be graded to specialties in accordance with the M. Narikbayev KAZGUU University academic program within 5 years from the date of registration to the discipline. If this period has expired, the final mark in the discipline is not valid and the student has study it again to obtain credits in the discipline.

## **MINOR IN ISLAMIC FINANCE**

Islamic Finance is already existing and dynamically developing Sharia compliant approach to run a financial business. With the rise of Islamic financial institutions, there will be higher demand for good specialists in different fields of Islamic Finance. The program should inspire the interest among young promising students to study and understand Sharia based principles that govern Islamic financial models, to acquire conceptual comprehension of functioning of Islamic financial business models and their issues.

### **LEARNING OUTCOMES:**

The students should be able to:

- understand the essence of Islamic Finance, the methodologies used to solve modern problems in Islamic Finance Sharia compliance and the importance of the Sharia standards;
- explain the legal and regulatory structure of Islamic Finance;
- distinguish the differences between Conventional and Islamic financial systems;
- demonstrate conceptual knowledge about the principles and practices of Takaful (Islamic Insurance);
- understand conceptually Islamic Banking products and services and their implementation;
- understand the main source of funds available to financial institutions and how these sources are rewarded, the various products developed by Islamic financial institutions for their customers;
- explain essential components of Islamic capital markets, understand investing through Islamic equity and Sukuk, understand regulatory and Sharia framework for Islamic capital markets;
- understand the accounting issues in Islamic Finance in the framework of Islamic accounting concepts and the tension between Islamic accounting theory and international financial reporting practices.

### **PROGRAMME DESCRIPTION**

The courses in Islamic Finance are available for the current 2<sup>nd</sup>–4<sup>th</sup> year students and all perspective participants both in terms of their academic programme and on commercial basis as well. In order to earn an undergraduate degree the participants must complete 240 ECTS/240 credits. Upon the completion of the programme students will be awarded a CERTIFICATE IN ISLAMIC FINANCE. The

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<sup>5</sup> In accordance with the State Compulsory Standards of Higher and Postgraduate Education of the Ministry of Education and Science the unified system of coding is used. It consists of four figures. The first figure of the code indicates the year of study, the second figure indicates the course level (General Education/Business Core/Major).

certificate is awarded upon completion of five courses. Students must earn 25 credits or 25 ECTS. Each course will carry 5 credits (5 ECTS). Minimum level of GPA required to graduate from the programme is 2.67. In case if students gain less than GPA 2.67 the certificate will not be awarded towards the degree.

**ELIGIBILITY:**

- The programme is open for all 2<sup>nd</sup>, 3<sup>rd</sup> and 4<sup>th</sup> level students of M. Narikbayev KAZGUU University;
- The HSE & HSL students will be obligatory to select five courses from the required courses list;
- Graduate students are also eligible for the programme; however none of the courses will be counted towards their degree requirements.

**Islamic finance Module will require prerequisites:**

- FIN 2301 Principles of Finance, ACC 2201 Principles of Accounting;
- the required level of English will be equivalent to IELTS 5 or Upper-Intermediate level.

**COURSE WAIVERS:**

- Each of the courses can be treated as KAZGUU free electives for the 2<sup>nd</sup>–4<sup>th</sup> year students of M. Narikbayev KAZGUU University;
- The number of credits to graduate from the bachelor will remain 240 (240 ECTS).

**EXIT REQUIREMENTS:**

- Programme exit requirements will remain consistent with the current policy of M. Narikbayev KAZGUU University and a GPA of 2.67;
- Upon the completion of the programme, students will be awarded a CERTIFICATE IN ISLAMIC FINANCE.

**PROGRAMME CONTENT**

This programme provides conceptual knowledge of Islamic Finance, financial business models, and financial instruments. It covers the key features of Islamic commercial law as it relates to Islamic Finance; principles and practices of Takaful; Islamic Banking products and services; essential components of Islamic capital markets; accounting issues in Islamic Finance.

Students should take the Islamic Finance courses as required and pass them with the grade not less than ‘B-’. In order to be certified the participants must complete a required courses (25 credits): Islamic Commercial Law (5 credits), Islamic Capital Markets and Instruments (5 credits), Accounting for Islamic Financial Transactions (5 credits), Takaful – Islamic Insurance (5 credits) and Islamic Banking – products and services (5 credits). All participants of this course are obliged to take Capstone Project course as a final. The research should culminate in a presentation.

Code	Course	Credit/ECTS	Language	Core/Elective	Prerequisite course
<b>Certificate in Islamic Finance</b>					
FIN3317	Islamic Commercial Law	5/ 5	ENG	CORE	FIN 2301 Principles of Finance, ACC 2201 Principles of Accounting
FIN3316	Islamic Capital Markets and Instruments	5/ 5	ENG	CORE	
FIN4322	Accounting for Islamic Financial Transactions	5/ 5	ENG	CORE	
FIN4321	Takaful – Islamic Insurance	5/ 5	ENG	CORE	
FIN3318	Islamic Banking	5/ 5	ENG	CORE	

Certification Program Education is not more than 5 years. Credits on the studied discipline in the framework of the certification program can be graded to specialties in accordance with the M. Narikbayev KAZGUU University academic program within 5 years from the date of registration to the

discipline. If this period has expired, the final mark in the discipline is not valid and the student has to study it again to obtain credits in the discipline.

## **MINOR IN ENTREPRENEURSHIP AND INNOVATION**

The program provides the necessary theoretical and practical skills to work in the creation of startups and innovations in business. Students will learn about the basics of formation, functioning and development of business, as well as the processes of development and introduction of a new product to the market, commercialization of innovative projects.

Upon completion of this program, graduates will:

- Analyze and evaluate the impact of the business environment on business opportunities and strategy;
- Develop, implement and commercialize new product, process;
- Foresee, assess and manage risks when creating new companies;
- Assess the likely financial needs of the new company and find sources of funding;
- To develop a business model of a new company;
- Develop and write a business plan for a new product, company

### **Entry requirements:**

- The program is available for all students of KAZGUU 2, 3 and 4 courses
- GPA average score for admission to the program is not less than 2.67
- Completion of courses Management, Marketing, Finance and Accounting.

### **Exit requirements:**

- Certificate is issued to students after completion of 5 courses. Students must earn 30 credits (30 ECTS)
- Minimum level of GPA for successful completion of the program - 2.67

If student doesn't meet exit requirements he will not be able to receive the certificate.

### **CONTENT**

Course Code	Name	Credit/ECTS	Language
BUS3205, BUS3305	Entrepreneurship	5	ENG
MGT3306	Innovation Management	5/3	ENG
MGT3316	Design Thinking	5	ENG
MKT4213	Product Management	5	ENG
ECN4215, ECN4315	Business Modeling	5	ENG
	Startup Project	5	ENG

Certification Program Education is not more than 5 years. Credits on the studied discipline in the framework of the certification program can be graded to specialties in accordance with the M. Narikbayev KAZGUU University academic program within 5 years from the date of registration to the discipline. If this period has expired, the final mark in the discipline is not valid and the student has to study it again to obtain credits in the discipline.



## MINOR IN TOUR GUIDING

The Minor in Tour guiding will help students to be more effective in their careers in Hospitality industry. The aim of the Minor in Tour Guiding is to get practical understanding of planning, designing and organizing city or thematic tours of any format, to define principles of tourist guides, namely etiquette, personalities, roles and responsibilities, to understand tourist behaviours, to manage the unexpected, to discover principles of interpretation for sightseeing objects and attractions, to get an essential knowledge of culture (traditions and customs), geography, history, architecture, economic and political processes in Kazakhstan, and to participate at field work held at famous tourist attractions in Astana. The solid content of the course will focus on study of various destinations and cultural, natural and mixed sites of Kazakhstan (tangible and intangible) enlisted by UNESCO World Heritage. Through real practical insights and master-classes from leaders of tourism and hospitality industry of Kazakhstan (from National Museum experts, JCS “Kazakh Tourism” professionals and UNESCO representatives) students will learn how to apply obtained skills while conducting tours.

After successful completion of this course, students will be able to:

- plan, design the tour requirement as per tourists request and tour itinerary.
- identify responsibilities, personalities, and roles of tourist guides, rules and regulations, tourism ethics to be followed by tour guide and tourists.
- apply tactics and recognize general strategies for dealing with unexpected challenges and managing group behaviour.
- explain Kazakh art and culture and overview of Kazakh history efficiently and recognize various tourist destinations of Astana, Akmola region and Kazakhstan.
- provide accurate information of major tourist attractions in Astana and Akmola region.
- understand, identify, and evaluate various meanings, uses, and values of heritage, will know tangible and intangible cultural heritage of Kazakhstan.
- develop skills used in a public presentation and use communication skills in cross-cultural environment.
- work with a suitable data, gather an appropriate and valuable information.
- react on specific needs of tourists – through making tourists arrangements (emergency aid, traffic jams and other force-major circumstances).
- gain the leadership and management skills within the hospitality industry.

Upon the completion of Minor students will be able to apply for final external examination (paid) which is organized by inbound tour-operating company - for receiving a licensing document of Tour Guide.

### Entry requirements:

- The programme is open for all 2<sup>nd</sup> and 3<sup>rd</sup> level students of KAZGUU University
- Students should demonstrate a good command of English language
- Minimum level of GPA is 2.67
- Open enrollment for college graduates.

### Exit requirements:

- Student should earn 28 credits or 28 ECTS
- Minimum level of GPA required to graduate from the programme is 2.67

- Student should do an internship ONLY in recommended inbound tourist company (rules of KAZGUU Internship policy should be applied<sup>6</sup>).

**If student doesn't meet exit requirements he will not be able to receive the certificate.**

#### **CONTENT**

Course Code	Name	Credit/ECTS	Language
TUR2202	Introduction to Hospitality and Tourism History	5	ENG
TUR3307	Tour Guiding	3/3	ENG
TUR2203	International Tourism Geography & Destination Marketing	5	ENG
TUR	Art and Museum Management (National Museum)	5	ENG
TUR	Cross-cultural Communication	5	ENG
TLNG 2203	Second Foreign Language (German, French, Spanish, Chinese, Italian) A1A2	5	ENG
Internship in Inbound Touroperating Company based in Astana (after completing 3 <sup>rd</sup> year) – 3/6 – English			

#### **Internship in Inbound Touroperating Company**

The purpose of the internship programme is to provide student (future professional) with a wide-ranging practical experience in a setting where learning is the primary objective of the experience.

Certification Program Education is not more than 5 years. Credits on the studied discipline in the framework of the certification program can be graded to specialties in accordance with the M. Narikbayev KAZGUU University academic program within 5 years from the date of registration to the discipline. If this period has expired, the final mark in the discipline is not valid and the student has to study it again to obtain credits in the discipline.

### **MINOR IN FINANCE**

The Minor in Finance will help students to be more effective in their careers with a sounder understanding of the financial environment they operate in. Through case studies students would learn how to apply these concepts to real-life situations.

#### **LEARNING OUTCOMES:**

At the end of the program students should be able to:

- understand a basic foundation in finance, along with an understanding of financial markets, analysis, and investments.
- recognize and apply financial concepts and tools to solve problems;
- explain the relationship between risk and return;
- understand the role of diversification in portfolio choice;
- understand the value creation concept and strategy;
- explain how information is reflected in prices of securities;

Upon the completion of the programme students will receive a certificate in FINANCE

**ENTRY REQUIREMENTS:**

Student should be a 2nd, 3rd or 4th level student of M. Narikbayev KAZGUU University

Student should pass Principles of Finance FIN2201 course

Student should select all courses from the required courses list and any 3 courses from the elective courses list

**EXIT REQUIREMENTS:**

- Student should earn 30 credits or 30 ECTS
- Minimum level of GPA required to enter the programme is 2.67
- If student doesn't meet exit requirements he will not be able to receive the certificate.

**Content**

Course Code	Name	Credit/ECTS	Language
Required			
FIN2201/2301	Principles of Finance	5	ENG
FIN3307	Corporate Finance	5	ENG
FIN3209	Financial Management	5	ENG
FIN4323/4223/5304	Bloomberg Market Concepts (BMC)	4/4	ENG
Electives			
FIN3320	Selected Topics in Finance (Business valuation)	5	ENG
FIN4210	Investment Management	5	ENG
FIN4312	Cases in Finance	5	ENG
FIN4313/4314	Financial Analysis	5	ENG
FIN4321/FIN5301	Selected Topics in Finance (Advance Corporate Finance)	5	ENG

Certification Program Education is not more than 5 years. Credits on the studied discipline in the framework of the certification program can be graded to specialties in accordance with the M. Narikbayev KAZGUU University academic program within 5 years from the date of registration to the discipline. If this period has expired, the final mark in the discipline is not valid and the student has to study it again to obtain credits in the discipline.

## DUAL-DEGREE (2+2) PROGRAMME

HSE undergraduate students have the opportunity to receive a partner university diploma along with a Kazakhstani one.

### Participation Requirements:

- Successful acquisition of a certain number of credits in M. Narikbayev KAZGUU University
- GPA not less than 3.0
- English at least B2

### Program Terms:

- 1.HSE students are obliged to pursue both local and partner university designed curriculum, which considers 3 different types of programs  
(3 + 1; 2 + 2; 1 + 3)
- 2.Students take entrance examinations in accordance with M. Narikbayev KAZGUU University admission rules
3. Mode of studying - full-time in M. Narikbayev KAZGUU University and in partner university
- 4.Program Graduates receive both diplomas: a diploma of M. Narikbayev KAZGUU University and a partner university diploma.

### Partner Universities:



Groupe Sup de Co  
**La Rochelle**  
Business School

**SOLBRIDGE**  
INTERNATIONAL SCHOOL OF BUSINESS



## PART V ACCREDITATION



HSE undergraduate programmes have been successfully accredited by FIBAA (Foundation for International Business Administration Accreditation)

- Accounting and Audit (Bachelor);
- Economics (Bachelor);
- Finance (Bachelor, Master);
- Management (Bachelor);
- Psychology (Bachelor);
- Tourism (Bachelor).

FIBAA is a member of the largest European and international associations and networks in the field of quality assurance. For more than 20 years FIBAA has promoted higher educational institutions in raising and maintaining a high level of quality education in the field of economics, management, law and social sciences.



These programs have received full ACCA accreditation - 9 exams out of 9 possible.

ACCA is an international professional association that unites specialists in finance, accounting and audit. The Association brings together 188,000 members and 480,000 students from 181 countries, helping them build a successful career with a glance to business skills.

ACCA (Association of Chartered Certified Accountants) has accredited the following HSE programmes:

- Finance (Bachelor);
- Accounting and Audit (Bachelor);

ACCA (the Association of Chartered Certified Accountants) is a global body for professional accountants.

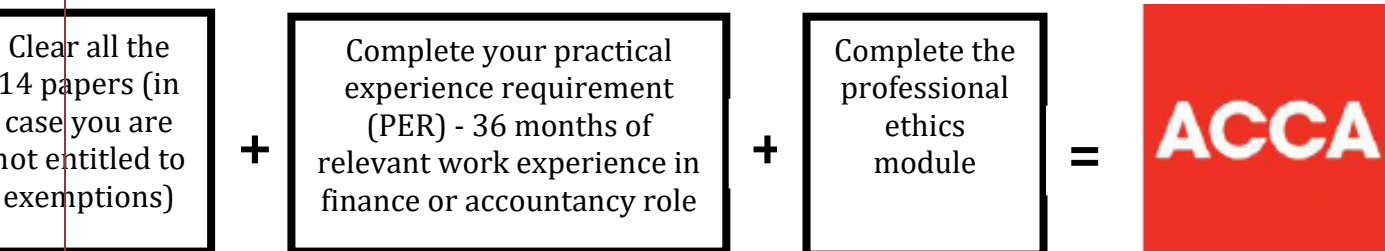
ACCA aims to offer business-relevant, first-choice qualifications to people of application, ability and ambition around the world who seek a rewarding career in accountancy, finance and management.

ACCA monitors its accountants in all sectors and in all countries to enable them to reach a high level of competency and experience, creating the best accountants to deliver organizational growth.

University	Degree	Major	Exemptions	ACCA Exam
Higher School of Economics M. Narikbayev KAZGUU University	Bachelor	5B050800 – Accounting and Audit	9	F1-F9
		5B050900 - Finance	9	F1-F9

<http://www.accaglobal.com/ca/en/help/exemptions-calculator.html>

To become an ACCA member, you must:



ACCA Exam	HSE Equivalent Course
<b>FUNDAMENTALS Level</b>	
Knowledge Module	ACCA qualification exemptions (F1-F3)
F1 Accountant in Business	
F2 Management Accounting	
F3 Financial Accounting	
Skills Module	
F4 Corporate and Business Law	Corporate and Business Law  ACCA qualification exemption F4. (only for Accounting and Audit programme)
F5 Performance Management	Managerial Accounting
F6 Taxation	Taxation
F7 Financial Reporting	Financial Accounting 1 Financial Accounting 2 Financial and Tax Reporting
F8 Audit and Assurance	Audit
F9 Financial Management	Corporate Finance Financial Management
<b>PROFESSIONAL Level</b>	
Essentials Module	
P1 Governance, Risk and Ethics	
P2 Corporate Reporting	
P3 Business Analysis	
Options**	
P4 Advanced Financial Management	
P5 Advanced Performance Management	
P6 Advanced Taxation	
P7 Advanced Audit and Assurance	

\*\* two to be completed



CIMA is an international association of management accounting specialists from the United Kingdom of Great Britain and Northern Ireland, founded in 1919. To date, the CIMA Association brings together more than 229000 students and members from 176 countries around the world.

Four HSE programmes of M. Narikbayev KAZGUU University Accounting and Audit, Finance, Economics and Management are the first Kazakhstani specialties that have received academic recognition and have been accredited by the CIMA.

The HSE students can collect CIMA Operational Level certificate along with Diploma of Higher Education on graduating M. Narikbayev KAZGUU University.



ICAEW is the leading, worldwide professional membership organization that promotes, develops and supports over 147 000 certified auditors in the areas of accounting, finance and business around the world.

The Higher School of Economics was accredited by 7 modules on the ICAEW (Institute of Chartered Accountants of England and Wales) certification program.



"GARP is very pleased to announce the addition of Kazguu University to the GARP Partnership for Risk Education. Master of Economics and Business – Major in Finance program offered by the Higher School of Economics provides a solid theoretical as well as applied knowledge base for its students. It is a highly rigorous program that was created specifically with the needs of those working in risk management in mind and will ensure that its students will be well-positioned to pursue the FRM designation."  
William May, Global Head of Certifications and Educational Programs – GARP

## PART VI UNDERGRADUATE DEGREE PROGRAMMES



### BACHELOR OF ECONOMICS AND BUSINESS WITH MAJOR IN ACCOUNTING AND AUDIT

(M. Narikbayev KAZGUU University, Higher School of Economics)

Training highly qualified and competitive specialists for a business environment that meets international market requirements.

The curriculum is structured as follows:

General Education Courses	56 ECTS
- Required	51 ECTS
- Electives	5 ECTS
Business Core Courses	112 ECTS
- Required	82 ECTS
- Electives	30 ECTS
Major Courses	60 ECTS
- Required	50 ECTS
- Electives	10 ECTS
State Exam	12 ECTS

#### LEARNING OUTCOMES

Graduates of the programme will be able to:

- demonstrate written and verbal communications and computer skills;
- analyze and predict current global trends and their impact on the economy of Kazakhstan at the micro and macro levels;
- demonstrate a sense of responsibility, leadership and effective teamwork;
- comprehend and apply the research methodology, evaluate key concepts of economics, finance, accounting, management, consumer behavior and marketing;
- apply analytical skills to diagnose, evaluate and solve problems as well as find opportunities in the field of finance to develop recommendations;
- independently collect, update and process relevant information;
- maintain the accounting system in accordance with the requirements of the legislation of the Republic of Kazakhstan and international standards;
- generate consolidated financial statements in accordance with international financial reporting standards;
- fill in tax returns in accordance with the Tax Code of the Republic of Kazakhstan;
- apply professional judgment to financial management issues and participate in management decision making.

#### Year 1 - 4

##### Required General Education Courses:

- GED1101/Contemporary History of Kazakhstan (5)
- GED1102/Philosophy (5)
- GED1105/Kazakh-1/Russian-1 (5)
- GED1104/English (A2B1) (10)
- GED1103/ Information and Communication Technologies (5)
- GED1106/ Kazakh-2/Russian-2 (5)
- GED1107/ Social-political knowledge (8)



GED1108/ Physical Education (8)

**Electives General Education Courses:**

GED1109/Critical Thinking (5)

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**Total: 56 ECTS**

**Required Courses (132 ECTS):**

Fall Semester	Spring Semester
<b>Business Core Courses (82 ECTS):</b>	
GED1110/Academic English (B1+) (10)	GED1110/Academic English (B1+) (10)
ECN1201/Principles of Economics (5)	ECN1201/Principles of Economics (5)
ECN1202/Mathematics for Business and Economics - I (5)	ECN1202/Mathematics for Business and Economics - I (5)
ECN2203/Mathematics for Economics – II (5)	ECN2203/Mathematics for Economics – II (5)
MGT2202/Principles of Management (5)	MGT2202/Principles of Management (5)
ECN2204/Microeconomics (5)	ECN2204/Microeconomics (5)
ECN2205/Macroeconomics (5)	ECN2205/Macroeconomics (5)
ECN2209/Econometrics (5)	ECN2209/Econometrics (5)
MKT2201/Principles of Marketing (5)	MKT2201/Principles of Marketing (5)
BUS3202/Business Ethics (5)	BUS3202/Business Ethics (5)
BUS2201/Business Communications (5)	BUS2201/Business Communications (5)
MGT2201/Organizational Behaviour(5)	MGT2201/Organizational Behaviour(5)
RSM3201/Research Methods – I (5)	RSM3201/Research Methods – I (5)
	Internship (12)
<b>Major Courses (50 ECTS):</b>	
FIN2201/Principles of Finance (5)	FIN2201/Principles of Finance (5)
ACC2201/Principles of Accounting (5)	ACC2201/Principles of Accounting (5)
ACC2303/Financial Accounting I (5)	ACC2303/Financial Accounting I (5)
ACC3304/Financial Accounting II (5)	ACC3304/Financial Accounting II (5)
ACC3307/Managerial Accounting I (5)	ACC3307/Managerial Accounting I (5)
ACC3308//Audit (5)	ACC3308//Audit (5)
FIN3307/Corporate Finance (5)	FIN3307/Corporate Finance (5)
MGT4311/Strategic Management (5)	MGT4311/Strategic Management (5)
ACC4312/Financial and Tax Reporting (5)	ACC4312/Financial and Tax Reporting (5)
FIN4323/Bloomberg Market Concepts (5)	FIN4323/Bloomberg Market Concepts (5)
	Internship (10)

**Electives (40 ECTS) from the list below:**

Fall Semester	Spring Semester
<b>Business Core Courses (30 ECTS):</b>	
LNG2201/Professional English (5)	LNG2201/Professional English (5)
LNG2202/Professional Kazakh (Russian) (5)	LNG2202/Professional Kazakh (Russian) (5)
MGT3203/Principles of Leadership (5)	MGT3203/Principles of Leadership (5)
LNG3203/ Business English (5)	LNG3203/ Business English (5)
FIN2202/ Financial Ratio Analysis (5)	FIN2202/ Financial Ratio Analysis (5)
MGT3211/Project Management (5)	MGT3211/Project Management (5)
MGT3212/Operations Management (5)	MGT3212/Operations Management (5)
FIN3203/Money and Banking (5)	FIN3203/Money and Banking (5)
FIN3204/Securities and Derivatives (5)	FIN3204/Securities and Derivatives (5)
FIN3206/Taxation (5)	FIN3206/Taxation (5)
BUS3203/Entrepreneurship (5)	BUS3203/Entrepreneurship (5)

BUS3204/International Business (5)	BUS3204/International Business (5)
FIN3207/International Finance (5)	FIN3207/International Finance (5)
FIN3209/Financial Management (5)	FIN3209/Financial Management (5)
FIN3209/Insurance (5)	FIN3209/Insurance (5)
FIN4210/Investment Management (5)	FIN4210/Investment Management (5)
FIN4212/Financial Risk Management (5)	FIN4212/Financial Risk Management (5)
ECN4217, FIN4215, ACC4213, MGT4216, TUR4220/Selected Topics in Economics, Finance, Accounting, Management, Tourism Management (5)	

***Major Courses (10 ECTS):***

FIN4313/Financial Analysis (5)	FIN4313/Financial Analysis (5)
CBL3301/ Corporate and Business Law (5)	CBL3301/ Corporate and Business Law (5)
ACC3305/Tax Accounting (5)	ACC3305/Tax Accounting (5)
ACC3306/Accounting Information Systems (5)	ACC3306/Accounting Information Systems (5)
ACC4309/Cases in Accounting (5)	ACC4309/Cases in Accounting (5)
ACC4310/Cases in Audit (5)	ACC4310/Cases in Audit (5)
ACC4311/Managerial Analysis (5)	ACC4311/Managerial Analysis (5)
MGT4304/Human Resource Management (5)	MGT4304/Human Resource Management (5)
ECN4317, FIN4315, ACC4313, MGT4316, TUR4320/Selected Topics in Economics, Finance, Accounting, Management, Tourism Management (5)	

## **BACHELOR OF ECONOMICS AND BUSINESS WITH MAJOR IN ECONOMICS**

### **(M. Narikbayev KAZGUU University, Higher School of Economics)**

The Bachelor Programme in Economics is based on the international educational standards with focus on the local content. While designing the programme we took into account the State Compulsory Standards of the Republic of Kazakhstan; feedback from employers and other stakeholders; and HSE capacity.

The programme is oriented on developing students' knowledge and skills in business micro and macro environment analysis as the most demanded by the regional labour market.

The curriculum is structured as follows:

General Education Courses	56 ECTS
- Required	51 ECTS
- Electives	5 ECTS
Business Core Courses	112 ECTS
- Required	72 ECTS
- Electives	40 ECTS
Major Courses	60 ECTS
- Required	55 ECTS
- Electives	5 ECTS
Internship	12 ECTS
State Exam	12 ECTS

#### **LEARNING OUTCOMES**

Graduates of the programme will be able to:

- demonstrate written and verbal communications and computer skills;
- analyze and predict current global trends and their impact on the economy of Kazakhstan at the micro and macro levels;
- demonstrate a sense of responsibility, leadership and effective teamwork;
- comprehend and apply the research methodology, evaluate key concepts of economics, finance, accounting, management, consumer behavior and marketing;
- apply analytical skills to diagnose, evaluate and solve problems as well as find opportunities in the field of finance to develop recommendations;
- independently collect, update and process relevant information;
- analyze macroeconomic policies and develop recommendations;
- carry out full economic and business analysis
- identify and follow key business values.

#### **Year 1 - 4**

##### **Required General Education Courses:**

- GED1101/Contemporary History of Kazakhstan (5)
- GED1102/Philosophy (5)
- GED1105/Kazakh-1/Russian-1 (5)
- GED1104/English (A2B1) (10)
- GED1103/ Information and Communication Technologies (5)
- GED1106/ Kazakh-2/Russian-2 (5)
- GED1107/ Social-political knowledge (8)
- GED1108/ Physical Education (8)

**Electives General Education Courses:**

GED1109/Critical Thinking (5)

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**Total: 56 ECTS****Required Courses (127 ECTS):****Fall Semester****Spring Semester****Required Business Core Courses (72 ECTS):**

ECN1201/Principles of Economics (5)	ECN1201/Principles of Economics (5)
ECN1202/Mathematics for Business and Economics - I (5)	ECN1202/Mathematics for Business and Economics - I (5)
BUS2202/ Business Ethics (5)	BUS2202/ Business Ethics (5)
GED1110/Academic English (B1+) (10)	GED1110/Academic English (B1+) (10)
BUS2201/Business Communications (5)	BUS2201/Business Communications (5)
MGT2201/Organizational Behaviour (5)	MGT2201/Organizational Behaviour (5)
MGT2202/Principles of Management (5)	MGT2202/Principles of Management (5)
ECN2203/Mathematics for Economics – II (5)	ECN2203/Mathematics for Economics – II (5)
ECN2204/Microeconomics (5)	ECN2204/Microeconomics (5)
ECN2205/Macroeconomics (5)	ECN2205/Macroeconomics (5)
MKT2201/Principles of Marketing (5)	MKT2201/Principles of Marketing (5)
ECN3201/ International Economics (5)	ECN3201/ International Economics (5)
RSM3201/Research Methods – I (5)	RSM3201/Research Methods – I (5)
	Internship (2)

**Required Major Courses (55 ECTS):**

FIN2201/Principles of Finance (5)	FIN2201/Principles of Finance (5)
ACC2201/Principles of Accounting (5)	ACC2201/Principles of Accounting (5)
FIN3307/ Corporate Finance (5)	FIN3307/ Corporate Finance (5)
ECN3306/ Microeconomics – II (5)	ECN3306/ Microeconomics – II (5)
ECN3307/ Macroeconomics – II (5)	ECN3307/ Macroeconomics – II (5)
ECN2309/ Econometrics – I (5)	ECN2309/ Econometrics – I (5)
ECN3310/ Econometrics – II (5)	ECN3310/ Econometrics – II (5)
BUS3303/ Entrepreneurship (5)	BUS3303/ Entrepreneurship (5)
MGT4210/Strategic Management (5)	MGT4210/Strategic Management (5)
	Internship (10)

**Electives (45 ECTS) from the list below:****Fall Semester****Spring Semester****Electives Business Core Courses (40 ECTS):**

LNG2201/Professional English (5)	LNG2201/Professional English (5)
LNG2202/Professional Kazakh (Russian) (5)	LNG2202/Professional Kazakh (Russian) (5)
MGT3203/Principles of Leadership (5)	MGT3203/Principles of Leadership (5)
LNG3203/ Business English (5)	LNG3203/ Business English (5)
FIN3203/Money and Banking (5)	FIN3203/Money and Banking (5)
MGT3204/ Operations Management (5)	MGT3204/ Operations Management (5)
FIN3209/ Financial Management (5)	FIN3209/ Financial Management (5)
CBL3301/ Corporate and Business Law (5)	CBL3301/ Corporate and Business Law (5)
MGT4205/ Human Resource Management (5)	MGT4205/ Human Resource Management (5)
FIN4210/ Investment Management (5)	FIN4210/ Investment Management (5)
FIN4212/ Financial Risk Management (5)	FIN4212/ Financial Risk Management (5)
MKT3202/ Marketing Research (5)	MKT3202/ Marketing Research (5)
MKT3203/ PR and Marketing Communications (5)	MKT3203/ PR and Marketing Communications

MKT4204/ Brand Management (5)	(5)
BUS3204/ International Business (5)	MKT4204/ Brand Management (5)
MGT3207/ Project Management (5)	BUS3204/ International Business (5)
MGT4214/ Supply Chain Management (5)	MGT3207/ Project Management (5)
FIN3204/ Securities and Derivatives (5)	MGT4214/ Supply Chain Management (5)
ACC3203/ Financial Accounting I (5)	FIN3204/ Securities and Derivatives (5)
TUR3208/ Event Management (5)	ACC3203/ Financial Accounting I (5)
MGT3209/ Managing Change (5)	TUR3208/ Event Management (5)
ECN4217, FIN4215, ACC4213, MGT4216, TUR4220/Selected Topics in Economics, Finance, Accounting, Management, Tourism Management (5)	MGT3209/ Managing Change (5)

***Electives Major Courses (5 ECTS):***

FIN3308/ International Finance (5)	FIN3308/ International Finance (5)
ECN3311/ International Trade (5)	ECN3311/ International Trade (5)
FIN4314/ Financial Modelling (5)	
ECN4313/ Game Theory (5)	
ECN4314/ Industrial Organization (5)	
ECN4315/ Cases in Economics (5)	
ECN3312/ WTO: Policy and Current Trends (5)	
FIN4323/Bloomberg Market Concepts (3)	
ECN4217, FIN4215, ACC4213, MGT4216, TUR4220/Selected Topics in Economics, Finance, Accounting, Management, Tourism Management (5)	

# **BACHELOR OF ECONOMICS AND BUSINESS WITH MAJOR IN ENTREPRENEURSHIP**

**(M. Narikbayev KAZGUU University, Higher School of Economics)**

The bachelor's degree program in Entrepreneurship is based on international educational standards, using local specifics.

In developing this program, we took into account the State Compulsory Educational standards of the Republic of Kazakhstan, the desires of employers and other stakeholders and HSE opportunities. The program is focused on the development of competencies to provide the necessary theoretical and practical skills in the creation of startups and innovations in business. Students will learn about the basics of formation, functioning and development of business as well as the processes of development and introduction of a new product to the market, commercialization of innovative projects.

The curriculum is structured as follows:

General Education Courses	56 ECTS
- Required	51 ECTS
- Electives	5 ECTS
Business Core Courses	112 ECTS
- Required	62 ECTS
- Electives	50 ECTS
Major Courses	60 ECTS
- Required	40 ECTS
- Electives	20 ECTS
State Exam	12 ECTS

## **LEARNING OUTCOMES**

Graduates of the programme will be able to:

- demonstrate written and oral communication and computer skills;
- demonstrate awareness of the global environment in which the business operates as well as the national context;
- demonstrate leadership potential and effective teamwork;
- understand and be able to apply research methodology;
- evaluate key concepts of economics, finance, accounting, management, consumer behavior and marketing;
- understand and follow key business values;
- apply analytical skills to diagnose, assess, solve problems and find business opportunities and develop recommendations;
- use best management practices to develop business, operational and strategic plans, organize and monitor projects, manage resources, build teams and professional relationships;
- independently collect, update and process information;
- independently write a business plan for a new product, company;
- foresee, assess and manage risks when creating new companies.

## **Year 1 – 4**

### **Required General Education Courses:**

GED1101/Contemporary History of Kazakhstan (5)  
GED1102/Philosophy (5)  
GED1105/Kazakh-1/Russian-1 (5)  
GED1104/English (A2B1) (10)

GED1103/ Information and Communication Technologies (5)  
 GED1106/ Kazakh-2/Russian-2 (5)  
 GED1107/ Social-political knowledge (8)  
 GED1108/ Physical Education (8)

**Electives General Education Courses:**

GED1109/Critical Thinking (5)

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**Total: 56 ECTS**

**Required Courses (102 ECTS):**

**Fall Semester**

**Spring Semester**

***Required Business Core Courses (62 ECTS):***

GED1110/Academic English (B1+) (10)	GED1110/Academic English (B1+) (10)
ECN1201/Principles of Economics (5)	ECN1201/Principles of Economics (5)
ECN1202/Mathematics for Business and Economics - I (5)	ECN1202/Mathematics for Business and Economics - I (5)
BUS2201/Business Communications (5)	BUS2201/Business Communications (5)
BUS2202/Business Ethics (5)	BUS2202/Business Ethics (5)
MGT2201/Organizational Behaviour (5)	MGT2201/Organizational Behaviour (5)
MKT2201/Principles of Marketing (5)	MKT2201/Principles of Marketing (5)
FIN2201/Principles of Finance (5)	FIN2201/Principles of Finance (5)
ECN2204/Microeconomics – I (5)	ECN2204/Microeconomics – I (5)
ECN2205/Macroeconomics – I (5)	ECN2205/Macroeconomics – I (5)
ECN2208/Principles of Statistics (5)	ECN2208/Principles of Statistics (5)
ACC2201/Principles of Accounting (5)	ACC2201/Principles of Accounting (5)
	BUS3203/Entrepreneurship (5)
	Business Orientation Week (2)

***Required Major Courses (40 ECTS):***

MGT2302/Principles of Management (5)	MGT2302/Principles of Management (5)
MKT2201/Principles of Marketing (5)	MKT2201/Principles of Marketing (5)
MGT2203/Principles of Leadership (5)	MGT2203/Principles of Leadership (5)
MGT3204/Operations Management (5)	MGT3204/Operations Management (5)
MGT3305/Human Resource Management (5)	MGT3305/Human Resource Management (5)
MGT4310/Strategic Management (5)	MGT4310/Strategic Management (5)
	Internship (10)

**Electives (70 ECTS) from the list below:**

**Fall Semester**

**Spring Semester**

***Electives Business Core Courses (50 ECTS):***

LNG2201/Professional English (5)	LNG2201/Professional English (5)
LNG2202/Professional Kazakh (Russian) (5)	LNG2202/Professional Kazakh (Russian) (5)
LNG3203/Business English (5)	LNG3203/Business English (5)
BUS3204/International Business (5)	BUS3204/International Business (5)
CBL4201/Corporate and Business Law (5)	MGT3209/Managing Change (5)
MKT3202/Marketing Research (5)	TUR3208/Event Management (5)
MKT3203/PR and Marketing Communications (5)	MKT4206/Advertising Strategy and Promotion (5)
MKT3207/Services Marketing (5)	MGT4215/Corporate Governance (5)
MKT4205/Consumer Behavior (5)	FIN4223/Bloomberg Market Concepts (BMC) (4/2)
MKT4209/Digital Marketing	
ECN4217, FIN4215, ACC4213, MGT4216, TUR4219/Selected Topics in Economics, Finance, Accounting, Management, Tourism Management (5)	

***Electives Major Courses (20 ECTS):***

MKT4304/Brand Management (5)	MGT3306/Innovations Management (5)
FIN3206/Corporate Finance (5)	FIN3206/Corporate Finance (5)
MKT4313/Product Management	MKT4313/Product Management
MKT4311/Fundamentals of Selling	MKT4311/Fundamentals of Selling
MKT 3303/Integrated Marketing Communications	MKT 3303/Integrated Marketing Communications
MKT4310/Strategic Marketing	MKT4310/Strategic Marketing
MGT4318/Decision Making	MGT4318/Decision Making
MGT4311/Cases in Management (5)	MGT3307/Project Management (5)
MGT4312/Performance Management (5)	MGT3308/Compensation Management (5)
MGT4317/Business Modeling	CBL3302/Labor Law
MGT4314/Supply Chain Management (5)	
FIN4315/Business Valuation	
ECN4317, FIN4315, ACC4313, MGT4316, TUR4319/Selected Topics in Economics, Finance, Accounting, Management, Tourism Management (5)	





## **BACHELOR OF ECONOMICS AND BUSINESS WITH MAJOR IN FINANCE**

**(M. Narikbayev KAZGUU University, Higher School of Economics)**

The Bachelor programme in Finance is based on the international standards with the focus on the local content. While developing the programme we took into account the State Compulsory Standards of the Republic of Kazakhstan, employers' and other stakeholders' feedback, as well as HSE capabilities. Our graduates go into Corporate Finance, Banking, Investments, International Finance and Real Estate, Financial Market Institution.

The curriculum is structured as follows:

General Education Courses	56 ECTS
- Required	51 ECTS
- Electives	5 ECTS
Business Core Courses	112 ECTS
- Required	67 ECTS
- Electives	45 ECTS
Major Courses	60 ECTS
- Required	55 ECTS
- Electives	5 ECTS
State Exam	12 ECTS

### **LEARNING OUTCOMES**

Graduates of the programme will be able to:

- demonstrate written and verbal communications and computer skills;
- analyse and predict current global trends and their impact on the economy of Kazakhstan at the micro and macro levels;
- demonstrate a sense of responsibility, leadership and effective teamwork;
- comprehend and apply the research methodology, evaluate key concepts of economics, finance, accounting, management, consumer behavior and marketing;
- apply analytical skills to diagnose, evaluate and solve problems as well as find opportunities in the field of finance to develop recommendations;
- independently collect, update and process relevant information;
- analyse and evaluate investment projects;
- use analytical skills in the field of financial management of companies;
- apply professional judgment to financial management issues and participate in management decision making.

### **Year 1 -4**

#### **Required General Education Courses:**

- GED1101/Contemporary History of Kazakhstan (5)
- GED1102/Philosophy (5)
- GED1105/Kazakh-1/Russian-1 (5)
- GED1104/English (A2B1) (10)
- GED1103/ Information and Communication Technologies (5)
- GED1106/ Kazakh-2/Russian-2 (5)
- GED1107/ Social-political knowledge (8)
- GED1108/ Physical Education (8)

**Electives General Education Courses:**

GED1109/Critical Thinking (5)

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**Total: 56 ECTS****Required Courses (112 ECTS):****Fall Semester****Spring Semester*****Business Core Courses (67 ECTS):***

GED1110/Academic English (B1+) (10)	GED1110/Academic English (B1+) (10)
ECN1201/Principles of Economics (5)	ECN1201/Principles of Economics (5)
ECN1202/Mathematics for Business and Economics - I (5)	ECN1202/Mathematics for Business and Economics - I (5)
ECN2203/Mathematics for Economics – II (5)	ECN2203/Mathematics for Economics – II (5)
MGT2202/Principles of Management (5)	MGT2202/Principles of Management (5)
ECN2204/Microeconomics (5)	ECN2204/Microeconomics (5)
ECN2205/Macroeconomics (5)	ECN2205/Macroeconomics (5)
ECN2209/Econometrics (5)	ECN2209/Econometrics (5)
MKT2201/Principles of Marketing (5)	MKT2201/Principles of Marketing (5)
BUS2201/Business Communications (5)	BUS2201/Business Communications (5)
MGT2201/Organizational Behaviour (5)	MGT2201/Organizational Behaviour (5)
RSM3201/Research Methods – I (5)	RSM3201/Research Methods – I (5)
	Internship (2)

***Major Courses (55 ECTS):***

FIN2201/Principles of Finance (5)	FIN2201/Principles of Finance (5)
ACC2201/Principles of Accounting (5)	ACC2201/Principles of Accounting (5)
FIN3206/Taxation (5)	FIN3206/Taxation (5)
FIN3307/Corporate Finance (5)	FIN3307/Corporate Finance (5)
FIN3209/Financial Management (5)	FIN3209/Financial Management (5)
MGT4311/Strategic Management (5)	MGT4311/Strategic Management (5)
FIN4212/Financial Risk Management (5)	FIN4212/Financial Risk Management (5)
FIN3204/Securities and Derivatives (5)	FIN3204/Securities and Derivatives (5)
FIN4210/Investment Management (5)	FIN4210/Investment Management (5)
	Internship (10)

**Electives (50 ECTS) from the list below:****Fall Semester****Spring Semester*****Business Core Courses (45ECTS):***

LNG2201/Professional English (5)	ECN3210/Econometrics – II (5)
LNG2202/Professional Kazakh (Russian) (5)	MGT3203/Principles of Leadership (5)
MGT3203/Principles of Leadership (5)	LNG3203/Business English (5)
LNG3203/ Business English (5)	ACC3203/Financial Accounting I (5)
ACC2303/Financial Accounting I (5)	ACC3204/Financial Accounting II (5)
ACC3308//Audit (5)	BUS3204/International Business (5)
ACC4312/Financial and Tax Reporting (5)	MGT3211/Project Management (5)
FIN2202/ Financial Ratio Analysis (5)	FIN3205/Taxation (5)
MGT3211/Project Management (5)	FIN3204/Securities and Derivatives (5)
MGT3212/Operations Management (5)	BUS3203/Entrepreneurship (5)
FIN3209/Insurance (5)	ACC3208/Audit (5)
BUS3203/Entrepreneurship (5)	FIN3207/International Finance (5)
BUS3204/International Business (5)	BUS3204/International Business (5)
FIN3207/International Finance (5)	FIN3207/International Finance (5)

ACC3304/Financial Accounting II (5) ACC3304/Financial Accounting II (5)  
ECN4217, FIN4215, ACC4213, MGT4216, TUR4220/Selected Topics in Economics, Finance, Accounting,  
Management, Tourism Management (5)

**Major Courses (5 ECTS):**

FIN4313/Financial Analysis (5)	FIN4313/Financial Analysis (5)
ACC3307/Managerial Accounting I (5)	ACC3307/Managerial Accounting I (5)
FIN4314/Financial Modelling (5)	FIN4314/Financial Modelling (5)
FIN3203/Money and Banking (5)	FIN3203/Money and Banking (5)
CBL3301/ Corporate and Business Law (5)	CBL3301/ Corporate and Business Law (5)
ACC3305/Tax Accounting (5)	ACC3305/Tax Accounting (5)
ACC4311/Managerial Analysis (5)	
FIN4311/Cases in Finance (5)	
MGT4304/Human Resource Management (5)	
FIN4323/Bloomberg Market Concepts (3)	
ECN4217, FIN4215, ACC4213, MGT4216, TUR4220/Selected Topics in Economics, Finance, Accounting, Management, Tourism Management (5)	

## **BACHELOR OF ECONOMICS AND BUSINESS WITH MAJOR IN HOSPITALITY**

### **(M. Narikbayev KAZGUU University, Higher School of Economics)**

The bachelor's program in the "Hospitality" Major is based on international educational standards, using local specificities.

In developing this program, we have taken into account the State Mandatory Educational Standards of the Republic of Kazakhstan; the employers demand and HSE opportunities.

The bachelor's degree program in hospitality at KAZGUU University prepares students for a career in the field of international hospitality, tourism and travel and the service industry. The development of operating standards in the hotel business directly on the basis of the leading 5-star hotel, as well as the use of current teaching methods, provide ample opportunities for building a career in hospitality and tourism.

The curriculum is structured as follows:

General Education Courses	56 ECTS
- Required	51 ECTS
- Electives	5 ECTS
Business Core Courses	112 ECTS
- Required	67 ECTS
- Electives	45 ECTS
Major Courses	60 ECTS
- Required	57 ECTS
- Electives	3 ECTS
State Exam	12 ECTS

#### **LEARNING OUTCOMES**

Graduates of the programme will be able to:

- demonstrate written and verbal communications and computer skills.;
- demonstrate awareness of the global environment in which the business operates, as well as the national context.;
- demonstrate leadership potential and effective teamwork;
- to comprehend and apply the research methodology, evaluate key concepts of economics, finance, accounting, management, consumer behavior, and marketing.;
- apply analytical skills to diagnose, evaluate, solve problems and find business opportunities and develop recommendations;
- independently collect, update and process relevant information;
- use best marketing practices to develop business, operational and strategic plans, organize and monitor projects, manage resources, build teams and professional relationships;
- apply professional judgment to financial management issues and apply participation in management decision making;
- apply analytical skills to diagnose, evaluate, solve problems and find opportunities in the field of tourism business and hospitality;
- apply analytical skills to diagnose, evaluate, solve problems and find opportunities in the field of tourism business and hospitality;
- use current advanced research methods in the field of tourism;
- develop strategies for planning and developing tourist destinations and tourist zones;
- to master the skills of developing projects in the field of tourism.

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**-Year 1 – 4**

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**-Required Courses:**

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- GED1101/Contemporary History of Kazakhstan (5)
- GED1102/Philosophy (5)
- GED1105/Kazakh-1/Russian-1 (5)
- GED1104/English (A2B1) (10)
- GED1103/ Information and Communication Technologies (5)
- GED1106/ Kazakh-2/Russian-2 (5)
- GED1107/ Social-political knowledge (8)
- GED1108/ Physical Education (8)

- **Electives General Education Courses:**

- GED1109/Critical Thinking (5)

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- **Total: 56 ECTS**

- **Required Courses (124 ECTS):**

Fall Semester	Spring Semester
<b>Required Business Core Courses (67 ECTS):</b>	
GED1110/Academic English (B1+) (10)	GED1110/Academic English (B1+) (10)
ECN1201/Principles of Economics (5)	ECN1201/Principles of Economics (5)
ECN1202/Mathematics for Business and Economics - I (5)	ECN1202/Mathematics for Business and Economics - I (5)
BUS2201/Business Communications (5)	BUS2201/Business Communications (5)
BUS2202/Business Ethics (5)	BUS2202/Business Ethics (5)
MGT2201/Organizational Behaviour (5)	MGT2201/Organizational Behaviour (5)
MKT2201/Principles of Marketing (5)	MKT2201/Principles of Marketing (5)
FIN2201/Principles of Finance (5)	FIN2201/Principles of Finance (5)
ECN2204/Microeconomics – I (5)	ECN2204/Microeconomics – I (5)
ECN2205/Macroeconomics – I (5)	ECN2205/Macroeconomics – I (5)
ECN2209/Econometrics - I (5)	ECN2209/Econometrics - I (5)
ACC2201/Principles of Accounting (5)	ACC2201/Principles of Accounting (5)
	Business Orientation Week (2)
<b>Required Major Courses (57 ECTS):</b>	
TUR2202/Introduction to Hospitality (5)	TUR2202/Introduction to Hospitality (5)
TUR2204/Tourism Management (5)	TUR2204/Tourism Management (5)
TUR3311/Hotel Lodging Operations (5)	TUR3311/Hotel Lodging Operations (5)
TUR 3205/Tourism Marketing (7)	TUR 3205/Tourism Marketing (7)
TUR3209/Hotel Management (5)	TUR3209/Hotel Management (5)
TUR3208/Event Management (5)	TUR3208/Event Management (5)
TUR4316/Guest Satisfaction Management (5)	TUR4316/Guest Satisfaction Management (5)
TUR4317/Room Operations Management (5)	TUR4317/Room Operations Management (5)
TUR4318/Food, Beverage, & Catering Operations (5)	TUR4318/Food, Beverage, & Catering Operations (5)
	Internship (10)

- **Electives (60 ECTS) from the list below:**

Fall Semester	Spring Semester
<b>Electives Business Core Courses (45 ECTS):</b>	
TRN 3215/Business English (5)	TRN 3215/Business English (5)
MKT 2201/Principles of Marketing (5)	MKT 2201/Principles of Marketing (5)
TLNG 2201/Intercultural Communications in	TLNG 2201/Intercultural Communications in

Organizations (5)	Organizations (5)
TUR 2203/International Tourism Geography (5)	TUR 2203/International Tourism Geography (5)
MKT3202/Market Research and Analysis (5)	MKT3202/Market Research and Analysis (5)
MGT 3203/Principles of Leadership (5)	MGT 3203/Principles of Leadership (5)
TUR 3314/Cultural Heritage (5)	TUR 3314/Cultural Heritage (5)
MGT 3305/Human Resource Management (5)	MGT 3305/Human Resource Management (5)
TUR 3212/Art and Museum Management (5)	TUR 3212/Art and Museum Management (5)
MKT 3203/Integrated Marketing Communications (5)	MKT 3203/Integrated Marketing Communications (5)
BUS 3203/Entrepreneurship (5)	BUS 3203/Entrepreneurship (5)
TUR 4306/Sustainable Tourism (5)	TUR 4306/Sustainable Tourism (5)
MKT4205/Consumer Behaviour (5)	MKT4205/Consumer Behaviour (5)
TUR4219/Advanced Special Course "Tourism" (5)	TUR4219/Advanced Special Course "Tourism" (5)
MGT 4213/Strategic Management (5)	MGT 4213/Strategic Management (5)
MKT 4204/Brand Management (5)	MKT 4204/Brand Management (5)
MKT 4209/Digital Marketing (5)	MKT 4209/Digital Marketing (5)
TUR 4306/Sustainable Tourism (5)	TUR 4306/Sustainable Tourism (5)
ECN4217, FIN4215, ACC4213, MGT4216, TUR4222/Selected Topics in Economics, Finance, Accounting, Management, Tourism Management (5)	

***Electives Major Courses (3 ECTS):***

TUR 3310/Information Technologies in Tourism: GDS Abacus Booking System (5)	TUR 3310/Information Technologies in Tourism: GDS Abacus Booking System (5)
TUR 4322/Sales Management in Hotels (5)	TUR 4322/Sales Management in Hotels (5)
TUR 3307/Tour Guiding (3)	TUR 3307/Tour Guiding (3)
TUR 4319/Hotel SPA Management (5)	TUR 4319/Hotel SPA Management (5)
TUR 4320/Hotel Training Management (5)	TUR 4320/Hotel Training Management (5)
TUR 4321/PR & Marketing Management in Hospitality Industry (5)	TUR 4321/PR & Marketing Management in Hospitality Industry (5)
ECN4317, FIN4315, ACC4313, MGT4316, TUR4323/Selected Topics in Economics, Finance, Accounting, Management, Tourism Management (5)	

\* *Off-campus courses, organised at International Chain Hotels. These courses available for those who completed Minor in Hospitality*

## **BACHELOR OF ECONOMICS AND BUSINESS WITH MAJOR IN HUMAN RESOURCES MANAGEMENT**

**(M. Narikbayev KAZGUU University, Higher School of Economics)**

The programme is designed in a way to discover and learn the role of human resources management in an organization. The graduates of the programme will be able to manage and deliver process related to HR functions. The programme prepares professionals with competencies such as recruiting, selection, reward process management, coaching, suitable for corporate business, consulting, SME, startups, HR agencies.

The curriculum is structured as follows:

General Education Courses	56 ECTS
- Required	51 ECTS
- Electives	5 ECTS
Business Core Courses	112 ECTS
- Required	97 ECTS
- Electives	15 ECTS
Major Courses	60 ECTS
- Required	30 ECTS
- Electives	30 ECTS
State Exam	12 ECTS

### **LEARNING OUTCOMES**

Graduates of the programme will be able to:

- Understand and evaluate key concepts and frameworks related to finance, economics, accounting, marketing, and management
- Analyze data and information sources for effective decision-making
- Demonstrate awareness of the global environment in which businesses operate as well as a national context
- Demonstrate a sense of responsibility;
- Demonstrate leadership and efficient team work;
- Comprehend and apply research methodology;
- Utilize available data to generated insights about organization and its context
- Develop HR policies to mitigate the risks and contribute to organization's success
- Understands issues and trends within external and internal environment that might affect organization's performance
- Identify skills and competencies relevant to company's performance
- Analyze relationships between employees within organizations
- Know stakeholders and their behavior
- Manage talent process
- Apply legal practices for decision-making
- Contribute to change culture within organization and help management to implement change management practices
- Develop and measure metrics for performance
- Assess reward policies within business
- Demonstrate critical thinking and analysis
- Develop strong interpersonal and communication skills
- Work collaboratively in team
- Utilize creative approach to problem solutions and new idea generation
- Contribute to decision-making in uncertainty
- Demonstrate behavior with alignment to ethical values and principles

## Year 1-4

### Required General Education Courses:

GED1101/Contemporary History of Kazakhstan (5)  
GED1102/Philosophy (5)  
GED1105/Kazakh-1/Russian-1 (5)  
GED1104/English (A2B1) (10)  
GED1103/ Information and Communication Technologies (5)  
GED1106/ Kazakh-2/Russian-2 (5)  
GED1107/ Social-political knowledge (8)  
GED1108/ Physical Education (8)

### Electives General Education Courses:

GED1109/Critical Thinking (5)

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**Total: 56 ECTS**

### Required Courses (127 ECTS):

#### Fall Semester

#### Spring Semester

#### *Required Business Core Courses (97 ECTS):*

GED1110/Academic English (B1+) (10)	GED1110/Academic English (B1+) (10)
ECN1201/Principles of Economics (5)	ECN1201/Principles of Economics (5)
ECN1202/Mathematics for Business and Economics - I (5)	ECN1202/Mathematics for Business and Economics - I (5)
BUS2201/Business Communications (5)	BUS2201/Business Communications (5)
BUS2202/Business Ethics (5)	BUS2202/Business Ethics (5)
MGT2201/Organizational Behavior (5)	MGT2201/Organizational Behavior (5)
FIN2201/Finance (5)	FIN2201/Finance (5)
ECN2204/Microeconomics – I (5)	ECN2204/Microeconomics – I (5)
ECN2205/Macroeconomics – I (5)	ECN2205/Macroeconomics – I (5)
ECN2208/Principles of Statistics (5)	ECN2208/Principles of Statistics (5)
ACC2201/Accounting (5)	ACC2201/Accounting (5)
MKT2201/Principles of Marketing (5)	MKT2201/Principles of Marketing (5)
MGT2203/Leadership (5)	MGT2203/Leadership (5)
BUS3203/Entrepreneurship (5)	BUS3203/Entrepreneurship (5)
LNG2201/Professional English (5)	LNG2201/Professional English (5)
LNG2202/Professional Kazakh/Russian language (5)	LNG2202/Professional Kazakh/Russian language (5)
RSM 2201/Research Methods (5 ECTS)	RSM 2201/Research Methods (5 ECTS)
	Internship - 1 (5 ECTS)
	Internship – 2 (7 ECTS)

#### *Required Major Courses (30 ECTS):*

MGT2302/Management (5)	MGT2302/Management (5)
MGT4310/Strategic Management (5)	MGT4310/Strategic Management (5)
MGT3305/Human Resources Management (5)	MGT3305/Human Resources Management (5)
MGT 3308/Compensation Management(5)	MGT 3308/Compensation Management(5)
MGT3209/Change Management (5)	MGT3209/Change Management (5)
MGT4312/Performance Management (5)	MGT4312/Performance Management (5)

### Electives (45 ECTS) from the list below:



**Fall Semester****Spring Semester*****Electives Business Core Courses (15 ECTS):***

LNG3203/Business English (5)	LNG3203/Business English (5)
MGT4314/Supply Chain Management (5)	MGT4314/Supply Chain Management (5)
MGT3204/Operations Management (5)	MGT3204/Operations Management (5)
MGT4318/Decision Making	MGT4318/Decision Making
MGT4317/Business Modelling	MGT4317/Business Modelling
MGT3306/Innovation Management (5)	MGT3306/Innovation Management (5)
ECN4217, FIN4215, ACC4213, MGT4216, TUR4219/Selected Topics in Economics, Finance, Accounting, Management, Tourism Management (5)	

***Electives Major Courses (30 ECTS):***

CBL4301/Corporate and Business Law (5)	CBL4201/Corporate and Business Law (5)
CBL4302/ Labor Law (5)	TP2206/ Labor Law (5)
MGT4215/Corporate Governance (5)	MGT4215/Corporate Governance (5)
MGT4311/Cases in Management (5)	MGT4311/Cases in Management (5)
MGT3307/Project Management (5)	MGT3307/Project Management (5)

## **BACHELOR OF ECONOMICS AND BUSINESS WITH MAJOR IT IN BUSINESS**

### **(M. Narikbayev KAZGUU University, Higher School of Economics)**

Information technologies are used in all areas, they transform the work of business and society. With advanced IT skills students become good professionals who work more effectively. A bachelor's degree program in Information technology in business can offer students the opportunity to gain the necessary knowledge and skills in information technology that will give them an advantage in their chosen field of study. The program provides students with advanced knowledge and skills in programming, data science, mobile and web technologies and studies the application of these skills in various fields.

The curriculum is structured as follows:

General Education Courses	56 ECTS
- Required	51 ECTS
- Electives	5 ECTS
Business Core Courses	112 ECTS
- Required	67 ECTS
- Electives	45 ECTS
Major Courses	60 ECTS
- Required	50 ECTS
- Electives	10 ECTS
State Exam	12 ECTS

#### **LEARNING OUTCOMES**

Graduates of the programme will be able to:

- demonstrate written and oral communication and computer skills;
- demonstrate awareness of the global environment in which the business operates as well as the national context;
- demonstrate a sense of responsibility;
- demonstrate leadership potential and effective teamwork;
- understand and be able to apply research methodology;
- evaluate key concepts of economics, finance, accounting, management, consumer behavior and marketing;
- understand and follow key business values;
- apply analytical skills to diagnose, assess, solve problems and find business opportunities and develop recommendations;
- use best management practices to develop business, operational and strategic plans, organize and monitor projects, manage resources, build teams and professional relationships;
- independently collect, update and process information;
- effectively use IT in their chosen business area;
- explore opportunities offered by the IT industry for business;
- adapt different business areas to rapidly changing technologies.

#### **Year 1 – 4**

##### **Required General Education Courses:**

- GED1101/Contemporary History of Kazakhstan (5)
- GED1102/Philosophy (5)
- GED1105/Kazakh-1/Russian-1 (5)
- GED1104/English (A2B1) (10)
- GED1103/ Information and Communication Technologies (5)

GED1106/ Kazakh-2/Russian-2 (5)  
GED1107/ Social-political knowledge (8)  
GED1108/ Physical Education (8)

**Electives General Education Courses:**

GED1109/Critical Thinking (5)

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**Total: 56 ECTS**

**Required Courses (132 ECTS):**

**Fall Semester**

**Spring Semester**

***Required Business Core Courses (77 ECTS):***

BUS2201/Business Communications (5)	BUS2201/Business Communications (5)
GED1110/Academic English (B1+) (10)	GED1110/Academic English (B1+) (10)
ECN1201/Principles of Economics (5)	ECN1201/Principles of Economics (5)
ECN1202/Mathematics for Business and Economics - I (5)	ECN1202/Mathematics for Business and Economics - I (5)
BUS2202/Business Ethics (5)	BUS2202/Business Ethics (5)
MGT2201/Organizational Behaviour (5)	MGT2201/Organizational Behaviour (5)
MKT2201/Principles of Marketing (5)	MKT2201/Principles of Marketing (5)
FIN2201/Principles of Finance (5)	FIN2201/Principles of Finance (5)
ECN2204/Microeconomics – I (5)	ECN2204/Microeconomics – I (5)
ECN2205/Macroeconomics – I (5)	ECN2205/Macroeconomics – I (5)
ECN2209/Econometrics - I (5)	ECN2209/Econometrics - I (5)
ACC2201/Principles of Accounting (5)	ACC2201/Principles of Accounting (5)
RSM2201/Research Methods (5)	RSM2201/Research Methods (5)
	BUS3203/Entrepreneurship (5)
	Business Orientation Week (2)

***Required Major Courses (55 ECTS):***

MGT2302/Principles of Management (5)	MGT2302/Principles of Management (5)
MKT2201/Principles of Marketing (5)	MKT2201/Principles of Marketing (5)
MGT2203/Principles of Leadership (5)	MGT2203/Principles of Leadership (5)
ITB3302/Managing Technology and Information (5)	ITB3302/Managing Technology and Information (5)
ITB3301/The Art of Programming (5)	ITB3301/The Art of Programming (5)
ITB3304/Introduction to Data Science (5)	ITB3304/Introduction to Data Science (5)
ITB3303/Introduction to Web Development (5)	ITB3303/Introduction to Web Development (5)
ITB3306/Introduction to Algorithms and Machine Learning (5)	ITB3306/Introduction to Algorithms and Machine Learning (5)
MGT4310/Strategic Management (5)	MGT4310/Strategic Management (5)
	Internship (10/10)

**Electives (40 ECTS) from the list below:**

**Fall Semester**

**Spring Semester**

***Electives Business Core Courses (35 ECTS):***

LNG2201/Professional English (5)	LNG2201/Professional English (5)
LNG2202/Professional Kazakh (Russian) (5)	LNG2202/Professional Kazakh (Russian) (5)
LNG3203/Business English (5)	LNG3203/Business English (5)
BUS3204/International Business (5)	BUS3204/International Business (5)
CBL4201/Corporate and Business Law (5)	MGT3209/Managing Change (5)
MKT3202/Marketing Research (5)	TUR3208/Event Management (5)
MKT3203/PR and Marketing Communications (5)	MKT4206/Advertising Strategy and Promotion (5)
MKT3207/Services Marketing (5)	MGT4215/Corporate Governance (5)

MKT4205/Consumer Behavior (5)

FIN4223/Bloomberg Market Concepts (BMC) (4)

MKT4209/Digital Marketing

ECN4217, FIN4215, ACC4213, MGT4216, TUR4219/Selected Topics in Economics, Finance, Accounting, Management, Tourism Management (5)

***Electives Major Courses (5 ECTS):***

ITB4305/Advanced Web Development (5)

ITB4305/Advanced Web Development (5)

ITB4307/Cross-Platform Mobile Development (5)

ITB4307/Cross-Platform Mobile Development (5)

MKT4304/Brand Management (5)

MGT3306/Innovations Management (5)

FIN3206/Corporate Finance (5)

FIN3206/Corporate Finance (5)

MKT4313/Product Management

MKT4313/Product Management

MKT4311/Fundamentals of Selling

MKT4311/Fundamentals of Selling

MKT 3303/Integrated Marketing Communications

MKT 3303/Integrated Marketing Communications

MKT4310/Strategic Marketing

MKT4310/Strategic Marketing

MGT4318/Decision Making

MGT4318/Decision Making

MGT4311/Cases in Management (5)

MGT3307/Project Management (5)

MGT4312/Performance Management (5)

MGT3308/Compensation Management (5)

MGT4317/Business Modeling

MGT4314/Supply Chain Management (5)

FIN4315/Business Valuation

ECN4317, FIN4315, ACC4313, MGT4316, TUR4319/Selected Topics in Economics, Finance, Accounting, Management, Tourism Management (5)

## **BACHELOR OF ECONOMICS AND BUSINESS WITH MAJOR IN MANAGEMENT**

**(M. Narikbayev KAZGUU University, Higher School of Economics)**

The Bachelor Programme in Management is based on the international educational standards with focus on the local content. While designing the programme we took into account the State Compulsory Educational Standards of the Republic of Kazakhstan; feedback from employers and other stakeholders; and HSE capacity.

The programme is oriented on developing competences for taking various and justified managerial decisions at international and Kazakhstani companies.

The curriculum is structured as follows:

General Education Courses	56 ECTS
- Required	51 ECTS
- Electives	5 ECTS
Business Core Courses	112 ECTS
- Required	72 ECTS
- Electives	40 ECTS
Major Courses	60 ECTS
- Required	40 ECTS
- Electives	20 ECTS
State Exam	12 ECTS

### **LEARNING OUTCOMES**

Graduates of the programme will be able to:

- demonstrate writing and oral communications and computer skills;
- demonstrate awareness of the global environment in which businesses operate as well as a national context;
- demonstrate a sense of responsibility;
- demonstrate leadership and efficient team work;
- comprehend and apply research methodology;
- evaluate key concepts of economics, finance, accounting, management, consumer behaviour and marketing;
- understand and integrate core business values;
- apply analytical skills to diagnose, evaluate, solve problems and find opportunities in business field and develop recommendations;
- apply best practices in management to develop business, operational and strategic plans, organize and monitor projects, manage resources, build teams and professional relationships;
- independently collect, update and process relevant information.

### **Year 1 – 4**

#### **Required Courses:**

GED1101/Contemporary History of Kazakhstan (5)

GED1102/Philosophy (5)

GED1105/Kazakh-1/Russian-1 (5)

GED1104/English (A2B1) (10)

GED1103/ Information and Communication Technologies (5)

GED1106/ Kazakh-2/Russian-2 (5)

GED1107/ Social-political knowledge (8)

GED1108/ Physical Education (8)

**Electives General Education Courses:**

GED1109/Critical Thinking (5)

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**Total: 56 ECTS**

**Required Courses (95 ECTS/57 credits):**

**Fall Semester**

**Spring Semester**

***Required Business Core Courses (72 ECTS):***

GED1110/Academic English (B1+) (10)

GED1110/Academic English (B1+) (10)

ECN1201/Principles of Economics (5)

ECN1201/Principles of Economics (5)

ECN1202/Mathematics for Business and Economics - I (5)

ECN1202/Mathematics for Business and Economics - I (5)

BUS2201/Business Communications (5)

BUS2201/Business Communications (5)

BUS2202/Business Ethics (5)

BUS2202/Business Ethics (5)

MGT2201/Organizational Behaviour (5)

MGT2201/Organizational Behaviour (5)

MKT2201/Principles of Marketing (5)

MKT2201/Principles of Marketing (5)

FIN2201/Principles of Finance (5)

FIN2201/Principles of Finance (5)

ECN2204/Microeconomics – I (5)

ECN2204/Microeconomics – I (5)

ECN2205/Macroeconomics – I (5)

ECN2205/Macroeconomics – I (5)

ECN2209/Econometrics - I (5)

ECN2209/Econometrics - I (5)

ACC2201/Principles of Accounting (5)

ACC2201/Principles of Accounting (5)

BUS3203/Entrepreneurship (5)

Business Orientation Week (2)

***Required Major Courses (40 ECTS):***

MGT2302/Principles of Management (5)

MGT2302/Principles of Management (5)

MKT2201/Principles of Marketing (5)

MKT2201/Principles of Marketing (5)

MGT2203/Principles of Leadership (5)

MGT2203/Principles of Leadership (5)

MGT3204/Operations Management (5)

MGT3305/Human Resource Management (5)

MGT4310/Strategic Management (5)

MGT4310/Strategic Management (5)

Internship (10/10)

**Electives (55 ECTS/55 credits) from the list below:**

**Fall Semester**

**Spring Semester**

***Electives Business Core Courses (40 ECTS):***

LNG2201/Professional English (5)

LNG2201/Professional English (5)

LNG2202/Professional Kazakh (Russian) (5)

LNG2202/Professional Kazakh (Russian) (5)

LNG3203/Business English (5)

LNG3203/Business English (5)

BUS3204/International Business (5)

BUS3204/International Business (5)

CBL4201/Corporate and Business Law (5)

MGT3209/Managing Change (5)

MKT3202/Marketing Research (5)

TUR3208/Event Management (5)

MKT3203/PR and Marketing Communications (5)

MKT4206/Advertising Strategy and Promotion (5)

MKT3207/Services Marketing (5)

MGT4215/Corporate Governance (5)

MKT4205/Consumer Behavior (5)

FIN4223/Bloomberg Market Concepts (BMC) (4/2)

MKT4209/Digital Marketing

ECN4217, FIN4215, ACC4213, MGT4216, TUR4219/Selected Topics in Economics, Finance, Accounting, Management, Tourism Management (5)

***Electives Major Courses (20 ECTS):***

MKT4304/Brand Management (5)  
FIN3206/Corporate Finance (5)  
MKT4313/Product Management  
MKT4311/Fundamentals of Selling  
MKT 3303/Integrated Marketing Communications  
MKT4310/Strategic Marketing  
MGT4318/Decision Making  
MGT4311/Cases in Management (5)  
MGT4312/Performance Management (5)  
MGT4317/Business Modeling  
MGT4314/Supply Chain Management (5)  
FIN4315/Business Valuation  
ECN4317, FIN4315, ACC4313, MGT4316, TUR4319/Selected Topics in Economics, Finance, Accounting,  
Management, Tourism Management (5)

MGT3306/Innovations Management (5)  
FIN3206/Corporate Finance (5)  
MKT4313/Product Management  
MKT4311/Fundamentals of Selling  
MKT 3303/Integrated Marketing Communications  
MKT4310/Strategic Marketing  
MGT4318/Decision Making  
MGT3307/Project Management (5)  
MGT3308/Compensation Management (5)

## BACHELOR IN TOURISM MANAGEMENT

### (M. Narikbayev KAZGUU University, Higher School of Economics)

The Bachelor Programme in Tourism Management is based on the international educational standards with focus on the local content. While designing the programme we took into account the State Compulsory Educational Standards of the Republic of Kazakhstan; feedback from employers and other stakeholders; and HSE capacity. The programme is oriented on developing competences for taking managerial decisions at international and local companies operating in fields of Tourism and Hospitality. Within the academic programme students will be offered several additional professional certifications:

1. Abacus, Entry and Basic Levels (Abacus Central Asia, GDS).
2. Minor in Tour Guiding (with Internship at Astana based Inbound Tour Company).
3. Minor in Hospitality (with Internship at International Chain Hotels).

The curriculum is structured as follows:

General Education Courses	56 ECTS
- Required	51 ECTS
- Electives	5 ECTS
Business Core Courses	112 ECTS
- Required	67 ECTS
- Electives	45 ECTS
Major Courses	60 ECTS
- Required	45 ECTS
- Electives	15 ECTS
State Exam	12 ECTS

#### LEARNING OUTCOMES:

Graduates of the programme will be able to:

- demonstrate writing and oral communications and computer skills;
- demonstrate awareness of the global environment in which businesses operate as well as a national context;
- demonstrate a sense of responsibility;
- demonstrate leadership and efficient team work;
- comprehend and apply research methodology;
- evaluate key concepts of economics, finance, accounting, management, consumer behaviour and marketing;
- understand and integrate core business values;
- apply analytical skills to diagnose, evaluate, solve problems and find opportunities in Tourism Business and Hospitality and develop recommendations;
- apply best practices in management to develop business, operational and strategic plans, organize and monitor projects, manage resources, build teams and professional relationships;
- independently collect, update and process relevant information.

#### Year 1 – 4

##### Required Courses:

- GED1101/Contemporary History of Kazakhstan (5)
- GED1102/Philosophy (5)
- GED1105/Kazakh-1/Russian-1 (5)
- GED1104/English (A2B1) (10)



GED1103/ Information and Communication Technologies (5)  
GED1106/ Kazakh-2/Russian-2 (5)  
GED1107/ Social-political knowledge (8)  
GED1108/ Physical Education (8)

**Electives General Education Courses:**

GED1109/Critical Thinking (5)

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**Total: 56 ECTS**

**Required Courses (112 ECTS):**

**Fall Semester**

**Spring Semester**

***Required Business Core Courses (67 ECTS):***

GED1110/Academic English (B1+) (10)	GED1110/Academic English (B1+) (10)
ECN1201/Principles of Economics (5)	ECN1201/Principles of Economics (5)
ECN1202/Mathematics for Business and Economics - I (5)	ECN1202/Mathematics for Business and Economics - I (5)
BUS2201/Business Communications (5)	BUS2201/Business Communications (5)
BUS2202/Business Ethics (5)	BUS2202/Business Ethics (5)
MGT2201/Organizational Behaviour (5)	MGT2201/Organizational Behaviour (5)
MKT2201/Principles of Marketing (5)	MKT2201/Principles of Marketing (5)
FIN2201/Principles of Finance (5)	FIN2201/Principles of Finance (5)
ECN2204/Microeconomics – I (5)	ECN2204/Microeconomics – I (5)
ECN2205/Macroeconomics – I (5)	ECN2205/Macroeconomics – I (5)
ECN2209/Econometrics - I (5)	ECN2209/Econometrics - I (5)
ACC2201/Principles of Accounting (5)	ACC2201/Principles of Accounting (5)
	Business Orientation Week (2)

***Required Major Courses (45 ECTS):***

TUR 2306/Active Tourism Techniques (5)	TUR 2306/Active Tourism Techniques (5)
TUR2202/Introduction to Hospitality (5)	TUR2202/Introduction to Hospitality (5)
TUR2201/Basics of Tourism Studies (5)	TUR2201/Basics of Tourism Studies (5)
TUR2204/Tourism Management (5)	TUR2204/Tourism Management (5)
TUR 2203/International Tourism Geography (5)	TUR 2203/International Tourism Geography (5)
TUR 3205/Tourism Marketing (7)	TUR 3205/Tourism Marketing (7)
TUR3307/Tour Guiding (3)	TUR3307/Tour Guiding (3)
	Internship (10)

**Electives (60 ECTS) from the list below:**

**Fall Semester**

**Spring Semester**

***Electives Business Core Courses (45 ECTS):***

LNG3203/Business English (5)	LNG3203/Business English (5)
TUR3212/Arts and Museum Management (5)	TUR3212/Arts and Museum Management (5)
MGT3203/Principles of Leadership (5)	BUS3203/Entrepreneurship (5)
MGT3204/Human Resource Management (5)	MGT3211/Project Management (5)
MKT3202/Marketing Research (5)	TUR3208/Event Management (5)
MKT3203/PR and Marketing Communications (5)	MKT4209/Digital Marketing (5)
TUR3213/Sales Management in Hotels (5)	TLNG2201/Cross-cultural communications (5)
MKT4205/Consumer Behaviour (5)	MKT4206/Advertising Strategy and Promotion (5)
MGT4213/Strategic Management (5)	MGT4213/Strategic Management (5)
MKT4204/Brand Management (5)	FIN4223/Bloomberg Market Concepts (BMC) (4/2)

MGT3203/Leadership (5)

ECN4217, FIN4215, ACC4213, MGT4216, TUR4222/Selected Topics in Economics, Finance, Accounting, Management, Tourism Management (5)

***Electives Major Courses (15 ECTS):***

TUR3310/IT in Tourism: GDS Abacus (5)

TUR3315/Tourism Law (5)

TUR4316/Guest Satisfaction Management \*( 5/3)

TUR4317/Room Operations Management \* (5)

TUR4318/Food, Beverage & Catering Operations \*  
(5)

TUR4319/Hotel SPA Management \* (5)

TUR4320/Hotel Training Management \* (5)

TUR4321/PR & Marketing Management in  
Hospitality Industry\* (5)

ECN4317, FIN4315, ACC4313, MGT4316, TUR4323/Selected Topics in Economics, Finance, Accounting, Management, Tourism Management (5)

*\* Off-campus courses, organised at International Chain Hotels. These courses available for those who completed Minor in Hospitality*

## **BACHELOR OF ECONOMICS AND BUSINESS WITH MAJOR IN MARKETING (M. Narikbayev KAZGUU University, Higher School of Economics)**

The aim is to provide students with skills and competencies necessary for competitive business environment with focus on marketing issues. Programme is concentrated on development on analytical, creative and decision-making skills required in the various industries. The programme is designed with accordance to the government regulations, needs of the labor market and external stakeholders.

The curriculum is structured as follows:

General Education Courses	56 ECTS
- Required	51 ECTS
- Electives	5 ECTS
Business Core Courses	112 ECTS
- Required	112 ECTS
- Electives	0 ECTS
Major Courses	60 ECTS
- Required	40 ECTS
- Electives	20 ECTS
State Exam	12 ECTS

### **LEARNING OUTCOMES**

Graduates of the programme will be able to:

- Understand and evaluate key concepts and frameworks related to finance, economics, accounting, marketing, and management
- Analyze data and information sources for effective decision-making
- Demonstrate awareness of the global environment in which businesses operate as well as a national context;
- Demonstrate a sense of responsibility;
- Demonstrate leadership and efficient team work;
- Comprehend and apply research methodology;
- Collect information for consumer insights
- Identify need for market research
- Analyze consumer behavior, marketing strategy, communication strategy
- Develop marketing tactical plans with alignment to organizational strategy
- Contribute to design of marketing, brand, and communication strategy
- Create and evaluate solutions to given marketing problem
- Examine digital capabilities of the company
- Contribute to the digital-focused approach to the organization's strategy and issues
- Identify optimal ways for product and market development
- Calculate and measure metrics for marketing strategy analysis and evaluation
- Demonstrate critical thinking and analysis
- Work collaboratively in team
- Utilize creative approach to problem solutions and new idea generation
- Contribute to decision-making in uncertainty
- Demonstrate behavior with alignment to ethical values and principles

### **Year 1 – 4**

#### **Required Courses:**

GED1101/Contemporary History of Kazakhstan (5)

GED1102/Philosophy (5)

GED1105/Kazakh-1/Russian-1 (5)  
 GED1104/English (A2B1) (10)  
 GED1103/ Information and Communication Technologies (5)  
 GED1106/ Kazakh-2/Russian-2 (5)  
 GED1107/ Social-political knowledge (8)  
 GED1108/ Physical Education (8)

**Electives General Education Courses:**

GED1109/Critical Thinking (5)

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**Total: 56 ECTS**

**Required Courses (142 ECTS):**

**Fall Semester**

**Spring Semester**

***Required Business Core Courses (112 ECTS):***

GED1110/Academic English (B1+) (10)	GED1110/Academic English (B1+) (10)
ECN1201/Principles of Economics (5)	ECN1201/Principles of Economics (5)
ECN1202/Mathematics for Business and Economics - I (5)	ECN1202/Mathematics for Business and Economics - I (5)
BUS2201/Business Communications (5)	BUS2201/Business Communications (5)
BUS2202/Business Ethics (5)	BUS2202/Business Ethics (5)
MGT2201/Organizational Behaviour (5)	MGT2201/Organizational Behaviour (5)
FIN2201/Principles of Finance (5)	FIN2201/Principles of Finance (5)
ECN2204/Microeconomics – I (5)	ECN2204/Microeconomics – I (5)
ECN2205/Macroeconomics – I (5)	ECN2205/Macroeconomics – I (5)
ECN2209/Econometrics - I (5)	ECN2209/Econometrics - I (5)
MGT2302/Principles of Management (5)	MGT2302/Principles of Management (5)
ACC2201/Principles of Accounting (5)	ACC2201/Principles of Accounting (5)
BUS3203/Entrepreneurship (5)	BUS3203/Entrepreneurship (5)
MKT4310/Strategic Marketing (5)	MKT4310/Strategic Marketing (5)
LNG2201/Professional English (5)	LNG2201/Professional English (5)
LNG2202/Professional Kazakh/Russian language (5)	LNG2202/Professional Kazakh/Russian language (5)
MGT4314/Supply Chain Management (5)	MGT4314/Supply Chain Management (5)
MGT3204/Operations Management (5)	MGT3204/Operations Management (5)
RSM3201/Research Methods (5)	RSM3201/Research Methods (5)
	Internship - 1 (5)
	Internship – 2 (7)

***Required Major Courses (30 ECTS):***

MKT2201/Principles of Marketing (5)	MKT2201/Principles of Marketing (5)
MKT4205/Consumer Behavior (5)	MKT4205/Consumer Behavior (5)
MKT4304/Brand Management (5)	MKT4304/Brand Management (5)
MKT3303/Integrated Marketing Communications (5)	MKT3303/Integrated Marketing Communications (5)
MKT3202/Marketing Research (5)	MKT3202/Marketing Research (5)

**Electives (30 ECTS) from the list below:**

**Fall Semester**

**Spring Semester**

***Electives Major Courses (30 ECTS):***

MKT3203/PR and Marketing Communications (5)	MKT3203/PR and Marketing Communications (5)
MKT3207/Services Marketing (5)	MKT3207/Services Marketing (5)
MKT4209/Digital Marketing (5)	MKT4209/Digital Marketing (5)
MKT4206/Advertising strategy and Promotion (5)	MKT4206/Advertising strategy and Promotion (5)

MKT4313/ Product Management (5)	MKT4313/ Product Management (5)
TUR3208/Event Management (5)	TUR3208/Event Management (5)
TUR3205/Tourism Marketing (5)	TUR3205/Tourism Marketing (5)
TUR2203/International Tourism Geography & Destination Marketing (5)	TUR2203/International Tourism Geography & Destination Marketing (5)
PRC3302/Crisis Communications (5)	PRC3302/Crisis Communications (5)
MKT4311/Fundamentals of Selling (5)	
MKT4215/ Selected topics in Marketing (5)	
ECN4317, FIN4315, ACC4313, MGT4316, TUR4319/Selected Topics in Economics, Finance, Accounting, Management, Tourism Management (5)	

## **BACHELOR OF SOCIAL SCIENCE WITH MAJOR IN PSYCHOLOGY**

### **(M. Narikbayev KAZGUU University, Higher School of Economics)**

The Bachelor Programme in Psychology is based on the international standards with focus on the local content. While developing the programme we took into account the State Compulsory Standards of the Republic of Kazakhstan, feedback from employers and other stakeholders, as well as HSE capabilities. The programme consists of 240 ECTS of theoretical training; required state exams, undergraduate thesis defence, and three internships (during four years).

The curriculum is structured as follows:

General Education Courses	56 ECTS
- Required	51 ECTS
- Electives	5 ECTS
Business Core Courses	112 ECTS
- Required	82 ECTS
- Electives	30 ECTS
Major Courses	60 ECTS
- Required	55 ECTS
- Electives	5 ECTS
State Exam	12 ECTS

#### **LEARNING OUTCOMES**

Graduates of the programme will be able to:

- Describe major concepts, theoretical perspectives and empirical findings in psychology.
- Interpret, design and conduct basic psychological research
- Understand and apply psychological principles to personal, social, and organizational issues.
- Apply psychological theories and research to increase satisfaction and productivity in the workplace
- Demonstrate the knowledge and skills needed to effectively manage human resources
- Think critically and creatively when solving problems and making decisions
- Communicate effectively in a variety of organizational settings.
- Apply ethical standards to evaluate professional practice

#### **Year 1 – 4**

##### **Required Courses:**

GED1101/Contemporary History of Kazakhstan (5)  
GED1102/Philosophy (5)  
GED1105/Kazakh-1/Russian-1 (5)  
GED1104/English (A2B1) (10)  
GED1103/ Information and Communication Technologies (5)  
GED1106/ Kazakh-2/Russian-2 (5)  
GED1107/ Social-political knowledge (8)  
GED1108/ Physical Education (8)

##### **Electives General Education Courses:**

GED1109/Critical Thinking (5)

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**Total: 56 ECTS**

**Required Courses (137 ECTS):**

**Fall Semester****Spring Semester****Required Business Core Courses (82 ECTS):**

GED1110/Academic English (B1+) (10)	GED1110/Academic English (B1+) (10)
BUS2201/Business Communications (5)	BUS2201/Business Communications (5)
BUS2202/Business Ethics (5)	BUS2202/Business Ethics (5)
MGT2201/Organizational Behaviour (5)	MGT2201/Organizational Behaviour (5)
PSH1201/Introduction to Psychology -1 (5)	PSH1201/Introduction to Psychology -1 (5)
PSH2202/Introduction to Psychology -2 (5)	PSH2202/Introduction to Psychology -2 (5)
PSH 2204/Introduction to Social Psychology (5)	PSH 2204/Introduction to Social Psychology (5)
PSH2203/Developmental Psychology (5)	PSH2203/Developmental Psychology (5)
PSH 2208/Differential Psychology of Personality (5)	PSH 2208/Differential Psychology of Personality (5)
PSH 2211/Introduction to Psychology of Personality (5)	PSH 2211/Introduction to Psychology of Personality (5)
RSM3201/Research Methods (5)	RSM3201/Research Methods (5)
PSH 3221/Research methods in psychology-2 (5)	Internship - 1 (2)

**Required Major Courses (55 ECTS):**

MGT2302/Principles of Management (5)	MGT2302/Principles of Management (5)
PSH3328/Medical Psychology (5)	PSH3328/Medical Psychology (5)
MGT3305/Human Resource Management (5)	MGT3305/Human Resource Management (5)
PSH3326/Psychological Counseling (5)	PSH3326/Psychological Counseling (5)
MGT3308/Compensation Management (5)	MGT3308/Compensation Management (5)
MGT3312/Performance Management (5)	MGT3312/Performance Management (5)
CBL3302/Labor Law (5)	CBL3302/Labor Law (5)
PSH 4210/Psychological Diagnosis and Assessment of Staff (5)	PSH 4210/Psychological Diagnosis and Assessment of Staff (5)
PSH 4330/Psychological Training in Organizations (5)	PSH 4330/Psychological Training in Organizations (5)
	Internship – 2 (10)

**Electives (53 ECTS/33 credits) from the list below:****Fall Semester****Spring Semester****Core Courses (30 ECTS):**

LNG2202/Professional Kazakh (Russian) Language (5)	LNG2202/Professional Kazakh (Russian) Language (5)
GED2108/Critical Thinking (5)	GED2108/Critical Thinking (5)
LNG2201/Professional English (5)	LNG2201/Professional English (5)
PSH 2207/Creative Thinking (5)	PSH 2207/Creative Thinking (5)
BUS3203/Entrepreneurship (5)	BUS3203/Entrepreneurship (5)
MKT3201/Principles of Marketing (5)	MKT3201/Principles of Marketing (5)
PSH 3214/Positive Psychology (5)	PSH 3214/Positive Psychology (5)
MKT3205/Consumer Behaviour (5)	MKT3205/Consumer Behaviour (5)
PSH 3213/Cognitive Psychology (5)	PSH 3213/Cognitive Psychology (5)
PRC 4302/Crisis Communications (5)	PRC 4302/Crisis Communications (5)
MGT4209/Managing Change (5)	MGT4209/Managing Change (5)

**Major Courses (5 ECTS):**

PSH 2215/Stress Management (5)	PSH 2215/Stress Management (5)
PSH 3229/Sport Psychology (5)	PSH 3229/Sport Psychology (5)

PSH 3212/Psychology of Deviant Behaviour (5)  
MKT3203/Public Relations (5)  
PSH 4332/Cognitive-Behavioural Therapy (5)  
PSH 4334/Psychology of Workforce Training and  
Development (5)  
PSH 4335/Managing Conflicts in Organizations (5)  
  
PSH 4327/Coaching (5)  
PSH 4333/Workshop on Counselling in Organizations  
(5)  
PSH 4331/Psychology of Family Relations (5)  
MGT4307/Project Management (5)

PSH 3212/Psychology of Deviant Behaviour  
(5)  
MKT3203/Public Relations (5)  
PSH 4332/Cognitive-Behavioural Therapy (5)  
PSH 4334/Psychology of Workforce Training  
and Development (5)  
PSH 4335/Managing Conflicts in  
Organizations (5)  
PSH 4327/Coaching (5)  
PSH 4333/Workshop on Counselling in  
Organizations (5)  
PSH 4331/Psychology of Family Relations (5)  
MGT4307/Project Management (5)



## **BACHELOR OF SOCIAL SCIENCE WITH MAJOR IN BUSINESS PSYCHOLOGY**

### **(M. Narikbayev KAZGUU University, Higher School of Economics)**

Purpose of the program is to prepare highly qualified, competitive specialists of the modern labor market in the field of business psychology with deep psychological knowledge in the field of personnel management, marketing and the level of competence in the areas of practical use of organizational and management consulting, psychological support for the development and implementation of business strategies, recruitment, HR -management for solving professional tasks.

The curriculum is structured as follows:

General Education Courses	56 ECTS
- Required	51 ECTS
- Electives	5 ECTS
Business Core Courses	112 ECTS
- Required	77 ECTS
- Electives	35 ECTS
Major Courses	60 ECTS
- Required	50 ECTS
- Electives	10 ECTS
State Exam	12 ECTS

#### **LEARNING OUTCOMES**

Graduates of the programme will be able to:

- Describe major concepts, theoretical perspectives and empirical findings in psychology.
- Interpret, design and conduct basic psychological research
- Understand and apply psychological principles to personal, social, and organizational issues.
- Apply psychological theories and research to increase satisfaction and productivity in the workplace
- Demonstrate the knowledge and skills needed to effectively manage human resources
- Think critically and creatively when solving problems and making decisions
- Communicate effectively in a variety of organizational settings.
- Apply ethical standards to evaluate professional practice

#### **Year 1 – 4**

##### **Required Courses:**

GED1101/Contemporary History of Kazakhstan (5)  
GED1102/Philosophy (5)  
GED1105/Kazakh-1/Russian-1 (5)  
GED1104/English (A2B1) (10)  
GED1103/ Information and Communication Technologies (5)  
GED1106/ Kazakh-2/Russian-2 (5)  
GED1107/ Social-political knowledge (8)  
GED1108/ Physical Education (8)

##### **Electives General Education Courses:**

GED1109/Critical Thinking (5)

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**Total: 56 ECTS**

**Required Courses (127 ECTS):****Fall Semester****Spring Semester****Required Business Core Courses (77 ECTS):**

GED1110/Academic English (B1+) (10)	GED1110/Academic English (B1+) (10)
BUS2201/Business Communications (5)	BUS2201/Business Communications (5)
BUS2202/Business Ethics (5)	BUS2202/Business Ethics (5)
MGT2201/Organizational Behaviour (5)	MGT2201/Organizational Behaviour (5)
PSH1201/Introduction to Psychology -1 (5)	PSH1201/Introduction to Psychology -1 (5)
PSH2202/Introduction to Psychology -2 (5)	PSH2202/Introduction to Psychology -2 (5)
PSH 2204/Introduction to Social Psychology (5)	PSH 2204/Introduction to Social Psychology (5)
PSH2203/Developmental Psychology (5)	PSH2203/Developmental Psychology (5)
PSH 2208/Differential Psychology of Personality (5)	PSH 2208/Differential Psychology of Personality (5)
PSH 2211/Introduction to Psychology of Personality (5)	PSH 2211/Introduction to Psychology of Personality (5)
MKT3201/Principles of Marketing (5)	MKT3201/Principles of Marketing (5)
MKT3202/Market Research and Analysis (5)	MKT3202/Market Research and Analysis (5)
RSM3201/Research Methods (5)	RSM3201/Research Methods (5)
PSH 3221/Research methods in psychology-2 (5)	Internship - 1 (2)

**Required Major Courses (50 ECTS):**

MGT2302/Principles of Management (5)	MGT2302/Principles of Management (5)
PSH3328/Medical Psychology (5)	PSH3328/Medical Psychology (5)
MKT4205/Consumer Behaviour (5)	MKT4205/Consumer Behaviour (5)
PSH3326/Psychological Counseling (5)	PSH3326/Psychological Counseling (5)
MGT3308/Compensation Management (5)	MGT3308/Compensation Management (5)
CBL3302/Labor Law (5)	CBL3302/Labor Law (5)
PSH 4210/Psychological Diagnosis and Assessment of Staff (5)	PSH 4210/Psychological Diagnosis and Assessment of Staff (5)
PSH 4330/Psychological Training in Organizations (5)	PSH 4330/Psychological Training in Organizations (5)
	Internship – 2 (10)

**Electives (45 ECTS) from the list below:****Fall Semester****Spring Semester****Core Courses (35 ECTS):**

LNG2201/Professional English (5)	LNG2201/Professional English (5)
BUS2201/Business Communications (5)	BUS2201/Business Communications (5)
LNG2202/Professional Kazakh (Russian) Language (5)	LNG2202/Professional Kazakh (Russian) Language (5)
PSH 2207/Creative Thinking (5)	PSH 2207/Creative Thinking (5)
PSH 3214/Positive Psychology (5)	PSH 3214/Positive Psychology (5)
BUS3203/Entrepreneurship (5)	BUS3203/Entrepreneurship (5)
MGT3305/Human Resource Management (5)	MGT3305/Human Resource Management (5)
BUS3202/Business Ethics (5)	BUS3202/Business Ethics (5)
PSH 3213/Cognitive Psychology (5)	PSH 3213/Cognitive Psychology (5)
PRC 4302/Crisis Communications (5)	PRC 4302/Crisis Communications (5)
MGT4209/Managing Change (5)	MGT4209/Managing Change (5)

**Major Courses (10 ECTS):**

PSH 2215/Stress Management (5)  
MGT3312/Performance Management (5)  
PSH 3229/Sport Psychology (5)  
PSH 3212/Psychology of Deviant Behaviour (5)  
  
MGT4307/Project Management (5)  
PSH 4332/Cognitive-Behavioural Therapy (5)  
PSH 4334/Psychology of Workforce Training and  
Development (5)  
PSH 4335/Managing Conflicts in Organizations (5)  
  
PSH 4327/Coaching (5)  
PSH 4333/Workshop on Counselling in  
Organizations (5)  
PSH 4331/Psychology of Family Relations (5)

PSH 2215/Stress Management (5)  
MGT3312/Performance Management (5)  
PSH 3229/Sport Psychology (5)  
PSH 3212/Psychology of Deviant Behaviour  
(5)  
MGT4307/Project Management (5)  
PSH 4332/Cognitive-Behavioural Therapy (5)  
PSH 4334/Psychology of Workforce Training  
and Development (5)  
PSH 4335/Managing Conflicts in  
Organizations (5)  
PSH 4327/Coaching (5)  
PSH 4333/Workshop on Counselling in  
Organizations (5)  
PSH 4331/Psychology of Family Relations (5)

## **BACHELOR OF TRANSLATION STUDIES**

### **(M. Narikbayev KAZGUU University, Higher School of Economics)**

The Bachelor programme in Translation Studies is based on the international standards with the focus on the local content. While developing the programme we took into account the State Compulsory Standards of the Republic of Kazakhstan, employers' and other stakeholders' feedback, as well as HSE capabilities.

The programme is based on developing the professional competences for translators and interpreters in various fields, agencies, and companies. The programme consists of 240 ECTS.

The curriculum is structured as follows:

General Education Courses	56 ECTS
- Required	51 ECTS
- Electives	5 ECTS
Business Core Courses	112 ECTS
- Required	107 ECTS
- Electives	5 ECTS
Major Courses	60 ECTS
- Required	60 ECTS
- Electives	0 ECTS
State Exam	12 ECTS

#### **LEARNING OUTCOMES**

Graduates of the programme will be able to:

- demonstrate explicit knowledge and understanding in the language theory and linguistics of native and foreign languages using them in class activities;
- implement translation and interpretation strategies as well as methods into practice;
- apply translation and interpretation techniques in professional arena;
- acquire critical thinking and transferable skills in the working environment;
- acquire professional skills both in English as the first foreign language and Chinese, German, French, Italian and Spanish as the second foreign language;
- demonstrate knowledge of traditions and culture, history and literature of English and other second foreign languages;
- subtitle the movies, documentaries and other video materials using relevant subtitling techniques;
- demonstrate interdisciplinary and social skills producing knowledge in the field of economy, psychology, politics and others.

#### **Year 1 – 4**

##### **Required Courses:**

GED1101/Contemporary History of Kazakhstan (5)  
GED1102/Philosophy (5)  
GED1105/Kazakh-1/Russian-1 (5)  
TRN1101/English and Intercultural Communication B1 (10)  
GED1103/ Information and Communication Technologies (5)  
GED1106/ Kazakh-2/Russian-2 (5)  
GED1107/ Social-political knowledge (8)  
GED1108/ Physical Education (8)

##### **Electives General Education Courses:**

GED1109/Critical Thinking (5)

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**Total: 56 ECTS**

**Required Courses (167 ECTS)**

**Fall Semester**

**Spring Semester**

**Business Core Courses (107 ECTS)**

BUS3202/Business Ethics (5)	BUS3202/Business Ethics (5)
MGT2201/Organizational Behavior (5)	MGT2201/Organizational Behavior (5)
BUS2201/Business Communications (5)	BUS2201/Business Communications (5)
RSN2201/Research methods 1 (5)	RSN2201/Research methods 1 (5)
TRN2202/ English and Intercultural Communication B2 (10)	TRN2202/ English and Intercultural Communication B2 (10)
TRN2203/Translation and interpretation theory (5)	TRN2203/Translation and interpretation theory (5)
TRN2204/Fundamentals of Translator's and Interpreter's skills (5)	TRN2204/Fundamentals of Translator's and Interpreter's skills (5)
TRN3320/English and American Studies (5)	TRN3320/English and American Studies (5)
TRN3321/ Theory of meaning (5)	TRN3321/ Theory of meaning (5)
TRN3322/English for Professional Purposes (5)	TRN3322/English for Professional Purposes (5)
TRN3323/Technical Texts Translation (5)	TRN3323/Technical Texts Translation (5)
TRN3324/Academic Writing (5)	TRN3324/Academic Writing (5)
TRN3325/Applied Literary Translation (5)	TRN3325/Applied Literary Translation (5)
TRN4326/Advanced English for Industry Professions (5)	TRN4326/Advanced English for Industry Professions (5)
TRN3327/TRN4328/Selected Topics in Translation Studies (5)	TRN3327/TRN4328/Selected Topics in Translation Studies (5)
IRN3304/Diplomatic Club (Workshop) (5)	IRN3304/Diplomatic Club (Workshop) (5)
IRN3305/Negotiations and Public Diplomacy (5)	IRN3305/Negotiations and Public Diplomacy (5)
TRN3315/Business English (5)	TRN3315/Business English (5)
	Internship (12)

**Major Courses (60 ECTS):**

TRN2307/Fundamentals of Language Theory (5)	TRN2307/Fundamentals of Language Theory (5)
TRN2308/Introduction to Simultaneous (5)	TRN2308/Introduction to Simultaneous (5)
TRN2309/Introduction to Consecutive (5)	TRN2309/Introduction to Consecutive (5)
TRN2310/ Terminology: theory and practice (5)	TRN2310/ Terminology: theory and practice (5)
TRN2311/Listening and Speaking (5)	TRN2311/Listening and Speaking (5)
TRN2312/English for Communication (5)	TRN2312/English for Communication (5)
TRN2313/English and American Literature (5)	TRN2313/English and American Literature (5)
TRN2314/Professional English and Cross-Cultural Communication (5)	TRN2314/Professional English and Cross-Cultural Communication (5)
TRN3316/Translation (5)	TRN3316/Translation (5)
TRN3317/Interpretation (5)	TRN3317/Interpretation (5)
TRN3318/Second Foreign Language B1 (5)	TRN3318/Second Foreign Language B1 (5)
TRN3319/Second Foreign Language B2 (5)	TRN3319/Second Foreign Language B2 (5)
TRN3320/English and American Studies (5)	TRN3320/English and American Studies (5)
TRN3321/ Theory of meaning (5)	TRN3321/ Theory of meaning (5)
TRN3322/English for Professional Purposes (5)	TRN3322/English for Professional Purposes (5)
TRN3323/Technical Texts Translation (5)	TRN3323/Technical Texts Translation (5)
TRN3324/Academic Writing (5)	TRN3324/Academic Writing (5)
TRN3325/Applied Literary Translation (5)	TRN3325/Applied Literary Translation (5)
TRN4326/Advanced English for Industry Professions (5)	TRN4326/Advanced English for Industry Professions (5)
IRN3304/Diplomatic Club (Workshop) (5)	IRN3304/Diplomatic Club (Workshop) (5)

IRN3305/Negotiations and Public Diplomacy (5)

IRN3305/Negotiations and Public Diplomacy  
(5)

TRN 3215 / TRN 2210 / Selected Topics in Translation Studies (5)

**Electives (5 ECTS) select from the list below:**

**Fall Semester**

**Spring Semester**

**Business Core Courses (5 ECTS):**

TRN2205/Second Foreign Language (German,  
French, Spanish, Chinese, Italian) A2 (5)

TRN2205/Second Foreign Language (German,  
French, Spanish, Chinese, Italian) A2 (5)

TRN2206/Second Foreign Language (German,  
French, Spanish, Chinese, Italian) A1 (5)

TRN2206/Second Foreign Language (German,  
French, Spanish, Chinese, Italian) A1 (5)

MGT3203/Principles of Leadership (5)

MGT3203/Principles of Leadership (5)

IRN2201/Fundamentals of International Relations  
(5)

IRN2201/Fundamentals of International  
Relations (5)

IRN3202/Globalization and International  
Organizations (5)

IRN3202/Globalization and International  
Organizations (5)

IRN3303/Diplomatic Protocols and Documents (2)

IRN3303/Diplomatic Protocols and  
Documents (2)

IRN4206/Capstone Project in International Relations  
(5)

IRN4206/Capstone Project in International  
Relations (5)

PRC3201/Public Relations (5)

PRC3201/Public Relations (5)

PRC3202/Crisis Communications (5)

PRC3202/Crisis Communications (5)

BSJ2201/Introduction to business journalism (5)

BSJ2201/Introduction to business journalism  
(5)

BSJ2202/Introduction to mass-media (5)

BSJ2202/Introduction to mass-media (5)

BSJ3203/Media competence and ethics (5)

BSJ3203/Media competence and ethics (5)

BSJ3204/Writing, reporting and editing (5)

BSJ3204/Writing, reporting and editing (5)

GED1119/Global Perspectives and Identity

GED1119/Global Perspectives and Identity

GED1120/Learning how to learn

GED1120/Learning how to learn

GED1121/Basic academic and research skills

GED1121/Basic academic and research skills

## PART VII MASTER DEGREE PROGRAMMES

### MASTER IN ECONOMICS

(M. Narikbayev KAZGUU University, Higher School of Economics)

The program allows to gain skills of in-depth economic analysis to make management decisions.

General Education Courses	35 ECTS
Required	20 ECTS
Elective	15 ECTS
Major Courses	49 ECTS
Required	5 ECTS
Elective	44 ECTS
Research	24 ECTS
Final Examination	12 ECTS

#### LEARNING OUTCOMES

The graduates of the programme should be able to:

- forecast current global trends and their impact on the economy of Kazakhstan at the micro and macro levels;
- demonstrate a sense of responsibility, leadership and effective teamwork;
- apply analytical skills to diagnose, evaluate and solve problems in economics to develop recommendations;
- understand how econometric and game theoretic methods are used to estimate causal relationships from observational data;
- distinguish the features of the transmission mechanism in macroeconomic and microeconomic development for the short, the medium, and the long run;
- use econometric software packages as tools of quantitative and statistical analysis to compute empirical results;
- build different scenarios for a potential investment project using integrated framework that will affect economic decisions and business strategy;
- use strategic planning and control models to plan and monitor organizational performance;
- utilize research theories and frameworks for independent research;
- apply professional judgment to financial management issues.

#### Year 1-2

##### Required Courses (25 ECTS)

###### Fall Semester

###### Spring Semester

##### General Education Courses (20 ECTS)

MGT5201/Global Leadership and Organizational Development (10):

- History and philosophy of science
- Foreign language (professional)
- Higher school Pedagogy
- Management Psychology

RSM5201/Research Methods – I (5)

MGT5201/Global Leadership and Organizational Development (10):

- History and philosophy of science
- Foreign language (professional)
- Higher school Pedagogy
- Management Psychology

RSM5201/Research Methods – I (5)

Teaching practice (5)

##### Major Courses (5 ECTS):

ECN5301/Managerial Economics – I (5)

ECN5301/Managerial Economics – I (5)

##### Electives (59 ECTS) select from the list below:

###### Fall Semester

###### Spring Semester

##### General Education Courses (15 ECTS)

RSM5202/Research Methods – II (5)

RSM5202/Research Methods – II (5)

CGL5201/Corporate Governance(5)  
ECN5201/Time Series Econometrics (5)  
ECN5202/Cross Sectional and Panel Econometrics  
and Basics of Quasi-Experimental Methods (5)

CGL5201/Corporate Governance(5)  
ECN5201/Time Series Econometrics (5)  
ECN5202/Cross Sectional and Panel Econometrics  
and Basics of Quasi-Experimental Methods (5)

**Major Courses (44 ECTS):**

FIN5301/Valuation (5)  
ECN5302/Managerial Economics – II (10)  
ECN5303/Game Theory  
ECN5304/Advanced Topics in Economics  
FIN5302/Advanced Topics in Finance (Financial  
Modeling Fundamentals) (5)  
FIN5303/Corporate Finance (5)  
FIN5304/Financial Management (5)  
FIN5305/Risk Management (5)  
FIN5306/Credit Risk Management (5)  
FIN5307/Operational Risk Management (5)  
FIN5308/Professional Ethics (5)  
FIN5309/Securities and Derivatives (5)  
FIN5310/Investment Management (5)  
FIN5311/Bloomberg Market Concepts (4)  
CBL5301/Corporate and Business Law (5)  
ACC5301/Financial Accounting (5)  
ACC5302/Advance Financial Accounting (5)  
ACC5303/Financial Reporting (5)  
ACC5304/Managerial Accounting (5)  
ACC5305/Taxation (5)  
ACC5306/Audit (5)

FIN5301/Valuation (5)  
ECN5302/Managerial Economics – II (10)  
ECN5303/Game Theory  
ECN5304/Advanced Topics in Economics  
FIN5302/Advanced Topics in Finance (Financial  
Modeling Fundamentals) (5)  
FIN5303/Corporate Finance (5)  
FIN5304/Financial Management (5)  
FIN5305/Risk Management (5)  
FIN5306/Credit Risk Management (5)  
FIN5307/Operational Risk Management (5)  
FIN5308/Professional Ethics (5)  
FIN5309/Securities and Derivatives (5)  
FIN5310/Investment Management (5)  
FIN5311/Bloomberg Market Concepts (4)  
CBL5301/Corporate and Business Law (5)  
ACC5301/Financial Accounting (5)  
ACC5302/Advance Financial Accounting (5)  
ACC5303/Financial Reporting (5)  
ACC5304/Managerial Accounting (5)  
ACC5305/Taxation (5)  
ACC5306/Audit (5)  
Research practice (15)



## **MASTER IN FINANCE**

### **(M. Narikbayev KAZGUU University, Higher School of Economics)**

The program teaches the use of advanced mathematical models and quantitative methods to create innovative solutions

General Education Courses	35 ECTS
Required	20 ECTS
Elective	15 ECTS
Major Courses	49 ECTS
Required	5 ECTS
Elective	44 ECTS
Research	24 ECTS
Final Examination	12 ECTS

#### **LEARNING OUTCOMES**

The graduates of the programme should be able to:

- forecast current global trends and their impact on the economy of Kazakhstan at the micro and macro levels;
- demonstrate a sense of responsibility, leadership and effective teamwork;
- apply analytical skills to diagnose, evaluate and solve problems in finance to develop recommendations;
- apply the tools and procedures to measure and manage risks, including quantitative measurements, qualitative assessment and risk management of the company;
- estimate the cost of the company's capital, growth rates, future expected cash flows;
- use advanced mathematical models and quantitative methods to create innovative solutions;
- apply professional judgment to financial management issues;
- conduct an in-depth assessment of the company's financial indicators to determine the area for its improvement;
- distinguish the features of the transmission mechanism in macroeconomic and microeconomic development for the short, the medium, and the long run;
- utilize research theories and frameworks for independent research.

#### **Year 1-2**

##### **Required Courses (25 ECTS)**

##### **Fall Semester**

##### **Spring Semester**

##### **General Education Courses (20 ECTS)**

MGT5201/Global Leadership and Organizational Development (10):

- History and philosophy of science
- Foreign language (professional)
- Higher school Pedagogy
- Management Psychology

RSM5201/Research Methods – I (5)

MGT5201/Global Leadership and Organizational Development (10):

- History and philosophy of science
- Foreign language (professional)
- Higher school Pedagogy
- Management Psychology

RSM5201/Research Methods – I (5)

Teaching practice (5)

##### **Major Courses (5 ECTS):**

CGL5303/ Valuation (5)

CGL5303/ Valuation (5)

##### **Electives (44 ECTS) select from the list below:**

##### **Fall Semester**

##### **Spring Semester**

##### **General Education Courses (15 ECTS)**

ECN5201/Managerial Economics – I (5)

ECN5201/Managerial Economics – I (5)

RSM5202/Research Methods – II (5)

RSM5202/Research Methods – II (5)

CGL5201/Corporate Governance (5)  
FIN5201/Advanced Topics in Finance (5)  
FIN5202/The Theory of Interest Rates (5)

CGL5201/Corporate Governance (5)  
FIN5201/Advanced Topics in Finance (5)  
FIN5202/The Theory of Interest Rates (5)

**Major Courses (29 ECTS):**

ECN5301/Managerial Economics – II (10)  
FIN5301/Advanced Topics in Finance (Financial Modeling) (5)  
FIN5302/Bloomberg Market Concepts (4)  
FIN5303/Corporate Finance (5)  
FIN5304/Financial Management (5)  
FIN5305/Risk Management (5)  
FIN5306/Credit Risk Management (5)  
FIN5307/Operational Risk Management (5)  
FIN5308/Professional Ethics (5)  
FIN5309/Securities and Derivatives (5)  
FIN5310/Investment Management (5)  
FIN 5313/Advanced Corporate Finance (5)  
CBL5301/Corporate and Business Law (5)  
ACC5301/Financial Accounting (5)  
ACC5302/Advance Financial Accounting (5)  
ACC5303/Financial Reporting (5)  
ACC5304/Managerial Accounting (5)  
ACC5305/Taxation (5)  
ACC5306/Audit (5)

ECN5301/Managerial Economics – II (10)  
FIN5301/Advanced Topics in Finance (Financial Modeling) (5)  
FIN5302/Bloomberg Market Concepts (4)  
FIN5303/Corporate Finance (5)  
FIN5304/Financial Management (5)  
FIN5305/Risk Management (5)  
FIN5306/Credit Risk Management (5)  
FIN5307/Operational Risk Management (5)  
FIN5308/Professional Ethics (5)  
FIN5309/Securities and Derivatives (5)  
FIN5310/Investment Management (5)  
FIN 5313/Advanced Corporate Finance (5)  
CBL5301/Corporate and Business Law (5)  
ACC5301/Financial Accounting (5)  
ACC5302/Advance Financial Accounting (5)  
ACC5303/Financial Reporting (5)  
ACC5304/Managerial Accounting (5)  
ACC5305/Taxation (5)  
ACC5306/Audit (5)  
Research practice (15)

## **MASTER IN MANAGEMENT ACCOUNTING** **(M. Narikbayev KAZGUU University, Higher School of Economics)**

The program allows to gain skills in the use of financial and non-financial information for making management decisions

General Education Courses	35 ECTS
Required	20 ECTS
Elective	15 ECTS
Major Courses	49 ECTS
Required	5 ECTS
Elective	44 ECTS
Research	24 ECTS
Final Examination	12 ECTS

### **LEARNING OUTCOMES**

The graduates of the programme should be able to:

- forecast current global trends and their impact on the economy of Kazakhstan at the micro and macro levels;
- demonstrate a sense of responsibility, leadership and effective teamwork;
- apply analytical skills to diagnose, evaluate and solve problems in management accounting to develop recommendations;
- use strategic planning and control models to plan and monitor organizational performance;
- identify key external influences on organizational performance;
- determine the design features of effective performance management information and monitoring systems;
- apply cost accounting methods for effective use of scarce resources given the uncertainty of risks;
- use budgeting techniques for planning and control;
- distinguish the features of the transmission mechanism in macroeconomic and microeconomic development for the short, the medium, and the long run;
- utilize research theories and frameworks for independent research.

### **Year 1-2**

#### **Required Courses (25 ECTS)**

##### **Fall Semester**

##### **Spring Semester**

#### **General Education Courses (20 ECTS)**

MGT5201/Global Leadership and Organizational Development (10):

- History and philosophy of science
- Foreign language (professional)
- Higher school Pedagogy
- Management Psychology

RSM5201/Research Methods – I (5)

MGT5201/Global Leadership and Organizational Development (10):

- History and philosophy of science
- Foreign language (professional)
- Higher school Pedagogy
- Management Psychology

RSM5201/Research Methods – I (5)

Teaching practice (5)

#### **Major Courses (5 ECTS):**

ACC5304/Managerial Accounting (5)

ACC5304/Managerial Accounting (5)

#### **Electives (44 ECTS) select from the list below:**

##### **Fall Semester**

##### **Spring Semester**

#### **General Education Courses (15 ECTS)**

ECN5201/Managerial Economics – I (5)

RSM5202/Research Methods – II (5)

CGL5201/Corporate Governance (5)

FIN5201/Professional Ethics (5)

ECN5201/Managerial Economics – I (5)

RSM5202/Research Methods – II (5)

CGL5201/Corporate Governance (5)

FIN5201/Professional Ethics (5)

**Major Courses (29 ECTS):**

ECN5301/Managerial Economics – II (10)	ECN5301/Managerial Economics – II (10)
FIN5301/Valuation (5)	FIN5301/Valuation (5)
FIN5302/Advanced Topics in Finance (Financial Modeling Fundamentals) (5)	FIN5302/Advanced Topics in Finance (Financial Modeling Fundamentals) (5)
FIN5303/Corporate Finance (5)	FIN5303/Corporate Finance (5)
FIN5304/Financial Management (5)	FIN5304/Financial Management (5)
FIN5305/Risk Management (5)	FIN5305/Risk Management (5)
FIN5306/Credit Risk Management (5)	FIN5306/Credit Risk Management (5)
FIN5307/Operational Risk Management (5)	FIN5307/Operational Risk Management (5)
FIN5308/Bloomberg Market Concepts (4)	FIN5308/Bloomberg Market Concepts (4)
FIN5309/Securities and Derivatives (5)	FIN5309/Securities and Derivatives (5)
FIN5310/Investment Management (5)	FIN5310/Investment Management (5)
CBL5301/Corporate and Business Law (5)	CBL5301/Corporate and Business Law (5)
ACC5301/Financial Accounting (5)	ACC5301/Financial Accounting (5)
ACC5302/Advance Financial Accounting (5)	ACC5302/Advance Financial Accounting (5)
ACC5303/Financial Reporting (5)	ACC5303/Financial Reporting (5)
ACC5305/Taxation (5)	ACC5305/Taxation (5)
ACC5306/Audit (5)	ACC5306/Audit (5)
ACC5307/ Advanced Managerial Accounting (5)	ACC5307/ Advanced Managerial Accounting (5)
ACC5308/ Advanced Topics in Accounting and Audit (5)	ACC5308/ Advanced Topics in Accounting and Audit (5)
	Research practice (15)

## **MASTER IN TOURISM MANAGEMENT** **(M. Narikbayev KAZGUU University, Higher School of Economics)**

The Master's Program in Tourism Management is based on international educational standards, using local specifics. In developing this program, we have taken into account the State Mandatory Educational Standards of the Republic of Kazakhstan; the employers demand and HSE opportunities. The program is focused on the development of competencies for making sound management decisions in international and local companies.

General Education Courses	35 ECTS
Required	20 ECTS
Elective	15 ECTS
Major Courses	49 ECTS
Required	15 ECTS
Elective	34 ECTS
Research	24 ECTS
Final Examination	12 ECTS

### **LEARNING OUTCOMES**

The graduates of the programme should be able to:

- analyze and predict current global trends and their impact on the economy of Kazakhstan at the micro and macro levels;
- demonstrate a sense of responsibility, leadership and effective teamwork;
- to comprehend and apply the research methodology, evaluate key concepts of economics, tourism, finance, accounting, management, consumer behavior, and marketing;
- apply analytical skills to diagnose, evaluate and solve problems, as well as find opportunities to develop recommendations;
- apply professional judgment to strategic management issues and apply participation in management decision making;
- use innovative research methods in the field of tourism;
- develop strategic planning and management models for the planning and development of tourist destinations, zones, and clusters;
- develop programs for the development of the tourism industry;
- to master the steps of developing and maintaining a project in the field of tourism.

### **Year 1-2**

#### **Required Courses (35 ECTS)**

##### **Fall Semester**

##### **Spring Semester**

#### **General Education Courses (20 ECTS)**

MGT5201/Global Leadership and Organizational Development (10):

- History and philosophy of science
- Foreign language (professional)
- Higher school Pedagogy
- Management Psychology

RSM5201/Research Methods – I (5)

MGT5201/Global Leadership and Organizational Development (10):

- History and philosophy of science
- Foreign language (professional)
- Higher school Pedagogy
- Management Psychology

RSM5201/Research Methods – I (5)

Teaching practice (5)

#### **Major Courses (15 ECTS):**

TUR 5303/Tourism and Hospitality Synthesis (5)

TUR 6305/Urban Tourism and Cultural Heritage (5)

TUR 6306/Sustainable Tourism (5)

TUR 5303/Tourism and Hospitality Synthesis (5)

TUR 6305/Urban Tourism and Cultural Heritage (5)

TUR 6306/Sustainable Tourism (5)

#### **Electives (44 ECTS) select from the list below:**

##### **Fall Semester**

##### **Spring Semester**

**General Education Courses (15 ECTS)**

ECN 5201/Managerial Economics – I (5)	ECN 5201/Managerial Economics – I (5)
RSM 5202/Research Methods 2 (5)	RSM 5202/Research Methods 2 (5)
MGT 6203/Project Management in Tourism (5)	MGT 6203/Project Management in Tourism (5)
MGT 6204/Strategic Management (5)	MGT 6204/Strategic Management (5)

**Major Courses (34 ECTS):**

CBL5301/Corporate and Business Law (5)	CBL5301/Corporate and Business Law (5)
TUR 5302/Tourism Consumer Behaviour (5)	TUR 5302/Tourism Consumer Behaviour (5)
MGT 5203/Strategic Brand Management (5)	MGT 5203/Strategic Brand Management (5)
MKT 5204/Marketing Communications (5)	MKT 5204/Marketing Communications (5)
TUR 6307/IT and Innovations in Tourism Industry (4)	TUR 6307/IT and Innovations in Tourism Industry (4)
TUR 6308/Digital Tourism (5)	TUR 6308/Digital Tourism (5)
	Research practice (15)

## **MASTER IN MARKETING**

### **(M. Narikbayev KAZGUU University, Higher School of Economics)**

The graduates of the programme obtain deep knowledge and understanding of marketing issues. However, the programme is designed in a way that is beneficial both to the people with limited and extensive knowledge of marketing. The graduates will learn how to solve problems, make effective decision and contribute to the organizational goals. Our students will be able to work in various areas including corporate business, consulting, research, academic institutions, and entrepreneurship.

General Education Courses	35 ECTS
Required	20 ECTS
Elective	15 ECTS
Major Courses	49 ECTS
Required	30 ECTS
Elective	19 ECTS
Research	24 ECTS
Final Examination	12 ECTS

#### **LEARNING OUTCOMES**

The graduates of the programme should be able to:

- Apply frameworks and theories in marketing
- Evaluate both local and global environment, current trends and challenges
- Critically aware and analyze major developments in marketing theory and practice
- Make professional judgments on the basis of the existing and original information
- Synthesize and derive existing data for creative decision-making
- Lead and manage digital approach to the projects
- Assess theory and methodology of research
- Utilize research theories and frameworks for independent research
- Evaluate data and its significance for further research and decision making purposes
- Develop strategic marketing plan, control its execution and measure effectiveness
- Allocate and manage resources for marketing plans execution and implementation
- Design solutions for complex marketing issues both on tactical and strategic levels

#### **Year 1-2**

<b>Required Courses (65 ECTS)</b>	
<b>Fall Semester</b>	<b>Spring Semester</b>
<b>Business Core Courses (35 ECTS)</b>	
MGT5201/ Global Leadership and Organizational Development (10)	MGT5201/ Global Leadership and Organizational Development (10)
RSM5201/ Research Methods 1: Introduction to Research Methods (5)	RSM5201/ Research Methods 1: Introduction to Research Methods (5)
ECN5201/ Managerial Economics (10)	ECN5201/ Managerial Economics (10)
Internship (10)	Internship (10)
<b>Major Courses (30 ECTS):</b>	
RSM5202/ Research Methods - 2 (5)	RSM5202/ Research Methods - 2 (5)
CBL5301/ Corporate and Business Law (5)	CBL5301/ Corporate and Business Law (5)
MKT5301/ Consumer Behavior and Analysis (5)	MKT5301/ Consumer Behavior and Analysis (5)
MKT5302/ Marketing Management (5)	MKT5302/ Marketing Management (5)
MKT5303/ Strategic Brand Management (5)	MKT5303/ Strategic Brand Management (5)
MKT5309 / Marketing Communications (5)	MKT5309 / Marketing Communications (5)
<b>Electives (19 ECTS) select from the list below:</b>	
<b>Fall Semester</b>	<b>Spring Semester</b>
<b>Major Courses (19 ECTS):</b>	

MKT5304/ Digital Marketing (5)  
MKT5306/ Advertising and Promotion (5)  
MKT5307/ PR (5)  
MKT5308/ Strategic Management (5)  
HRM5201/ Strategic Human Resource Management  
(5)

MKT5304/ Digital Marketing (5)  
MKT5306/ Advertising and Promotion (5)  
MKT5307/ PR (5)  
MKT5308/ Strategic Management (5)  
HRM5201/ Strategic Human Resource Management  
(5)  
Internship (4)



## **MASTER IN HUMAN RESOURCES MANAGEMENT** **(M. Narikbayev KAZGUU University, Higher School of Economics)**

The aim of the programme is to provide graduates with the skills and knowledge necessary contribute into the development of human resources management in the organization. The programme is suitable both for those who wishing to pursue their career within HR and those who want to enhance their knowledge in HR. The focus is to build competencies required for decision-making of complex HR issues.

General Education Courses	35 ECTS
Required	20 ECTS
Elective	15 ECTS
Major Courses	49 ECTS
Required	30 ECTS
Elective	19 ECTS
Research	24 ECTS
Final Examination	12 ECTS

### **LEARNING OUTCOMES**

The graduates of the programme should be able to:

- Understand the organization and its context
- Evaluate both local and global environment, current trends and challenges
- Demonstrate knowledge of organizational behavior and culture, interrelationships between internal and external stakeholders
- Apply critical thinking for decision-making
- Access strategic and operational HRM processes, people policies and practices within organizations
- Lead change management practices
- Find and deliver insights based on research
- Ensure inclusion, diversity and equality practices within organization
- Assess organizational culture for decision-making and risk mitigation
- Make professional judgements and being able to articulate them
- Utilize research theories and frameworks for independent research
- Manage resources effectively for decision-making
- Develop and manage effective reward and performance management practices
- Take full accountability for actions
- Lead the team and ensure the effective collaborative work

### **Year 1-2**

<b>Fall Semester</b>	<b>Required Courses (65 ECTS)</b>	<b>Spring Semester</b>
	<b>Business Core Courses (35 ECTS)</b>	
MGT5201/ Global Leadership and Organizational Development (10)		MGT5201/ Global Leadership and Organizational Development (10)
RSM5201/ Research Methods 1: Introduction to Research Methods (5)		RSM5201/ Research Methods 1: Introduction to Research Methods (5)
ECN5201/ Managerial Economics (10)		ECN5201/ Managerial Economics (10)
Internship (10)		Internship (10)
	<b>Major Courses (30 ECTS):</b>	
RSM5202/ Research Methods - 2 (5)		RSM5202/ Research Methods - 2 (5)
CBL5301/ Corporate and Business Law (5)		CBL5301/ Corporate and Business Law (5)
HRM5201/ Strategic Human Resource Management (5)		HRM5201/ Strategic Human Resource Management (5)
HRM5202/ Reward Management (5)		HRM5202/ Reward Management (5)
HRM5203/ Performance Management (5)		HRM5203/ Performance Management (5)

HRM5204/ Change Management (5)

HRM5204/ Change Management (5)

**Electives (19 ECTS) select from the list below:**

**Fall Semester**

**Spring Semester**

**Major Courses (19 ECTS):**

MGT5201/ Organizational Behavior (5)

MGT5201/ Organizational Behavior (5)

MGT4310/ Strategic Management (5)

MGT4310/ Strategic Management (5)

HRM5205/ Equality, Diversity and Inclusion (5)

HRM5205/ Equality, Diversity and Inclusion (5)

HRM5206/ Collaboration, Conflict Resolution and  
Mediation (5)

HRM5206/ Collaboration, Conflict Resolution and  
Mediation (5)

HRM5207/ Group dynamics, teambuilding and  
training (5)

HRM5207/ Group dynamics, teambuilding and  
training (5)

Internship (4)

## **MASTER IN BUSINESS PSYCHOLOGY** **(M. Narikbayev KAZGUU University, Higher School of Economics)**

Purpose of the program is to prepare highly qualified, competitive specialists of the modern labor market in the field of business psychology with deep psychological knowledge in the field of personnel management, marketing and the level of competence in the areas of practical use of organizational and management consulting, psychological support for the development and implementation of business strategies, recruitment, HR -management for solving professional tasks.

General Education Courses	35 ECTS
Required	20 ECTS
Elective	15 ECTS
Major Courses	49 ECTS
Required	30 ECTS
Elective	19 ECTS
Research	24 ECTS
Final Examination	12 ECTS

### **LEARNING OUTCOMES**

The graduates of the programme should be able to:

- understanding, learning and practicing key concept of business psychology.
- understanding key organizational psychology theoretical frameworks and how they inform organizational practices in the workplace
- learning and practicing varied skills in personality and group assessment
- conducting applied research in expert area addressing psychological and organizational challenges
- understanding basic principles of social psychology and workplace well being
- honing conflict resolution and mediation skills across a variety of situations
- learning fundamentals of cooperation and effective communication
- learning group theory and dynamics and developing strategies to leverage those forces
- practicing varied skills in group training effectiveness in business
- understanding basic principles of corporate business law and ethics
- demonstrating skills and knowledge of effective human resource management

### **Year 1-2**

<b>Required Courses (50 ECTS)</b>	
<b>Fall Semester</b>	<b>Spring Semester</b>
<b>Business Core Courses (20 ECTS)</b>	
MGT5201/ Global Leadership and Organizational Development (10)	MGT5201/ Global Leadership and Organizational Development (10)
RSM5201/ Research Methods 1: Introduction to Research Methods (5)	RSM5201/ Research Methods 1: Introduction to Research Methods (5)
ECN5201/ Managerial Economics (10)	ECN5201/ Managerial Economics (10)
<b>Major Courses (30 ECTS):</b>	
PSH 5301 Research Methods 2 -(5)	PSH 5301 Research Methods 2 -(5)
PSH 5302 Corporate and Business Law-(5)	PSH 5302 Corporate and Business Law-(5)
PSH 5303 Consumer Behaviour and Analysis-(5)	PSH 5303 Consumer Behaviour and Analysis-(5)
PSH 5308 Theories of Personality and Assessment-(5)	PSH 5308 Theories of Personality and Assessment-(5)
PSH 5310 Fundamentals of Cooperation, Conflict Resolution and Mediation-(5)	PSH 5310 Fundamentals of Cooperation, Conflict Resolution and Mediation-(5)
PSH 5213 Advanced Social Psychology -(5)	PSH 5213 Advanced Social Psychology -(5)
<b>Electives (19 ECTS) select from the list below:</b>	
<b>Fall Semester</b>	<b>Spring Semester</b>

**Business Core Courses (15)**

PSH 5205 Research Methods 1 (5)  
PSH 5206 Managerial Economics (10)  
PSH 5207 Global Leadership (10)  
PSH 5208 Internship (10)

PSH 5205 Research Methods 1 (5)  
PSH 5206 Managerial Economics (10)  
PSH 5207 Global Leadership (10)  
PSH 5208 Internship (10)

**Major Courses (19 ECTS):**

PSH 5307 Introduction to Industrial (5)  
PSH 5309 Group Dynamics, Team Building and  
Training (5)  
PSH 5311 Cultural Diversity in Organizations (5)  
PSH 5212 Cognitive Psychology (5)  
PSH 5214 Positive Psychology (5)  
PSH 5304 Organizational Consulting (5)  
PSH 5305 Strategic Human Resource Management  
(5)  
PSH 5306 Stress – Management (5)

PSH 5307 Introduction to Industrial (5)  
PSH 5309 Group Dynamics, Team Building and  
Training (5)  
PSH 5311 Cultural Diversity in Organizations (5)  
PSH 5212 Cognitive Psychology (5)  
PSH 5214 Positive Psychology (5)  
PSH 5304 Organizational Consulting (5)  
PSH 5305 Strategic Human Resource Management  
(5)  
PSH 5306 Stress – Management (5)  
Internship (4)

## **MASTER IN SOCIOLOGY**

### **(M. Narikbayev KAZGUU University, Higher School of Economics)**

This program prepares undergraduates with theoretical and empirical knowledge in the field of socially significant problems of social transformations and activities of business organizations.

The goal of the program is focused on training sociologists, researchers, analysts in the field of organizational development and management of the corporate sector, business. Particular attention is paid to the formation of the student's skills in evaluating management processes in the social sphere, focused on conducting qualitative and quantitative research in accordance with all the rules of sociological methodology.

General Education Courses	35 ECTS
Required	20 ECTS
Elective	15 ECTS
Major Courses	49 ECTS
Required	45 ECTS
Elective	4 ECTS
Research	24 ECTS
Final Examination	12 ECTS

#### **LEARNING OUTCOMES**

The graduates of the programme should be able to:

- Know and demonstrate theories, models, methods of sociological research, skills to develop new methodological approaches, taking into account the goals and objectives of the study;
- Apply the basics of analytic modeling and management of social processes;
- Demonstrate a sense of responsibility, leadership and effective teamwork;
- Ability to conduct and independently develop professional sociological knowledge-based suggestions and recommendations for solving social problems, as well as develop mechanisms for coordinating the interests of social groups and communities;
- To diagnose topical social problems and develop a comprehensive, scientifically based solution to complex socio-technological and managerial tasks;
- To be able to process and analyze sociological data for the preparation of analytical decisions, expert opinions and recommendations;
- Know and practice the skills of evidence-based organizational management;
- Possess methods and skills of cross-cultural communication;
- Apply analytical skills to diagnose, evaluate, and solve problems in economic sociology to develop recommendations;
- The ability to use sociological research methods to study current social problems, to identify the needs and interests of social groups

#### **Year 1-2**

<b>Required Courses (65 ECTS)</b>	
<b>Fall Semester</b>	<b>Spring Semester</b>
<b>Business Core Courses (20 ECTS)</b>	
MGT5201/Global Leadership and Organizational Development (10)	MGT5201/Global Leadership and Organizational Development (10)
RSM5201/Research Methods I (5)	RSM5201/Research Methods I (5)
MGT5201/Managerial Economics – I (5)	MGT5201/Managerial Economics – I (5)
	Teaching practice (5)
<b>Major Courses (45 ECTS):</b>	
SOC5301/Forecasting case studies (5)	SOC5301/Forecasting case studies (5)
SOC5302/Sociological analysis of economic relations	SOC5302/Sociological analysis of economic relations

(5)  
RSM5202/Research Methods – II (5)  
CBL5301/Corporate and Business Law (5)  
HRM5201/Strategic HR Management (5)  
SOC5303/Sociology of market relations (5)

(5)  
RSM5202/Research Methods – II (5)  
CBL5301/Corporate and Business Law (5)  
HRM5201/Strategic HR Management (5)  
SOC5303/Sociology of market relations (5)  
RI 6302/Research Internship (15)

**Electives (19 ECTS) select from the list below:**

**Fall Semester**

**Spring Semester**

**Business Core Courses (15 ECTS)**

SOC5201/Modern Sociological Theories (5)  
ECN5202/Managerial Economics – II (10)  
SOC5202/Methods and Methodology of Sociological  
Research (5)  
SOC5203/Organization and planning of research (5)

SOC5201/Modern Sociological Theories (5)  
ECN5202/Managerial Economics – II (10)  
SOC5202/Methods and Methodology of Sociological  
Research (5)  
SOC5203/Organization and planning of research (5)

**Major Courses (4 ECTS):**

PSH5311/Organizational Behavior (5)  
PSH5302/Collaboration, Conflict Resolution and  
Mediation (5)  
PSH5306/Cultural Diversity in Organizations (5)  
MKT6303/Public Relations (5)  
SOC5304/Sociology of Consumer Society (5)

PSH5311/Organizational Behavior (5)  
PSH5302/Collaboration, Conflict Resolution and  
Mediation (5)  
PSH5306/Cultural Diversity in Organizations (5)  
MKT6303/Public Relations (5)  
SOC5304/Sociology of Consumer Society (5)

## **MASTER IN TRANSLATION STUDIES** **(M. Narikbayev KAZGUU University, Higher School of Economics)**

Prepare a new generation of professionals who can:

- apply the knowledge and skills necessary for the interpretation of international events, forums, conferences;
- demonstrate interdisciplinary and social skills, knowledge of economy, psychology, politics, etc;
- determine further goals and ways to achieve them;
- produce high-quality translation and interpretation.

General Education Courses	35 ECTS
Required	20 ECTS
Elective	15 ECTS
Major Courses	49 ECTS
Required	5 ECTS
Elective	44 ECTS
Research	24 ECTS
Final Examination	12 ECTS

### **LEARNING OUTCOMES**

The graduates of the programme should be able to:

- analyze ethical and legal responsibilities in organizations and society;
- compare and contrast the use of theory in qualitative, quantitative, and mixed methods research;
- integrate knowledge of qualitative, quantitative, and mixed methods approaches into developing a research design;
- demonstrate research issues in translation, including recent approaches, current problems and conduct a nuanced text analysis;
- critically evaluate, revise, edit and produce high-quality translations in both the source and target languages;
- identify and distinguish between a range of modern translation software, utilities and tools;
- apply methods and skills of an advanced Internet search;
- comprehend and apply basic principles of consecutive interpreting and note-taking;
- possess developed skills in synchronic translation practice in the fields of economics, politics, oil and gas field, jurisprudence and etc.
- demonstrate interdisciplinary and social skills producing knowledge in the field of economy, psychology, politics and others.

### **Year 1-2**

#### **Required Courses (25 ECTS)**

##### **Fall Semester**

##### **Spring Semester**

#### **General Education Courses (20 ECTS)**

MGT5201/Global Leadership and Organizational Development (10):

- History and philosophy of science
- Foreign language (professional)
- Higher school Pedagogy
- Management Psychology

RSM5201/Research Methods – I (5)

MGT5201/Global Leadership and Organizational Development (10):

- History and philosophy of science
- Foreign language (professional)
- Higher school Pedagogy
- Management Psychology

RSM5201/Research Methods – I (5)

Teaching practice (5)

#### **Major Courses (5 ECTS):**

TRN5333/Translation Methods and Practice (5)

TRN5333/Translation Methods and Practice (5)

**Electives (19 ECTS) select from the list below:**

**Fall Semester****Spring Semester****General Education Courses (15 ECTS)**

TRN5231/Consecutive Interpretation I (5)

TRN5231/Consecutive Interpretation I (5)

TRN5232/Simultaneous Interpretation I (10)

TRN5232/Simultaneous Interpretation I (10)

**Major Courses (44 ECTS):**IRN5307/Advanced Topics in International Relations  
(5)IRN5307/Advanced Topics in International Relations  
(5)

TRN5334/Advanced Translation I (5)

TRN5334/Advanced Translation I (5)

TRN6335/Consecutive Interpretation II (5)

TRN6335/Consecutive Interpretation II (5)

TRN6336/Simultaneous Interpretation II (5)

TRN6336/Simultaneous Interpretation II (5)

TRN6337/Advanced Translation II (5)

TRN6337/Advanced Translation II (5)

TRN5338/Intercultural Communication (5)

TRN5338/Intercultural Communication (5)

TRN6339/Selected Topics in Translation studies (5)

TRN6339/Selected Topics in Translation studies (5)

TRN6340/Conference Interpretation – Advanced (5)

TRN6340/Conference Interpretation – Advanced (5)

TRN6341/Translation criticism (5)

TRN6341/Translation criticism (5)

TRN6342/Research in Terminology (5)

TRN6342/Research in Terminology (5)

TRN6343/Enhanced theory of meaning (5)

TRN6343/Enhanced theory of meaning (5)

Research practice (15)



## **MASTER IN LEADERSHIP AND CORPORATE GOVERNANCE** **(M. Narikbayev KAZGUU University, Higher School of Economics)**

Prepare a new generation of professionals who can:

- develop their knowledge in the field of finance and accounting and the ability to use this knowledge to interpret financial and accounting information in order to provide recommendations to the board of directors or a similar decision-making body in developing strategies and making decisions;
- develop their knowledge and skills to prepare for the practice as a company secretary/management specialist, ensuring that the company operates in accordance with the principles of good governance and the norms of the jurisdiction in which it operates;
- understand the risk management disciplines, including how risk management is related to compliance management and complements effective corporate governance in organizations;
- have the necessary company secretary or management specialist to understand the company's environment and facilitate the process of developing and choosing the right organization's response to external challenges.

General Education Courses	35 ECTS
Required	20 ECTS
Elective	15 ECTS
Major Courses	49 ECTS
Required	5 ECTS
Elective	44 ECTS
Research	24 ECTS
Final Examination	12 ECTS

### **LEARNING OUTCOMES**

The graduates of the programme should be able to:

- The ability to analyze ethical and legal responsibilities in organizations and society;
- The ability to compare and contrast the use of theory in qualitative, quantitative, and mixed methods research;
- Ability to intergrate knowledge of qualitative, quantitative, and mixed methods approaches into developing a research design;
- Ability to research and use growing global, regional and local sources of information on corporate governance;
- Knowledge of the concepts of the role of the company secretary and the various responsibilities of the company secretary, the board of directors, management, shareholders and other interested parties;
- The ability to give an informed opinion on the legal structures available for various types of organizations, and their appropriateness;
- Ability to identify and critically evaluate funding sources and associated risks and returns;
- Knowledge of the critical assessment of the impact of the business environment on risk, taking into account legislative, political and industry changes;
- The ability to analyze the purpose, structure, management of the organization and contribute to the process of making the most ethical decisions regarding the strategy;
- Concepts of various aspects of the dynamics of the meeting room.
- Ability to develop managerial competence related to how analysts design and apply available tools to plan, implement, measure, and evaluate the firm's performance

### **Year 1-2**

#### **Required Courses (35 ECTS)**

#### **Fall Semester**

#### **Spring Semester**

#### **General Education Courses (20 ECTS)**

MGT5201/Global Leadership and Organizational Development (10):

MGT5201/Global Leadership and Organizational Development (10):

-History and philosophy of science  
-Foreign language (professional)  
-Higher school Pedagogy  
-Management Psychology  
RSM5201/Research Methods – I (5)

-History and philosophy of science  
-Foreign language (professional)  
-Higher school Pedagogy  
-Management Psychology  
RSM5201/Research Methods – I (5)  
Teaching practice (5)

**Major Courses (5 ECTS):**

CGL5303/ Valuation (5)

CGL5303/ Valuation (5)

**Electives (19 ECTS) select from the list below:**

**Fall Semester**

**Spring Semester**

**General Education Courses (15 ECTS)**

CGL5201/ Corporate Governance (7,5)

CGL5201/ Corporate Governance (7,5)

CGL5202/ Development of Strategy (7,5)

CGL5202/ Development of Strategy (7,5)

**Major Courses (44 ECTS):**

CGL5304/ Company Compliance and Administration (5)

CGL5304/ Company Compliance and Administration (5)

CGL6305/ Company Law (5)

CGL6305/ Company Law (5)

CGL6306/ Interpreting Financial and Accounting Information (5)

CGL6306/ Interpreting Financial and Accounting Information (5)

CGL6307/ Risk Management (10)

CGL6307/ Risk Management (10)

CGL6308/ Boardroom Dynamics (7,5)

CGL6308/ Boardroom Dynamics (7,5)

CGL6309/ Financial Modelling (7,5)

CGL6309/ Financial Modelling (7,5)

Research practice (5)

## COURSE DESCRIPTIONS

### ACCOUNTING

**Course Code:** ACC2201 **ECTS:** 5

**Course Name:** Principles of Accounting

**Course Description:** The course allows students to learn the role of an accountant, principles of double entry, stock count of property, plant and equipment, evaluation and preparation of a preliminary trial balance. Completion of this course will allow to: interpret primary accounting documents; reflect the business transactions in the accounts; evaluate long-term assets; prepare a form of financial statements.

**Prerequisites:** Principles of Economics (Foundation)

\*\*\*

**Course Code:** ACC2202 **ECTS:** 5

**Course Name:** Introduction to Accounting

**Course Description:** The course is aimed at the orientation of students in the field of accounting, analysis and audit. Moreover the course discusses the ethical standards for an accountant and auditor professions. This course determines the role of accountants in the company's management system, the application of accounting, the relationship with other business processes, and the content of international certification programmes in the field of accounting.

**Prerequisites:** Principles of Economics (Foundation)

\*\*\*

**Course Code:** ACC2303, ACC3203 **ECTS:** 5

**Course Name:** Financial Accounting I

**Course Description:** The course covers procedures for accounting of cash and cash equivalents, account receivables and other assets, inventory, fixed assets, intangible assets, liabilities, recognition of income and expenses, capital and reserves, the preparation of financial statements in accordance with IAS. This course considers the key provisions for the exam F3: Financial Accounting ACCA, and exam F7: Financial Reporting ACCA.

**Prerequisites:** Principles of Accounting

\*\*\*

**Course Code:** ACC3304, ACC3204 **ECTS:** 5

**Course Name:** Financial Accounting II

**Course Description:** The course is aimed at an in-depth study of IFRS and its practical applications. The course examines business combinations, the evaluation of financial instruments, investments in

associated companies, investment property accounting, finance leases, impairment of assets, the effects of changes in foreign exchange rates, income taxes, procedures for financial statements consolidation. This course considers the key provisions for the exam F7: Financial Reporting ACCA.

**Prerequisites:** Financial Accounting I

\*\*\*

**Course Code:** ACC3305 **ECTS:** 5

**Course Name:** Tax Accounting

**Course Description:** The course is aimed at studying the tax legislation in Kazakhstan and considering the formation of income and expenses to determine the amount of income tax. This course examines the organization of tax accounting and forms of tax reporting.

**Prerequisites:** Taxation, Financial Accounting I

\*\*\*

**Course Code:** ACC3306 **ECTS:** 5

**Course Name:** Accounting Information System

**Course Description:** The course is based on the 1C: Accounting Software. It is a universal automation system, widely used in the practice of companies in Kazakhstan. The course is aimed at developing skills from the input of primary documents and accounting operations to production of analytical reports and the preparation of accounting and tax reports.

**Prerequisites:** Financial Accounting I

\*\*\*

**Course Code:** ACC3307 **ECTS:** 5

**Course Name:** Managerial Accounting

**Course Description:** The course covers the topic of managerial decision-making. The course covers the subjects of cost management; cost accounting techniques, cost planning and analysis; the adoption of short-term management decisions and long-term investment decisions; pricing; budgeting and control. This course considers the key provisions for the exam F2: Management Accounting ACCA, and exam F5: Performance Management ACCA.

**Prerequisites:** Principles of Accounting

\*\*\*

**Course Code:** ACC3308, ACC3208 **ECTS:** 5

**Course Name:** Audit

**Course Description:** The course is based upon International Auditing Standards theory and its practical implementation. The course theory includes subjects of audit planning, audit risk, testing of controls, audit evidence, substantive testing, analytical procedures and audit ethics. This course considers the key provisions for the exam ACCA F8 Audit.

**Prerequisites:** Financial Accounting I, Financial Accounting II

\*\*\*

**Course Code:** ACC4309 **ECTS:** 5

**Course Name:** Cases in Accounting

**Course Description:** The course is aimed to provide students with practical examples in the form of case studies on topics of accounting, both financial and managerial accounting. The course will also cover accounting theory, including revenue recognition, investment properties, contingent liabilities, leasing, etc. Completion of this course will allow to: read and review the case; prepare case analysis; prepare case presentation.

**Prerequisites:** Financial Accounting I, Financial Accounting II

\*\*\*

**Course Code:** ACC4310 **ECTS:** 5

**Course Name:** Cases in Audit

**Course Description:** The course is aimed to provide students with practical examples in the form of case studies on topics of audit. The course is aimed to study the practical basics of auditing, techniques and principles for the conduct of internal and external audit, procedures of the legal and regulatory documentation analysis used by auditors. Completion of this course will allow to: read and review the case; prepare case analysis; prepare case presentation.

**Prerequisites:** Audit

\*\*\*

**Course Code:** ACC4311 **ECTS:** 5

**Course Name:** Managerial Analysis

**Course Description:** The course is aimed at analysis of the company in order to make optimal management decisions for performance management. The course includes a qualitative assessment of the accuracy and completeness of the information; analytical interpretation of data by the main groups of users; assessment indicators of the costs, revenues and financial results to

substantiate management decisions; monitoring, performance measurement and control of the company activities to identify untapped opportunities to increase company's competitiveness.

**Prerequisites:** Managerial Accounting

\*\*\*

**Course Code:** ACC4312, ACC4212 **ECTS:** 5

**Course Name:** Financial and Tax Reporting

**Course Description:** The course interprets the main provisions of the international financial reporting standards (IFRS) and International Accounting Standards (IAS). It is aimed at the formation and analysis of the separate and consolidated financial statements. This course examines the procedure for the formation of the tax statements. This course considers the key provisions for the exam F7: Financial Reporting ACCA.

**Prerequisites:** Financial Accounting I, Financial Accounting II, Taxation

\*\*\*

**Course Code:** ACC2213 - ACC4320 **ECTS:** 5

**Course Name:** Selected Topics in Accounting

**Course Description:** These courses will cover specific topics related to industries, instructors' expertise and students' field of interest and may serve as a basis in considering a transfer of the courses from other universities.

**Prerequisites:** Principles of Accounting

## BUSINESS

**Course Code:** BUS2201, BUS 3201 **ECTS:** 5

**Course Name:** Business Communications

**Course Description:** The process of interaction with people is based on building communications, which are essential for the professional and social success. The main purpose of this course is to shape students' understanding of the effective communications and their technics, as well as application of the knowledge and skills gained in their practical activity for managing social behaviour of individuals and groups.

**Prerequisites:** none

\*\*\*

**Course Code:** BUS2302 **ECTS:** 5

**Course Name:** Introduction to Business

**Course Description:** This course will introduce students to the world of business and help prepare them for the economic roles of consumer, worker and citizen. This course will also serve as a background for other business courses students will take in further semesters, assisting with consumer decision making, preparing them for future employment, and help effectively perform their responsibilities as a citizen.

**Prerequisites:** none

\*\*\*

**Course Code:** BUS2203, BUS3303 **ECTS:** 5

**Course Name:** International Business

**Course Description:** This fundamental course is designed to introduce the business decision-making process within the global markets. It will cover the following issues: cultural, political and legal environment in which international business operates; business applications of the theories of international economics; global financial and risk-related decisions and their assessments; basics of corporate strategy in a global environment. The completion of this course will help future specialists to comprehend key economic, political and social dimensions of international business and analyse and evaluate the global factors that affect business in the modern world.

**Prerequisites:** none

\*\*\*

**Course Code:** BUS3204 **ECTS:** 5

**Course Name:** Business Ethics

**Course Description:** The course focuses on examining ethical issues within the future professional activity. To gain such an understanding requires to study topics such as the moral content of human action; recognizing and analysing ethical issues in various types of professional activity; understanding core business values and promoting ethical behaviour; the social responsibilities of modern businesses as well as ethics in a global context.

**Prerequisites:** Ethics and Philosophy

\*\*\*

**Course Code:** BUS3205, BUS3305 **ECTS:** 5

**Course Name:** Entrepreneurship

**Course Description:** The course is required and does not have prerequisites. The aim of the course is to engage students in entrepreneurial activities through delivering a structured set of topics focused on developing business skills and technics. The course will present all aspects of launching a

business: starting with the development of business idea and finishing with calculation of the cost of attracting customers. Through the use of up to date case studies students will discuss success stories and challenges of domestic and foreign start-up projects.

**Prerequisites:** none

## **BUSINESS JOURNALISM**

**Course Code:**BSJ 2201 **ECTS:** 5

**Course Name:** Introduction to Business Journalism

**Course Description:** The course teaches students the basic methods and tactics of a business journalist, regardless of what format the final story will be produced. Students will learn how and where to find financial information and information about companies and how to transform this information into an interesting story. This course instructs students how to understand what is going on at big and small companies and to report and write articles about these businesses in a compelling way. As business becomes more and more influential in the lives of everyday citizens, it is important for the media to become more aggressive in acting as a watchdog. More than any other beat, covering business requires not only an understanding of complex numbers, but also the ability to use data and a compelling narrative to tell the reader something they need to know that will impact their wealth.

**Prerequisites:** none

\*\*\*

**Course Code:** BSJ 2202 **ECTS:** 5

**Course Name:** Introduction to Mass Media

**Course Description:** The purpose of this course is to fulfill the academic requirements necessary to earn minor or an associate degree, or to provide personal enrichment opportunities for students seeking an interdisciplinary course emphasizing the structure and influence of mass communication. This course will give students the tools for critically analyzing all media types so they can become more knowledgeable media consumers. They will be provided with information about how various types of media were developed, the roles they play in the mass communication and media landscape, and what it means for them in a digital media world. Students will examine journalism, entertainment, advertising and public relations, and will study general mass communication theories and laws affecting the media.

**Prerequisites:** none

\*\*\*

**Course Code:** BSJ 3304 **ECTS:** 5

**Course Name:** Op-Ed

**Course Description:** This workshop aims to help students acquire skills necessary to research, design and write op-ed texts. Op-ed texts are among main instruments of engagement with wider publics today. They also help professionals to improve their argumentation skills. Op-ed contributors engage in societal debates with an aim of public impact. Participants of the workshop will learn how to bring their best ideas and fresh perspectives on actual societal topics to the attention of public. Workshop will start with analyzing ingredients of best op-ed pieces and studying published op-eds in major international newspapers. In the second part of the workshop, students will be invited to draft their op-eds and submit it to discussion in the class. Through interactive class discussions and exercises, trainer and participants will together improve submitted op-ed drafts. At the conclusion of the workshop, participants are expected to have in hand op-ed pieces of publishable quality.

**Prerequisites:** Introduction to Business Journalism

\*\*\*

**Course Code:** BSJ 3301 **ECTS:** 5

**Course Name:** Writing, Reporting, Editing

**Course Description:** The goal of this course is to help students to start their journalist writing and acquire the fundamental skills that make one a good journalist: thorough and accurate reporting, clear writing, and understanding of one's responsibilities to an audience and to colleagues. We will cover the foundational techniques such as interviewing, storytelling, fact-checking and short clear writing. Students will study different forms of articles (reports, news article, feature articles). The course explains the basic principles of reporting. It also discusses the techniques of news writing. While reporting, the reporter may encounter many pitfalls and problems, which are also discussed in this course. The course will consider in detail the requirement and need of editing in journalism. It will also tell the students about the editing procedures and different people associated with editing in newspaper organization like the sub-editor and the chief sub-editor. The course pays much attention to interviewing which is one of the most important forms of journalism. While following the current trends in the development of the media the course will discuss how the media are rapidly and constantly changing. To follow these developments, we will study creolization and convergent forms in contemporary publications.

**Prerequisites:** none

\*\*\*

**Course Code:** BSJ 3302 **ECTS:** 5

**Course Name:** Media Literacy and Ethics

**Course Description:** This course introduces students to important principles of media literacy and helps them develop the skills necessary to access, analyze, evaluate, and create media messages across multiple media domains. As a result of this course students will demonstrate knowledge of the basic tenets of media literacy and how media literacy relates to their personal media habits and professional development. Students will also develop critical thinking skills including fact checking to analyze and interpret media messages through an understanding of media practices and institutions. The course explores ethical principles and professional norms that students can employ in the practice of reporting. Students will develop their knowledge of theories and frameworks, gain knowledge of important journalistic failures and mistakes, as well as emerging areas of professional challenge, and learn how to apply this knowledge during reporting, publication and audience engagement processes.

**Prerequisites:** none

## CORPORATE AND BUSINESS LAW

**Course Code:** CBL3301 **ECTS:** 5

**Course Name:** Corporate and Business Law

**Course Description:** This course equips students with discipline-specific and transferrable skills that are particularly valuable to businesses, professional practices and regulatory bodies. Students will have opportunity to analyse the effectiveness of corporate and business law in its economic, financial and global context. The course will cover the entire life-cycle of a corporation.

**Prerequisites:** Principles of Law / Theory of State and Law

\*\*\*

**Course Code:** TP 2206 **ECTS:** 5

**Course Name:** Labour Law

**Course Description:** The course Labour Law aims to acquaint the student with the basic provisions of the science of labour law, the terminology used in this branch of law. Legal regulation of labour caused by the objective conditions of life of society. It is that part of the legal regulation of economic aspects of social life, in which hired labour finds its use. The course is intended to prepare legal professionals that require a deep theoretical knowledge and practical skills.



**Prerequisites:** HRM

### ECONOMICS

**Course Code:** ECN1201 **ECTS:** 5

**Course Name:** Principles of Economics

**Course Description:** This course is developed to form basic skills of analysing economic situations and behaviour of economic agents. Completion of this course will allow to: navigate in current information flows and adapt to rapidly changing economic environment; analyse and evaluate on a basic level the social and economic information; plan and carry out own activity based on the results of this analysis; be able to work independently with literature on economic issues.

**Prerequisites:** none

\*\*\*

**Course Code:** ECN1202 **ECTS:** 5

**Course Name:** Calculus/Mathematics for Business and Economics - I

**Course Description:** This course is aimed at developing mathematical apparatus for modelling, analysing and solving economic and business problems on a basic level. Course outline includes: linear and simultaneous equations; quadratic and polynomial equations; limits and inequalities; differentiation; partial derivatives; integration; matrix algebra; exponents and logarithms.

**Prerequisites:** none

\*\*\*

**Course Code:** ECN2203 **ECTS:** 5

**Course Name:** Mathematics for Economics – II

**Course Description:** This course is aimed at developing the mathematical apparatus for modelling, analysing and solving problems in Economics. Course outline includes: univariate optimization; multivariate optimization; constrained optimization; probability theory; game theory.

**Prerequisites:** Calculus/Mathematics for Business and Economics – I

\*\*\*

**Course Code:** ECN2204 **ECTS:** 5

**Course Name:** Microeconomics - I

**Course Description:** Microeconomics-I is an introductory course that teaches the fundamentals of economic theory on a micro-level, such as the consumer behaviour theory, the firm theory, the supply and demand analysis, the competition and market structures, externalities and basics of the

welfare economics, rationality and full information. Students will comprehend and learn to analyse microeconomic concepts to address theoretical issues and acquire basic economic thinking skills.

**Prerequisites:** Principles of Economics (Foundation)

\*\*\*

**Course Code:** ECN2205 **ECTS:** 5

**Course Name:** Macroeconomics - I

**Course Description:** Macroeconomics-I is an introductory course that teaches the fundamentals of macroeconomic theory: measuring GDP and cost of living; basics of economic growth theory; saving, investment, and the financial system; basic tools of finance; unemployment; monetary system and inflation; the Phillips Curve; AD-AS model; fiscal and monetary policy; basics of open-economy macroeconomics; international trade and comparative advantage theory. Students will learn to analyse and apply economic concepts and evaluate economic processes at the national level.

**Prerequisites:** Principles of Economics (Foundation)

\*\*\*

**Course Code:** ECN3306 **ECTS:** 5

**Course Name:** Microeconomics - II

**Course Description:** An intermediate level Microeconomics-II is an extension of Microeconomics-I, but at greater depth and with a greater reliance on graphical and mathematical analysis. The course will include the following topics: technology; profit maximization; cost minimization; duality; utility maximization and choice under uncertainty; competitive markets and game theory; time; assets markets; public goods; information; Microeconometrics and optimization models.

**Prerequisites:** Microeconomics - I

\*\*\*

**Course Code:** ECN3307 **ECTS:** 5

**Course Name:** Macroeconomics - II

**Course Description:** This course is developed for students with major in Economics to provide them with the opportunity to deeper understand the core macroeconomic models, and be able to use them in application to the real-world macroeconomic practices' analysis. It will cover the following topics: Classical theory and economy in the long-run; monetary theories and inflation; labour market and unemployment; Keynesian theory and economy in the short-run; IS-LM model; the open economy and

Mundell-Fleming model; AD-AS dynamic model; economic growth and Solow model.

**Prerequisites:** Macroeconomics - I

\*\*\*

**Course Code:** ECN2208 **ECTS:** 5

**Course Name:** Principles of Statistics

**Course Description:** The program presents the fundamentals of some quantitative techniques essential in financial analysis. The aim of the course is to introduce the basic concepts of probability and mathematical statistics, and development necessary skills to analyse economic and financial data. No financial analysis is possible without use of quantitative methods, and mastering them is crucial to be able to keep focus on economic background of the problem rather than technicalities. Selection of efficient quantitative techniques, performance of correct calculations, and provision of adequate economic interpretation of the results, all are integral parts of investment decision-making process, both in corporate finance and at financial markets.

**Prerequisites:** Principles of Economics (Foundation)

\*\*\*

**Course Code:** ECN2309 **ECTS:** 5

**Course Name:** Econometrics -I

**Course Description:** The course covers the basic concepts and tools needed for the econometric analysis and economic forecast. Students are supposed to get a general notion of the nature and scope of econometrics. The material contains the description of basic approaches to regression analysis with a focus on its application to economic issues. The topics covered include: simple regression analysis; residual statistics; hypothesis testing; multiple regression; alternate functional forms; dichotomous variables; properties of ordinary least-squares estimators; multicollinearity; heteroskedasticity; serial correlation.

**Prerequisites:** Principles of Statistics

\*\*\*

**Course Code:** ECN3201 **ECTS:** 5

**Course Name:** International Economics

**Course Description:** This course offers an overview of various aspects of global economy. It investigates the phenomenon of globalization and seeks to provide understanding of today's increasingly interdependent world. Since no longer is any nation's economy insulated from developments that take place in other economies, understanding the on-going developments abroad and their impact

on the domestic economy is therefore an important aspect of modern economics.

**Prerequisites:** Microeconomics - II, Macroeconomics - II

\*\*\*

**Course Code:** ECN3310 **ECTS:** 5

**Course Name:** Econometrics -II

**Course Description:** This course is a continuation of the Econometrics-I especially designed for students majoring in Economics. It consists of the following topics: time-series models; forecasting with regression models; forecasting with ARIMA models. In addition, students will learn to use econometric software packages as tools of quantitative and statistical analysis to compute empirical results.

**Prerequisites:** Econometrics -I

\*\*\*

**Course Code:** ECN3311 **ECTS:** 5

**Course Name:** International Trade

**Course Description:** This course is an introduction to the theory of international trade with applications to current policy issues. The course is grounded in the belief that economic analysis is essential to understand modern world affairs. The graduation of this course will allow understanding, evaluating, and suggesting solutions to the important challenges Kazakhstan and the world face in the coming years. After completing of this course students will be able to: apply basic concepts of the international trade for the analysis of the world economy or/and the economy of a specific country; analyse and evaluate trade flows and policies of a certain country; evaluate current trends in international trade, behaviour of firms in a global economy, role of international organization, namely, the WTO; apply the principle of comparative analysis for two or more countries.

**Prerequisites:** Microeconomics - II, Macroeconomics - II

\*\*\*

**Course Code:** ECN3312 **ECTS:** 5

**Course Name:** WTO: Policy and Current Trend

**Course Description:** The WTO is the international organization through which states govern international trade and international economic globalization. Kazakhstan is currently accessing the WTO; therefore economists should be able to properly understand and evaluate its principles, policies and trends. This course will provide students with an insight of the WTO current trends



such as the multilateral trade agreements; increasing practice of Member states to negotiate regional trade agreements (NAFTA, the EU, ASEAN and others); law of the WTO which is a complex set of rules dealing with trade in goods and services and the protection of intellectual property rights; etc.

**Prerequisites:** International Trade

\*\*\*

**Course Code:** ECN4313 **ECTS:** 5

**Course Name:** Game Theory

**Course Description:** This course seeks to introduce the basic tools of game theory and strategic decision making and evolve students' analytical skills. The content will cover: simultaneously played games; sequentially played games; Nash Equilibrium: pure and mixed strategies; repeated games; Bayesian games and simple applications. Game Theory is widely used in several fields, thus, the course will outline some of its numerous applications, mostly in Economics.

**Prerequisites:** Mathematics for Economics – II

\*\*\*

**Course Code:** ECN4314 **ECTS:** 5

**Course Name:** Industrial Organization

**Course Description:** The course aims to familiarize students with the study of industrial organization which is principally the economic analysis of imperfectly competitive markets and their relationship to the firms' structure. Unlike related Microeconomics and Game Theory courses, the Industrial Organization concentrates on the real-world competition regulation. Upon completion of the course students will understand how competition impacts economic welfare and be able to analyse market models and interrelation between firms' structure and conduct and economic welfare.

**Prerequisites:** Microeconomics – II, Game Theory

\*\*\*

**Course Code:** ECN4315 **ECTS:** 5

**Course Name:** Cases in Economics

**Course Description:** The objective of this course is to provide a deeper understanding of economic categories, laws and relations by examining and analysing specific cases. Cases include both a variety of economic problems (in mathematical and graphical interpretation), and particular empirical research which help to visualize how the economic theory works in practice. The completion of the

course will allow students to consolidate the theoretical knowledge gained within the courses of micro- and macroeconomics, to acquire applied analytical and modelling skills, and skills of economic and statistical assessment of the models.

**Prerequisites:** Microeconomics-II, Macroeconomics-II, Econometrics-II

\*\*\*

**Course Code:** ECN4216 **ECTS:** 5

**Course Name:** Global Economy

**Course Description:** The course is about the world environment of business addressed at a global, national and regional level. It looks at the modern concept of globalization, various aspects of global economy within the field of economic geography and its linkages to related issues of resources, development, international business and trade, the MNCs and government policies affecting the internationalization of business. The course reviews the major economies of the world, their participation in the globalization process and a range of international economic institutions.

**Prerequisites:** Principles of Economics (Foundation)

\*\*\*

**Course Code:** ECN4316 **ECTS:** 5

**Course Name:** Applied Economics

**Course Description:** The course focuses on developing quantitative skills required to perform empirical analysis of the microeconomic and the macroeconomic issues. Within this course students will learn to apply theoretical knowledge of Microeconomics for business and policy analysis and Macroeconomics for the government policy analysis with the use of international and national case-studies.

**Prerequisites:** Microeconomics, Macroeconomics, Econometrics-II

\*\*\*

**Course Code:** ECN4317 **ECTS:** 5

**Course Name:** Selected Topics in Economics

**Course Description:** These courses will cover specific topics related to industries, instructors' expertise and students' field of interest and may serve as a basis in considering a transfer of the courses from other universities.

**Prerequisites:** TBC

**FINANCE**

**Course Code:** FIN2301, FIN2201 **ECTS:** 5

**Course Name:** Principles of Finance

\*\*\*

**Course Description:** The purpose of this course is to develop the analytical skills for making corporate investment and financial decisions and risk analysis. Topics covered include the concept of present value and the opportunity cost of capital, discounted cash flow analysis and other valuation techniques; and issues short- and long-term financial management, risk and return, the CAPM model; planning capital investments, risk analysis and other concepts, theories.

**Prerequisites:** Principles of Economics (Foundation)

\*\*\*

**Course Code:** FIN 2202, FIN 2302 **ECTS:** 5

**Course Name:** Financial Ratios Analysis

**Course Description:** The course will provide students with the knowledge in financial and accounting information, financial forecasting, mechanics of capital markets and valuation. After completion of the course students shall be able to find the indicators defining company's financial performance and shall understand fundamental concepts related to business practices and financial reporting.

**Prerequisites:** Principles of Accounting, Principles of Finance

\*\*\*

**Course Code:** FIN3303, FIN3203 **ECTS:** 5

**Course Name:** Money and Banking

**Course Description:** This course will introduce the theory of money, monetary policy, and overall regulation of the banking system by the Central Bank. In addition, the course gives a comprehensive understanding of the commercial banks' activities in asset, equity, and liabilities management.

**Prerequisites:** Principles of Finance

\*\*\*

**Course Code:** FIN3204 **ECTS:** 5

**Course Name:** Securities and Derivatives

**Course Description:** This course covers theoretical issues related to securities and derivatives, capital markets, and market players. The overall aim of the course is to understand mechanics of capital markets and application of different techniques in the context of corporate decision making. Within given course students will gain knowledge and skills necessary to assess value and profitability of financial instruments and to analyse securities and financial derivatives.

**Prerequisites:** Principles of Finance

**Course Code:** FIN 3205 **ECTS:** 5

**Course Name:** Taxation

**Course Description:** This course will allow students to attain a comprehensive understanding of taxation, features of taxes, role of taxes in a tax system, tax calculation and payment methodology. This course helps to obtain competencies in tax management within organizations and make full use of tax legislation.

**Prerequisites:** Principles of Accounting, Principles of Finance

\*\*\*

**Course Code:** FIN 3306, FIN 3206 **ECTS:** 5

**Course Name:** Corporate Finance

**Course Description:** The course provides an in-depth knowledge in corporate finance. It is aimed to develop skills in performing mathematical calculations to make effective financial decisions, diagnose the financial condition of a corporation and offer effective interventions to address issues. Within the course students will develop understanding and skills to operate dividend policy of a company, current expenses, current assets and reverse obligations, money, stocks, receivables, corporation risks.

**Prerequisites:** Principles of Finance, Principles of Accounting

\*\*\*

**Course Code:** FIN3207 **ECTS:** 5

**Course Name:** International Finance

**Course Description:** This course explores basic financial concepts, analytical techniques and introduces their application to international transactions. The course is based on studying global capital markets and general investment flows. The course develops overall understanding of financial instruments used in international finance such as futures, options, swaps, forwards and others.

**Prerequisites:** Principles of Finance, Corporate Finance

\*\*\*

**Course Code:** FIN3308, FIN3208, FIN4208 **ECTS:** 5

**Course Name:** Financial Management

**Course Description:** This course is based on a theory of financial management, its nature, functions, methods, basic concepts and indicators. The course gives an understanding of the essential concepts of the financial management to develop

and implement effective financial strategies and methods of increasing company's market value. The purpose of the course is to develop students' understanding of the shareholders' value maximizing ways.

**Prerequisites:** Corporate Finance

\*\*\*

**Course Code:** FIN3309, FIN3209 **ECTS:** 5

**Course Name:** Insurance

**Course Description:** This course studies insurance sector and its regulation, the system of contracting, insurance payments and coverage, procedure for determining damage and insurance compensation. By the end of the course, students shall be able to calculate the main parameters of insurance statistics, analyse the financial activities of insurance companies and insurance industry.

**Prerequisites:** Principles of Finance

\*\*\*

**Course Code:** FIN3316 **ECTS:** 5

**Course Name:** Islamic Capital Markets and Instruments

**Course Description:** This course is examining the development issues and challenges, Shari'ah and regulatory framework as well as various components of Islamic Capital Markets. Course specific topics aim to delivery students latest knowledge including Risk management, Accounting and Taxation, Sukuk markets, Islamic stocks, Islamic fund management, Islamic private equity and venture capital, Islamic derivatives, hedging and Islamic structured investment products. Students among other takeaways will learn to comprehend essential components of Islamic capital markets, understand investing through Islamic equity and Sukuk, understand regulatory and Shari'ah framework for Islamic capital markets.

**Prerequisites:** Principles of Finance, Principles of Accounting

\*\*\*

**Course Code:** FIN3317 **ECTS:** 5

**Course Name:** Islamic Commercial Law

**Course Description:** "Islamic commercial law" is an introductory course to Financial Transactions in Islamic Jurisprudence as it relates to Islamic finance, the sources of the Islamic commercial law including the methodologies used to solve modern problems in Islamic finance related to Shari'ah compliance and the importance of the Shari'ah standards. The course is designed to develop students'

understanding of the definition of the Islamic Finance, whether in the form of Banking, Insurance or Capital market segments, obtaining the knowledge and skills of the describing the salient features of Islamic Finance; illustrating how these features require the provision of different financial products to those supplied through conventional finance; explaining how Islamic Finance can satisfy financial needs without violating religious prohibitions.

**Prerequisites:** Principles of Finance, 2201 Principles of Accounting

\*\*\*

**Course Code:** FIN3318 **ECTS:** 5

**Course Name:** Islamic Banking

**Course Description:** This course provides a comprehensive introduction to Islamic Banking and Finance, augmented with an analysis of the situation in Kazakhstan and the business potential for Kazakhstan companies. Students will learn about the Conventional Banking and Islamic Banking; Six Key Islamic Banking Principles; Islamic Banking products and services and their implementation: Murabaha, Musharaka, Ijara, Istisna'a, Salam etc.

**Prerequisites:** Principles of Finance, Principles of Accounting

\*\*\*

**Course Code:** FIN4310, FIN4210 **ECTS:** 5

**Course Name:** Investment Management

**Course Description:** This course provides a comprehensive view on investment management: the significance of diversification in portfolios, factor models, such as CAPM, APT etc. and investment portfolios appropriate to investment objective. The course helps to build an understanding of the derivative instruments, stock analysis and modifications of portfolio risk to meet the risk tolerance level of an investor.

**Prerequisites:** Principles of Management, Corporate Finance, Securities and Derivatives

\*\*\*

**Course Code:** FIN4311 **ECTS:** 5

**Course Name:** Cases in Finance

**Course Description:** The course is aimed to provide students with practical examples in the form of case studies on topics of corporate finance. Completion of this course will allow to: read and review the case; prepare case analysis; prepare case presentation.

**Prerequisites:** Financial Management

\*\*\*

**Course Code:** FIN4312, FIN4212 **ECTS:** 5

**Course Name:** Financial Risk Management

**Course Description:** This course is aimed to provide students with practical knowledge of financial risk management. The course starts with a deep dive into quantitative analysis and econometric tools applied in the context of finance and capital markets. After getting comfortable with quantitative methods, we take turn to study securities and apply those methods to see how risk is measured and mitigated in the financial world.

**Prerequisites:** Financial Management

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**Course Code:** FIN4313 **ECTS:** 5

**Course Name:** Financial Analysis

**Course Description:** This course is aimed to develop necessary skills in obtaining and interpreting information from the financial statements of a company. The course allows application of specific analytical tools and methods in the analysis of company's financial performance with the aim of making rational managerial decisions.

**Prerequisites:** Corporate Finance/Financial Management

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**Course Code:** FIN4314 **ECTS:** 5

**Course Name:** Financial Modelling

**Course Description:** This course is aimed to learn the fundamentals and practice building financial models using Microsoft Excel. Students will be introduced to both simulation and optimization models as well as various forecasting techniques. Intermediate level of competency in Excel required.

**Prerequisites:** ICT, Financial Management

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**Course Code:** FIN4321 **ECTS:** 5

**Course Name:** Takaful – Islamic Insurance

**Course Description:** "Takaful – Islamic Insurance" is an introductory course to Islamic insurance as an important part of Islamic Finance industry which aims to introduce and deepen the knowledge of the principles and practices of Takaful. The course will address such topics as concepts of Risk and Takaful, comparison between Takaful and Conventional Insurance, Business Models of Takaful, Retakaful, Medical and Health Takaful, General Takaful, Family Takaful, types of Investment Linked Fund Takaful.

**Prerequisites:** Principles of Finance, Principles of Accounting

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**Course Code:** FIN4322 **ECTS:** 5

**Course Name:** Accounting for Islamic Financial Transactions

**Course Description:** This course develops an understanding of the accounting issues in Islamic Finance in the framework of Islamic accounting concepts and the tension between Islamic accounting theory and international financial reporting practices. The main aim is to use theoretical knowledge in order to read, understand and interpret Financial statements of Islamic financial institutions; to evaluate the effect of newly proposed and existing products on the income statement and balance sheet; and to conduct financial and nonfinancial performance analysis of Islamic financial institutions.

**Prerequisites:** Principles of Finance, Principles of Accounting

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**Course Code:** FIN4323/4223/5 **ECTS:** 4

**Course Name:** Bloomberg Market Concepts (BMC)

**Course Description:** Bloomberg Market Concepts (BMC) is an 8-hour self-paced e-learning course consisting of 4 modules – Economics, Currencies, Fixed Income and Equities. The Bloomberg terminal is one of the most widely used data retrieval and analytical tools in trading rooms worldwide. Familiarity with this software is mandatory within the financial services industry, for entry-level staff all the way up to senior managers. This course is designed for students who need a basic introduction to the vast array of functions in order to become more familiar with a higher level of functionality and complexity.

**Prerequisites:** no

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**Course Code:** FIN2215 – FIN4321 **ECTS:** 5

**Course Name:** Selected Topics in Finance

**Course Description:** This course will cover specific topics related to industries, instructors' expertise and students' field of interest and may serve as a basis in considering a transfer of the courses from other universities.

**Prerequisites:** Principles of Finance

**GENERAL EDUCATION**

**Course Code:** GED 1101 **ECTS:** 5

**Course Name:** Philosophy

**Course Description:** The role of Philosophy in the training of modern specialists is determined by the object of its study, which is a human and his relationships with nature and society. Philosophy facilitates formation of philosophical culture and ethical guidelines of a future specialist; is the basis of theoretical and general training of a student.

Philosophy is aimed to involve students into the historical experience of world philosophy, including the Kazakh philosophy, to give an idea about the nature of modern philosophical culture, to contribute to the establishment and improvement of the skills of self-analytical thinking in the field of the humanities.

**Prerequisites:** no

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**Course Code:** GED 1102, GED 1106 **ECTS:** 10

**Course Name:** Kazakh I-II (A2; B1; B2; C1)

**Course Description:** This course is aimed at expanding vocabulary, mastery of complex grammatical and syntactical constructions, improving the communication skills in Kazakh in learning process, research and professional activity. Particular attention is paid to the development of skills essential to deal with academic texts, such as essay, thesis, etc. Completion of this course will enable students to perceive, understand and interpret speech in Kazakh as well as to speak and write in the target language.

**Prerequisites:** Philosophy

\*\*\*

**Course Code:** GED 1102, GED 1106 **ECTS:** 10

**Course Name:** Title: Russian I-II (B1; B2; C1)

**Course Description:** The course contributes to the formation of future specialists' communicative competence which is the ability to solve real communication problems with the help of language means.

The course allows students to learn the foundation principles of scientific style, as well as to develop the ability to produce structural and semantic analysis of text forming the basic skills of academic writing: annotations, abstracts, reviews, reports, summaries.

**Prerequisites:** Title: Russian I

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**Course Code:** GED 1104 **ECTS:** 5

**Course Name:** Information and Communication Technologies

**Course Description:** The course 'Information and Communication Technologies' contributes to the development and consolidation of practical skills important to work with information and communication technologies at workplace. Moreover, it enhances earlier acquired knowledge and skills enabling to work with modern computer equipment, software, and information networks.

**Prerequisites:** no

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**Course Code:** GED 1105 **ECTS:** 5

**Course Name:** Contemporary History of Kazakhstan

**Course Description:** Contemporary History of Kazakhstan is a course on the main stages of the history of Kazakhstan that focuses students' attention on the issues of formation and development of independent statehood in Kazakhstan, its national heritage and continuity of ethnogenesis. The main issue of the course is to teach students key historical stages of the country, basic scientific methodology of historical knowledge as well as form their civic position.

**Prerequisites:** no

**Course Code:** GED 1103 **ECTS:** 10

**Course Name:** Foreign Language (English A2)

**Course Description:** The course focuses on developing communicative skills of speaking, listening, reading and writing. It also covers essential grammar, vocabulary, idioms and functional language.

**Prerequisites:** no

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**Course Code:** GED 1103 **ECTS:** 10

**Course Name:** Foreign Language (English B1)

**Course Description:** The "Foreign language B1" course gives students the confidence to communicate effectively in real-world and academic situations. The course consists of 2 essential sections: General English Section and Academic English Section, which are delivered within 2 semesters.

The aim of the course is to develop communicative skills of speaking, listening, reading and writing and extend lexical resource and grammar range/accuracy.

**Prerequisites:** no

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**Course Code:** GED 1107 **ECTS:** 10

**Course Name:** Academic English (B1+)

**Course Description:** The aim of this course is to develop essential skills and academic language for learners who are preparing to study in English at university level. The course is based on authentic content from university textbooks and videos of lecture extracts. Students entering the course should have at least level B1 in English according to CEFR. After completing the course students should reach level B1+ according to CEFR.

**Prerequisites:** GED 1103

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**Course Code:** GED 1108 **ECTS:** 5

**Course Name:** Critical thinking

**Course Description:** This course examines the system of sound arguments and opinions on the basis of analysis of issues and problems with the formulation of conclusions of correct decisions as well as the application of the obtained results in real life and workplace. Critical thinking involves a balanced, open-minded approach to any statements, the ability not to take anything for granted without proof, to be open to new ideas and opinions. Critical thinking is a rational argument about what to believe in and what to do. Critical thinking promotes the development of students' self-management skills as well as the abilities necessary for lifelong learning and career success.

**Prerequisites:** no

## INFORMATION TECHNOLOGY

**Course code:** IT 3201 **ECTS:** 5

**Course Name:** Introduction to Web Development

**Course Description:** Introductory course to both web-design and development. It follows a problem-based approach which requires students to design and create websites of ever-increasing sophistication as the course progresses. The output of students' work will be presented as publicly accessible portfolio that maps to the projects she has accomplished during the course.

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**Course code:** IT 3202 **ECTS:** 5

**Course Name:** The Art of Programming

**Course Description:** Introductory course to information technology and computer science, with or without prior programming experience. An entry-level course teaches students how to think algorithmically and solve problems efficiently.

Topics include algorithms, data structures, resource management, security, and web development.

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**Course code:** IT 3303 **ECTS:** 5

**Course Name:** Introduction to Data Science

**Course Description:** This course will emphasize practical techniques for working with large-scale data. It will survey the foundational topics in data science, including statistical modeling and machine learning, data pipelines, "big data" tools, and real world topics and case studies. The use of statistical and data manipulation software will be required.

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**Course code:** IT 3304 **ECTS:** 5

**Course Name:** Cross-Platform Mobile Development

**Course Description:** This course focuses on developing multi-platform mobile applications using the skills that you students have already acquired in the previous courses. Students will build mobile applications targeting multiple platforms (iOS, Android, Windows) with a single codebase.

**Course code:** IT 3305 **ECTS:** 5

**Course Name:** Advanced Web Development

**Course Description:** This course builds on the previous Web Development course so that students can develop more complex database driven web applications using a suitable framework. This also continues to round out students' computing science craftsmanship skills with more emphasis on learning appropriate practices such as version source control, testing and group collaboration.

\*\*\*

**Course code:** IT 3306 **ECTS:** 5

**Course Name:** Introduction to Algorithms and Machine Learning

**Course Description:** This course will teach students the most important algorithms in computer science as well as the end-to-end process of investigating data through a machine learning lens. It will teach how to extract and identify useful features that best represent given data, a few of the most important machine learning algorithms, and how to implement them accordingly.

## PUBLIC RELATIONS

**Course Code:** PRC 3301 **ECTS:** 5

**Course Name:** Public Relations

**Course Description:** This course introduces students to the basics of communication theory, mass media,

reputation management, the principles of media relations, government relations, internal and external corporate communications. Students will acquire the key competences in the field of communication architecture of the organization, the implementation of operational planning and operational control over the activities of public relations, carrying out measures to improve the organization's image, promote products and services on the market, the development of effective internal communications - creating a favourable psychological climate in the team, motivating employees, planning, preparation and carrying out communication campaigns and activities in accordance with the goals and objectives of the organization on the basis of research results.

**Prerequisites:** none

**Course Code:** PRC 3302 **ECTS:** 5

**Course Name:** Crisis Communications

**Course Description:** This course introduces students to the basics of public relations in crisis situations. The course is aimed at developing students' systematic understanding of the role of public relations in the prediction, prevention, analysis and crisis management in organizations. Students will acquire the key competences in the field of PR technologies used in the process of predicting, preventing, minimizing the effects of the crisis, analysis of the communicative mechanisms of action in a crisis, the practical application of the principles and techniques of crisis communication in organizations. Students examine and analyse examples of positive and negative effects of crisis and post-crisis communications based on real cases of local and international companies.

**Prerequisites:** Public Relations

### **TRANSLATION STUDIES FOREIGN LANGUAGE**

**Course Code:** TLNG2201 **ECTS:** 5

**Course Name:** English and Cross-Cultural Communication B1B2

**Course Description:** This course is aimed to improve students' English language level up to B2 level through systematic expansion of vocabulary and grammar range, and through practicing 4 (listening, reading, speaking and writing) skills. Each lesson presents and practices topic-based lexical words and grammar, and has a pronunciation focus. There is a balance of reading and listening activities, where students develop their ability to listen to authentic English and learn common collocations, idioms and colloquial vocabulary. Throughout the

course learners are exposed to up-to-date, stimulating topics to get them talking and exchanging opinions, and to improve both accuracy and fluency.

**Prerequisites:** English B1

\*\*\*

**Course Code:** TLNG2202 **ECTS:** 5

**Course Name:** Fundamentals of Language Theory

**Course Description:** This course introduces the fundamentals of language and linguistics with a focus on the nature of language. The topics as phonetics, phonology, morphology, semantics, syntax, and pragmatics will be the core elements of the course. Key concepts to be covered include, sound production and sound system (phonology), inflection and derivation, case marking, morphemes, word-formation and structure (morphology), sentence structure (syntax), meaning of words and expressions (semantics), second language learning. It will also discuss its application (applied linguistics), language acquisition and learning, dialects, registers, social aspects of language (language variation), and language change.

**Prerequisites:** none

\*\*\*

**Course Code:** TLGN2203 **ECTS:** 5

**Course Name:** Second Foreign Language (German, French, Spanish, Chinese, Italian) A1 and A2

**Course Description:** This is a core course designed for Bachelor students of Translation Studies Department as the primary stage of the second foreign language acquisition. The course is aimed to develop linguistic and communicative competences of students by forming basic skills to use phonological, grammatical and lexical phenomena and principles of the second foreign language in communication.

**Prerequisites:** none

\*\*\*

**Course Code:** TLNG2204, LNG3203 **ECTS:** 5

**Course Name:** Business English

**Course Description:** This course is designed to help students build upon their fundamental English language communication skills by using professional and formal business tools such as letters, reports, and oral presentations in structured business environments and to help them find the ways to translate special commercial documents from English into Russian and vice versa.

**Prerequisites:** English B1

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**Course Code:** ENG1111 **ECTS:** 5

**Course Name:** Listening and Speaking

**Course Description:** The course “Language Core Skills” provides students with cutting-edge and interactive methods to master their language skills. This course is designed for those students who desire to enhance their language skills and allows them to practice each skill in multiple contexts.

**Prerequisites:** Basic knowledge of language

\*\*\*

**Course Code:** TLNG4219 **ECTS:** 5

**Course Name:** English and American Literature

**Course Description:** This course is developed to acquaint students with the history of British Literature. Students will obtain a great opportunity to have insights into how British literature was developed in different periods and became a part of history.

**Prerequisites:** English and Cross-Cultural Communication B1B2

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**Course Code:** ENG1210 **ECTS:** 5

**Course Name:** English for Communication

**Course Description:** This course introduces students to the practical approach of the English Communication. In addition, the course covers other communicative issues regarding everyday-life situations, feeling and opinion expressions and role-play performance.

**Prerequisites:** English B1

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**Course Code:** TLNG2207 **ECTS:** 5

**Course Name:** English Society and Culture

**Course Description:** The course ‘British Culture and Society’ is designed for senior students of Translation Studies Bachelor degree programme. Objectives and competences are awareness of the complexity of the notion culture and British culture; awareness of the plurality of British culture through the outline of British history; awareness of the differences and similarities between Kazakhstani and British societies; ability to understand the function of literary texts in British society; to develop the ability to understand the complex interconnectedness of culture in the British Isles; ability to critically approach different aspects of the United Kingdom.

**Prerequisites:** English for Communication; English B2.

\*\*\*

**Course Code:** TLNG3211 **ECTS:** 5

**Course Name:** English for Professional Purposes

**Course Description:** This is a core course designed for Bachelor students of Translation Studies Department as the next stage of the basic foreign language acquisition. The main difference from the basic foreign language in terms of cross-cultural communication course consists in taking into account peculiarities of the future profession. The course is aimed to develop communicative and to form professional competences of students by enlarging and deepening their receptive and productive language material on topics connected with the profession of a translator / interpreter.

**Prerequisites:** English B2

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**Course Code:** TLNG3213 **ECTS:** 5

**Course Name:** Second Foreign Language (German, French, Spanish, Chinese, Italian) B1B2

**Course Description:** This is an elective course designed for Bachelor students of Translation Studies Department as the intermediate stage of the second foreign language acquisition. The course is aimed to develop communicative competences of students by enlarging and deepening their receptive and productive language material. For successful completion of the course it is required for students to have at least A2 reference level of the target language according to Common European Framework of Reference for Languages.

**Prerequisites:** Second Foreign Language (German, French, Spanish, Chinese, Italian) A1A2

\*\*\*

**Course Code:** TLNG3314 **ECTS:** 5

**Course Name:** Public Speaking

**Course Description:** This course prepares students to develop and strengthen skills in preparing oral presentations in a variety of situations. It will also sharpen skills in critical listening. This course is practice-oriented. It is essential to possess speaking clearly and comfortably in public. The aim of this course is to provide students with a basic theoretical background and tactics that work for and against the speaker. The feedback will be given from the instructor and classmates

**Prerequisites:** none

**Course Code:** TLNG4213 **ECTS:** 5



**Course Name:** Professional English and Cross-Cultural Communication

**Course Description:** The course is aimed to enhance communicative and professional competences of students by enlarging and deepening their receptive and productive language material. In addition, it will enable learners to compare economic, political and cultural situation in Kazakhstan and with other countries of the world including the target language countries.

**Prerequisites:** For successful completion of the course it is necessary for students to have at least C1 reference level according to Common European Framework of Reference for Languages.

\*\*\*

**Course Code:** TLNG4217 **ECTS:** 5

**Course Name:** Advanced English for Industry Professions

**Course Description:** This course is designed for those students who desire to have in-depth Advanced English training and enhance their technical English and meet the needs of the industry and labour market.

**Prerequisites:** Professionally-oriented English C1

\*\*\*

**Course Code:** TRN2210, TRN3215, TRN3314, TRN4309, **ECTS:** 5

**Course Name:** Selected Topics in Translation Studies

**Course Description:** These courses will cover specific topics related to Translation Studies. The students' may consider this course as a transfer from other universities.

**Prerequisites:** Translation Theory

\*\*\*

**Course Code:** TLNG3213 **ECTS:** 5

**Course Name:** Academic Writing

**Course Description:** This course prepares undergraduate students for future career opportunities by developing critical thinking, writing, collaboration and research skills that are considered as a core need in employability on the international level. It gives students the opportunity to deliver thoughts, analyse and express viewpoints toward various topics.

**Prerequisites:** English and Cross-Cultural Communication

\*\*\*

**Course Code:** TLNG3214 **ECTS:** 5

**Course Name:** English and American Studies

**Course Description:** Over the course students will discover the unique identities of English and American studies to enhance your understanding and appreciation of American geography, literature, history, and culture. This course offers students a unique opportunity to learn in a collaborative setting. Students benefit from having the exploration of different types of formal and creative project activities. Upon the completion of this course you will gain a variety of critical approaches.

**Prerequisites:** none

## INTERNATIONAL RELATION

**Course Code:** IRF2201 **ECTS:** 5

**Course Name:** Fundamentals of International Relations

**Course Description:** The goal of this course is to help students acquire basic understanding of International Relations theories. World politics is complex and International Relations theories help us to make sense of different phenomena and processes that govern international relations between states and other actors of world politics. The purpose of this course is to introduce the field of IR, to organize what is known and theorized about IR, and to convey the key concepts used by political scientists to discuss relations among nations. Students are expected to acquire basic notions of different theoretical schools of International Relations. They will be able to identify main theoretical and methodological approaches in the study of international politics; understand basic concepts and analytical frameworks as well as detect theoretical underpinnings of contemporary debates on major issues of world politics.

**Prerequisites:** none

\*\*\*

**Course Code:** IR 3203 **ECTS:** 5

**Course Name:** Globalization and International Organizations

**Course Description:** This course covers the issues of the main trends and consequences of globalization in the politics, economics, social sphere, culture and education. The students will acquire the major international organizations such as World Bank and the U.N. specialized agencies. At the end of this course students will be able to forecast the future global development and effect of globalization.

**Prerequisites:** none

\*\*\*

**Course Code:** IR 3304**ECTS:** 5

**Course Name:** Regionalism in World Politics

**Course Description:** This course provides overview of theory and practice of regionalism in world politics. It introduces students to phenomenon of regional integration which has remained as a major problematique in world politics from 1950s to our days. It will then proceed with comparative regionalism approach which scrutinizes politics of regional integration in different parts of the world: Europe, Eurasia, Asia-Pacific, Southeast Asia and Africa. Students are expected to acquire better understanding of logic of regional integration. They will also be provided critical perspectives to analyze reasons and causes behind success or failure of different regional integration initiatives in spheres of security, economy or trade.

**Prerequisites:** Fundamentals of International Relations

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**Course Code:** IR 3305 **ECTS:** 5

**Course Name:** Contemporary International Relations in Asia-Pacific and Eurasia

**Course Description:** This course provides overview of contemporary international relations in two strategically important regions in world politics: Asia-Pacific and Eurasia. These regions also represent two important directions for foreign policy of Kazakhstan and other Central Asian countries. This course will cover contemporary security, economic and trade relations among countries of Asia-Pacific and Eurasian regions. It will also introduce students to major topics of inter-state and regional politics like rise of China, pivot to Asia, role of emerging powers, Eurasian regionalism or role values in interregional relations. Students are expected to acquire better understanding of dynamics of these regions and their influence on foreign policy of Central Asian countries.

**Prerequisites:** Fundamentals of International Relations

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**Course Code:** IR 3304 **ECTS:** 5

**Course Name:** Negotiations and Public Diplomacy

**Course Description:** The course provides an introduction into public diplomacy. It deals with the practice of public diplomacy and negotiations. The course provides a discussion of global issues and current world problems, such as peace and security, climate change and international trade and role of public diplomacy in its solution. It discusses the

increased role of Public Diplomacy and Negotiations in International Relations.

**Prerequisites:** Fundamentals of International Relations

## MANAGEMENT

**Course Code:** MGT2201 **ECTS:** 5

**Course Name:** Organizational Behaviour

**Course Description:** Organizational behaviour studies the behaviour of people in the organization and assesses its impact on performance. The course of "Organizational Behaviour" focuses on human resource management as an object. Minimum level of knowledge and skills mastered within this course include: possession of theoretical issues of individual behaviour in the organization, groups' formation and development and their behaviour; ability to understand the essence of the organizational culture in the company, balance between "leadership" and "power", impact of conflict on the organization; skills of managing interpersonal and intergroup relations, as well as organizational change.

**Prerequisites:** none

\*\*\*

**Course Code:** MGT2302 **ECTS:** 5

**Course Name:** Principles of Management

**Course Description:** The "Principles of Management" course introduces the fundamental topics of management. It provides students with an understanding of what is the role of manager in organization, broad overview of the subject of management and covers basic theoretical concepts. The content of the course includes: essence and evolution of the management as a science; basic theoretical concept of management; organizations and their strategies; internal and external environment; organizational structure and culture; information and communications; decision-making; functions and methods of management; motivation; teamwork; leadership; control, etc.

**Prerequisites:** Principles of Economics (Foundation)

\*\*\*

**Course Code:** MGT2303 **ECTS:** 5

**Course Name:** Principles of Leadership

**Course Description:** The course is aimed to target highly mature and motivated students who plan to pursue managerial career in organizations of both private and government sectors. The course is modelled as an integrated framework that consists of the best leadership practices presentations and lectures. The students will also be exposed to

learning first-hand experience of great leaders from industry, government and wide range of social sector enterprises.

**Prerequisites:** Principles of Management

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**Course Code:** MGT3204 **ECTS:** 5

**Course Name:** Operations Management

**Course Description:** This introductory course introduces basic concepts and techniques of design, planning, and control in a field of manufacturing and service operations. It covers main topics of operations management such as resources allocation, product design, aggregate planning and capacity, basics of inventory management and control, operations scheduling, purchase management and material management.

**Prerequisites:** Principles of Management

\*\*\*

**Course Code:** MGT3305 **ECTS:** 5

**Course Name:** Human Resource Management (HRM)

**Course Description:** This basic course of HRM explains how to build an effective system of managing people within organization. It considers HRM as an element of company's mission and strategy, stresses the staff as the most important resource requiring development and investment. In line with this concept, we will discuss formation of human resources policy, strategic approach to the human resource management. The course explores traditional functions of human resource management: personnel planning, recruitment and placement, wages and incentives. The purpose of the course is to familiarize students with modern methods of HRM, and develop their skills on planning the staff, recruiting, hiring, and evaluating.

**Prerequisites:** Principles of Management

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**Course Code:** MGT3306 **ECTS:** 5

**Course Name:** Innovation Management

**Course Description:** The course aims to familiarize future specialists with a specific of operating in innovative sphere and includes such issues as subject and goals of innovative industries, production efficiency, economic evaluation of new techniques, production planning and sales planning, fixed and floating assets in innovative sphere, ways to reduce R&D cost, profit and profitability and others. Upon completion of this course, students should be able to: know a nature and role of

business innovation in the national economy; know the principles, categories, elements and subjects of innovative sphere; be able to determine the effectiveness of a government policy in the development in the innovative system; be able to assess innovation infrastructure.

**Prerequisites:** Principles of Management

\*\*\*

**Course Code:** MGT3307 **ECTS:** 5

**Course Name:** Project Management

**Course Description:** This course will introduce and overview the major topics in Project Management. Included are main stages of project management, their planning and sequence, evaluation of required resources, project organizing and monitoring, introducing changes, project commissioning. Having completed this course, students will clearly understand the difference between project management of business processes management; comprehend content of the project management and its tools; understand interests of various stakeholders and their impact on the effectiveness of the project; determine project's limitation.

**Prerequisites:** Operations Management

\*\*\*

**Course Code:** MGT3308 **ECTS:** 5

**Course Name:** Compensation Management

**Course Description:** Compensation system is widely recognized as one of the most crucial contributor to a company's performance. The proposed course will provide future managers with knowledge on how such system operates in order to deal with a competent workforce and achieve organizational effectiveness. It will cover assessing the reward systems, diagnosing the compensation management issues and problems and developing appropriate solutions. The specific topics include: job evaluation, wage surveys, incentives, pay equity, benefits, and compensation strategy.

**Prerequisites:** HRM

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**Course Code:** MGT3209 **ECTS:** 5

**Course Name:** Managing Change

**Course Description:** This course was designed as an introduction to managing change in organizations with the emphasis on students' development of the ability to understand the necessity of change in organization. By the end of this course students will be able to: provide an introduction to conceptual and theoretical underpinnings of change in the

organizational context; determine and comprehend how effective change management helps an organization gain a competitive advantage; evaluate what kind of skills and competences managers need to manage change effectively.

**Prerequisites:** Principles of Management

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**Course Code:** MGT4310 **ECTS:** 5

**Course Name:** Strategic Management

**Course Description:** The course is based on the principles of:

- Study of strategic management as an enterprise management system and scientific approaches;
- Practical applicability of all the elements and methods of strategic management as a competitive advantage;
- Cases and additional tasks to be performed by using information from the practice of domestic companies.

Course materials will allow students to form a comprehensive picture of the main point and purpose of strategic management and develop skills in the use of management tools, plans of the company, analysis of the effectiveness of their practical application. As a part of the practical training and self-study, students will carry out individual and team assignments.

**Prerequisites:** Operations Management, Corporate Finance

\*\*\*

**Course Code:** MGT4311 **ECTS:** 5

**Course Name:** Cases in Management

**Course Description:** Through analysis of particular cases from the practice of international and Kazakh companies, this course will provide deeper application of the theoretical concepts in management.

**Prerequisites:** Principles of Management

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**Course Code:** MGT4312 **ECTS:** 5

**Course Name:** Performance Management

**Course Description:** This course is developed to enable students evaluating the system of managing performance at the individual, team and organization level. Students will understand the key role of the performance management in achieving the strategy of the company. The successful completion of the course will allow students to establish and articulate performance criteria; conduct performance review and analyse it;

develop recommendations for performance improvement.

**Prerequisites:** HRM

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**Course Code:** MGT4313 **ECTS:** 5

**Course Name:** International Management

**Course Description:** This course pays special attention to developing those tools and analytic techniques of future managers which will be demanded when competing internationally. In accordance with this, it will cover several important topics aimed to: creating better understanding of the international environment challenges; analysing global businesses and international strategies; and specifically, developing knowledge and skills necessary for providing international management operations and organizational issues such as human resource management at the multicultural level, global marketing, global R&D and innovation management, financing and accountability.

**Prerequisites:** International Business, Principles of Marketing, Principles of Finance, Operations Management, Principles of Accounting

\*\*\*

**Course Code:** MGT4314 **ECTS:** 5

**Course Name:** Supply Chain Management

**Course Description:** The course will address managing and improving the supply chain processes and performance. It is based on an integrated understanding of the process of supply chain management, including supply, production and operations, logistics, sales, after-sales service. It provides further insight into the application of the basic managerial courses. The course covers the following topics: managing demand; sales and operations planning; supply chain management; production management and operations; logistics; sales management.

**Prerequisites:** Operations Management

\*\*\*

**Course Code:** MGT4215 **ECTS:** 5

**Course Name:** Corporate Governance

**Course Description:** This is an introductory course that explores the relationship between corporate governance and the economic, social, and political impact of corporations. The course outline includes: the roles of directors, boards, committee structures, regulatory and legal constraints, accountability and reporting; risk; corporate and professional ethics.

**Prerequisites:** Principles of Management

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**Code:** MGT4216, MGT4316 **ECTS:** 5

**Course Name:** Selected Topics in Management

**Course Description:** These courses will cover specific topics related to industries, instructors' expertise and students' field of interest and may serve as a basis in considering a transfer of the courses from other universities.

**Prerequisites:** Principles of Management

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**Course Code:** MGT4317 **ECTS:** 5

**Course Name:** Business modeling

**Course Description:** The aim of this course is to concentrate on the business model design and how to use it to increase value of the organization. Students will learn how business models can be strengthened through the understanding of the market drivers, how to manage company resources and competitive advantage, how to perform monetization and cost structure analysis. Students will understand how to coordinate different approaches to build and sustain successful business models.

**Prerequisites:** Principles of Management

\*\*\*

**Course Code:** MGT4318 **ECTS:** 5

**Course Name:** Decision making

**Course Description:** The aim of the course is to provide students with the tools and techniques that will help to make effective decision. Students will learn how to utilize data to solve problems and make final decision. The course will demonstrate students how to use spreadsheets and data analysis tools that are used in many areas, including finance, accounting, operations, and marketing.

**Prerequisites:** Principles of Management

## MARKETING

**Course Code:** MKT2201 **ECTS:** 5

**Course Name:** Principles of Marketing

**Course Description:** "Principles of Marketing" aims to learn theoretical foundations and acquire categories, concepts, as well as practical skills of using the principles of marketing at a company level. Completion of this course will enable students to understand basic categories: competition, product, price, demand, supply, suppliers, intermediaries, market research; to use marketing

research tools and techniques at a basic level; to develop a marketing plan for a particular product or company.

**Prerequisites:** Principles of Microeconomics

\*\*\*

**Course Code:** MKT3202 **ECTS:** 5

**Course Name:** Marketing Research

**Course Description:** This course explains the importance of the marketing research to the company. Students will be taught marketing research from the managerial approach rather than statistical. Though, students should know all steps of the marketing research with emphasis on the problem identification, research design, presentation of the results and decision-making based on the research data.

**Prerequisites:** Principles of Marketing

\*\*\*

**Course Code:** MKT3203 **ECTS:** 5

**Course Name:** Integrated Marketing Communications

**Course Description:** This course examines the strategies involved in planning and managing communication in professional contexts and the ways these strategies are informed by the integration of information provided by other key areas.

**Prerequisites:** Principles of Marketing

\*\*\*

**Course Code:** MKT4304 **ECTS:** 5

**Course Name:** Brand Management

**Course Description:** The most valuable asset of almost any company today is its brand associated with products and services produced. Strong brand can influence the purchasing decisions by providing the possibility for differentiation. Effective brand management is crucial for maintaining long-term profitability. This course is designed to develop students' understanding of the importance of the brand, obtaining the knowledge and skills of the process of the brand designing, assessing, and managing. Topics include: consideration of the brand from the customer's point of view; the process of the brand designing and assessment; the brand portfolio management; and the brand management in the long-run.

**Prerequisites:** Principles of Marketing

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**Course Code:** MKT4205 **ECTS:** 5

\*\*\*

**Course Name:** Consumer Behaviour

**Course Description:** The purpose of the course is to examine different consumer decision models and its influence on marketing decisions of the business. Areas of the study include consumer learning, motivation, and attitude. The main aim is to use theoretical knowledge in order to predict how changes in consumer behaviour may affect marketing activities.

**Prerequisites:** Principles of Marketing

\*\*\*

**Course Code:** MKT4206 **ECTS:** 5

**Course Name:** Advertising Strategy

**Course Description:** Course explains the nature and importance of advertising strategy for the company. Students will learn various aspects of communication strategy, advantages and disadvantages of different advertising vehicles. Students will examine how to reach target audience with use of consumer-targeting techniques.

**Prerequisites:** Principles of Marketing

\*\*\*

**Course Code:** MKT3207 **ECTS:** 5

**Course Name:** Services Marketing

**Course Description:** Aim of the course is to provide students a solid foundation in services marketing, with emphasis on importance of service quality, and marketing techniques and resources related to services. Students will learn about developments in the marketing of services and its future implications.

**Prerequisites:** Principles of Marketing

\*\*\*

**Course Code:** MKT3208 **ECTS:** 5

**Course Name:** Destination Marketing

**Course Description:** This course takes a destination management and marketing approach to tourism, and focuses on the planning of destination experiences, and the management of sustainable destinations. Students will identify, and analyse in detail, how these two principles have been integrated in a variety of destinations to enhance global competitiveness. Topics include the roles and functions of governments and destination management organizations (DMOs); planning and product development; policy and regulation; positioning and branding; resources, networks and partnerships; destination leadership.

**Prerequisites:** Principles of Marketing

**Course Code:** MKT4209 **ECTS:** 5

**Course Name:** Digital Marketing

**Course Description:** This course examines fast growing and rapidly changing field of digital marketing. Students will be provided with a foundation and key concepts, understanding of online marketing strategies, various instruments of online marketing. The course will address such topics as user generated content, SEO, social networks, mobile and web analytics, geo, and mobile marketing.

**Prerequisites:** Principles of Marketing

\*\*\*

**Course Code:** MKT4210 **ECTS:** 5

**Course Name:** Strategic Management and Marketing

**Course Description:** The aim of the course is to provide a critical appreciation of the challenges that appear in the global marketplace. Students should examine demographical, socio-cultural, and economic factors and how they influence marketing efforts of the company. Students should also address different marketing strategies and tactics that help companies to operate in the global environment.

**Prerequisites:** Principles of Marketing

\*\*\*

**Course Code:** MKT4311 **ECTS:** 5

**Course Name:** Fundamentals of Selling

**Course Description:** The course is aimed to provide skills necessary to achieve success at the individual and organizational sales level. Students will learn how to build a relationship with the customer and how to design communication process with the potential client.

**Prerequisites:** Principles of Marketing

\*\*\*

**Course Code:** MKT4313 **ECTS:** 5

**Course Name:** Product Management

**Course Description:** The objective of the course is to introduce the new product planning concepts and techniques. Students will know about the aspects of the new product development such as idea generation, concept evaluation, product design, test marketing, market segmentation, product positioning.

**Prerequisites:** Principles of Marketing

**PROFESSIONAL LANGUAGES**

**Course Code:** LNG 2201 **ECTS:** 5

**Course Name:** Professional English

**Course Description:** "Professional English" is communicatively aimed and professionally oriented course. The objective of this course is to introduce the various competences to students that will meet the needs of perspective employees in Tourism, Management, Economics, Finance and Accounting. This course engages students to communicate professionally in an international work environment and prepare the students for a variety of relevant situations and roles for a future career. Moreover, the students will be able to master core language skills in general business situations in various industry.

**Prerequisites:** English B2

\*\*\*

**Course Code:** LNG2202 **ECTS:** 5

**Course Name:** Professional Kazakh/Russian

**Course Description:** This course is designed to teach the language of specialization, expanding professional horizons of students, in-depth knowledge of the specifics of their future profession. The study material should be presented in view of the operative documents for teaching Kazakh, Russian, such as the "Law on languages in the Republic of Kazakhstan", the competence of the language policy of Kazakhstan.

**Prerequisites:** Kazakh/Russian B2

\*\*\*

**Course Code:** LNG 3203 **ECTS:** 5

**Course Name:** Business English

**Course Description:** This course is designed to help students build upon their fundamental English language communication skills by using professional and formal business tools such as letters, reports, and oral presentations in structured business environments and to help them find the ways to translate special commercial documents from English into Russian and vice versa.

**Prerequisites:** English B2

## **TOURISM AND HOSPITALITY**

**Course Code:** TUR2201 **ECTS:** 5

**Course Name:** Basics of Tourism Studies

**Course Description:** The course introduces the history of tourism and its development, its economic value and prospective, basics of territorial organization and destination management. The course objective is to provide students with

systematic understanding of tourism as a subject of their future profession.

**Prerequisites:** none

\*\*\*

**Course Code:** TUR2202 **ECTS:** 5

**Course Name:** Introduction to Hospitality and Tourism History

**Course Description:** This course provides an overview of the hospitality and tourism industry, its growth and development, industry segments and their distinguishing characteristics, trends and current concerns. Students are introduced to career opportunities and the employability skills needed to succeed in specific hospitality fields. It also covers the history of tourism, including pilgrimage, the Grand Tour, the growth of railroads and airlines, and the more recent expansion of the leisure economy.

**Prerequisites:** Basics of Tourism Studies

\*\*\*

**Course Code:** TUR2203 **ECTS:** 5

**Course Name:** International Tourism Geography & Destination Marketing

**Course Description:** International Tourism Geography addresses the need to understand the cultural, environmental, historical and political context in which international tourism takes place. This course examines the history, components, and spatial structure of travel and tourism as a socioeconomic phenomenon and as one of the major industries in the world; investigates its institutional organization, the motivations and flows of travellers, and global and local interactions and implications.

Second part of the course examines principles of destination marketing and management in formulating strategies to promote tourism in a variety of locations. Appraising a destination's potential and developing a destination's products/services and marketing campaign to attract both business and leisure travelers.

**Prerequisites:** Basics of Tourism Studies

\*\*\*

**Course Code:** TUR2204 **ECTS:** 5

**Course Name:** Tourism Management

**Course Description:** Overview of travel and tourism in Kazakhstan and abroad with a focus on terminology, demographics, economic, socio-cultural and environmental impacts of tourism and travel, and the industry's management issues in a

global context. This course explores all aspects of travel and tourism, lodging, foodservice, meetings, conventions, exhibitions, leisure and recreation.

**Prerequisites:** Basics of Tourism Studies

\*\*\*

**Course Code:** TUR3205 **ECTS:** 7

**Course Name:** Tourism Marketing

**Course Description:** This course will provide students with an understanding of the marketing process as it applies to travel and tourism. While general concepts of marketing for travel and tourism are similar to the marketing of other products and services, the travel and tourism industry has unique characteristics that create a variety of problems and opportunities specific to and important for tourism marketing professionals.

**Prerequisites:** Basics of Tourism Studies

\*\*\*

**Course Code:** TUR2306 **ECTS:** 5

**Course Name:** Eco & Ethotourism (Active Tourism Techniques and Tactics)

**Course Description:** This course introduces students to the concept of ecotourism and its economic, cultural and environmental impacts at different scales. With reference to specific locations and activities, students will be aware of the methods through which ecotourism can be marketed and managed, together with its potential adverse impacts. Through studying this course, students will also get insights to one of the emerging and promising types of tourism – ethnotourism. During course students will also gain practical skills to design tour itinerary – they will learn technique and methodology of organizing cycling, hiking, rafting, climbing, horse riding tours and other tourist activities usually used for organising eco and ethnotours.

**Prerequisites:** Basics of Tourism Studies

\*\*\*

**Course Code:** TUR3307 **ECTS:** 3

**Course Name:** Tour Guiding

**Course Description:** This course focuses on developing of skills required to design and deliver engaging walking tours in and out of the city. Students will develop the research skills, the interpretation skills, writing a prepared script and the public-speaking and logistical skills necessary to become an effective walking tour guide. It presents technique and methodology of leading an actual tour.

**Prerequisites:** Introduction to Hospitality and Tourism History

\*\*\*

**Course Code:** TUR3208 **ECTS:** 5

**Course Name:** Event Management

**Course Description:** The subject of discipline is based on the study of practical experience of western and domestic companies in the planning, promotion, evaluation, and analysis of events "event" potential. Content of the course include following key points: emerging role of events in promoting destination, typology of events, review of national event strategic plans, impacts and the legacy of the events, strategic plan of event, event conceptualization, project management of event, delivering of event and evaluation.

**Prerequisites:** none

\*\*\*

**Course Code:** TUR3209 **ECTS:** 5

**Course Name:** Hotel Management

**Course Description:** The Hotel Management course is focused on operating process of the hotel administration, accounts, marketing, housekeeping, front office or front of house, food and beverage management, catering and maintenance. Course aims to deliver students latest knowledge of underlying management principles and broad understanding of the operational aspects of the international hotel industry.

**Prerequisites:** Introduction to Hospitality and Tourism History (preferably, but not necessarily)

\*\*\*

**Course Code:** TUR3310 **ECTS:** 5

**Course Name:** IT in Tourism: GDS Abacus

**Course Description:** The course is designed to develop knowledge and skills for working with GDS Abacus reservation system at the basic level. Successful completion of the course will prepare students for professional certifications "Abacus, Entry and Basic Levels (Abacus Central Asia, GDS)".

**Prerequisites:** ICT (Foundation)

\*\*\*

**Course Code:** TUR3311 **ECTS:** 5

**Course Name:** Hotel Lodging Operations

**Course Description:** This course provides students with the understanding of the functions and operations of hotels. Course consists of three main parts, as the room division operations, Food and



beverage units operations, staff and support departments operations.

**Prerequisites:** Hotel Management

\*\*\*

**Course Code:** TUR3212 **ECTS:** 5

**Course Name:** Arts and Museum Management

**Course Description:** Art and Museum Management combines classroom seminars with practicums held on-site at museums and galleries. Classroom sessions interrogate museum theory and discuss topics such as: heritage and identity; the politics of representation; museums and the community. At the practicums, students engage with professionals from National Museum of the Republic of Kazakhstan, who will take students on-site walkabouts that will cover exhibition spaces as well as behind the scenes. The combination of seminars and site visits provides students with the special opportunity to see how creative, conceptual, and managerial thinking are realised in museum displays and outreach programmes.

**Prerequisites:** Tourism Management

\*\*\*

**Course Code:** TUR3213 **ECTS:** 5

**Course Name:** Sales Management in Hotels

**Course Description:** This online course will discover the basic Sales Management functions and key selling skills such as communication skills, sales presentation, negotiation skills and retail communication (sales displays). The content of the course will focus on marketing strategy for hospitality industry, its main competitors. You will learn how to use pricing strategies and techniques in hospitality. Also important topics such as Publicity and Promotion; Advertising, Soft & Hard Sell, Role of Copy Writer, Attributes of Good Advertising, PR Tools, Functioning of Guest Relation Department - will be covered.

**Prerequisites:** none

\*\*\*

**Course Code:** TUR3314 **ECTS:** 5

**Course Name:** Cultural Heritage

**Course Description:** This course will focus on exploration of theoretical, epistemological, and methodological approaches to the concept of heritage and will discuss how heritage has been defined and studied over time in various contexts. Main themes of the Cultural Heritage course will be related to contemporary heritage practices and issues related to defining, managing, representing,

and utilizing diverse forms of heritage. Students will receive an introduction to international and national cultural heritage regulations, laws, and policies focused on the management, preservation, and protection of cultural resources.

**Prerequisites:** none

\*\*\*

**Course Code:** TUR3315 **ECTS:** 5

**Course Name:** Tourism Law

**Course Description:** This course examines basic principles of law applicable to tourism and hospitality; international and national tourism legislation and various law issues such as consumer protection, product and service liability, employment, and environmental issues.

**Prerequisites:** none

\*\*\*

**Course Code:** TUR4316 **ECTS:** 5

**Course Name:** Guest Satisfaction Management

**Course Description:** This course is designed to prepare future employees and managers to meet customers' expectations. Review of customer service philosophy and techniques, services marketing, quality issues, service design and delivery, customer interaction systems, complaint handling and service recovery, customer relationships, loyalty management, and operations are addressed.

**Prerequisites:** none

\*\*\*

**Course Code:** TUR4317 **ECTS:** 5

**Course Name:** Room Operations Management

**Course Description:** This course will discover basic skills necessary for the operations in housekeeping and front office. Concepts and techniques of rooms sales forecasting, revenue budgeting, analysis of rooms sales and profit, break-even analysis, rooms pricing and yield management.

**Prerequisites:** none

\*\*\*

**Course Code:** TUR4318 **ECTS:** 5

**Course Name:** Food, Beverage, & Catering Operations

**Course Description:** This course provides students with practical skills and knowledge for effective management of food service operations. It presents basic service principles while emphasizing the importance of meeting the needs and, whenever possible, exceeding the expectations of guests.

**Prerequisites:** Hotel Management

\*\*\*

**Course Code:** TUR4319 **ECTS:** 5

**Course Name:** Hotel SPA Management

**Course Description:** During this course students will learn the rising financial contribution the spa industry is having on the leisure industry in chain hotels. Course will help to prepare, present and monitor a consolidated spa budget. Students will learn how to effectively use marketing techniques to create a market demand and will learn the systems and processes necessary to deliver consistent high quality service.

**Prerequisites:** none

\*\*\*

**Course Code:** TUR4320 **ECTS:** 5

**Course Name:** Hotel Training Management

**Course Description:** This course entirely concentrated on self development program, students also will understand the importance of coaching in the hotels and developing new skills relevant for Tourism and Hospitality industry.

**Prerequisites:** none

\*\*\*

**Course Code:** TUR4321 **ECTS:** 5

**Course Name:** PR & Marketing Management in Hospitality Industry

**Course Description:** This course explores the practice of public relations in hospitality industry which is used to craft a hotel's image in order to achieve desired outcome. Public relations activities include press relations, product publicity, corporate communications, lobbying and advisory services. Today, however, the ever-growing challenge for marketing communications professionals is that savvy audiences are in control of what, when and how the information will be consumed - the ever-increasing influence of social media technology dominates the public relations spectrum. This course will show which tactics use for public relations and how to keep content marketing valuable to the user, and how to maintain successful marketing communications practices.

**Prerequisites:** none

## PSYCHOLOGY

**Course Code:** PSH1201 **ECTS:** 5

**Course Name:** Introduction to Major

**Course Description:** The aim of this course is to introduce the field of psychology as a professional activity and identifying opportunities for the application of psychological training in various areas of public life. The course introduces students to the theoretical and practical knowledge related to the competence of scientific psychology; improved understanding of the role of the professional activity in adult life.

**Prerequisites:** none

\*\*\*

**Course Code:** PSH1202 **ECTS:** 5

**Course Name:** General Psychology

**Course Description:** This course is a broad introduction to the field of psychology. It is intended to provide broad coverage of the field by presenting basic theories, research, and applied use of psychology. It will give students a background from which to either pursue more advanced psychological courses, or to retain the information as a basic knowledge of psychology in general. Areas that will be covered include: research methods, biological bases of behavior, human development, sensation, perception, learning, intelligence, motivation, emotions, personality, mental disorders and their treatment, and social psychology.

**Prerequisites:** none

\*\*\*

**Course Code:** PSH1203 **ECTS:** 5

**Course Name:** Developmental Psychology

**Course Description:** This course is a study of human growth and development. Emphasis is on major theories and perspectives as they relate to the physical, cognitive, and psychosocial aspects of development from conception to death. Upon completion, students should be able to demonstrate knowledge of development across the life span.

**Prerequisites:** none

\*\*\*

**Course Code:** PSH2204 **ECTS:** 5

**Course Name:** Introduction to Social Psychology

**Course Description:** This course offers a broad introduction to social psychology, the scientific study of human social influence and interaction. We will explore the various ways people think about, affect, and relate to one another. The course will cover topics such as the social self-concept, social judgment, attitudes, persuasion,

conformity, aggression, helping behavior, prejudice, and interpersonal relationships.

**Prerequisites:** General Psychology

\*\*\*

**Course Code:** PSH 2205 **ECTS:** 5

**Course Name:** Professional English

**Course Description:** The purpose of this course is to provide comprehensive training to form linguistic competence for psychologists. Linguistic competence is knowledge of the language systems and the ability to use it in communication purposes. The psychologist should be able to use language as a means of written and oral communication. The student must demonstrate the culture of behaviour and speech in order to be able to communicate in formal and informal situations, using the fundamentals of speech etiquette.

**Prerequisites:** English

\*\*\*

**Course Code:** PSH2207 **ECTS:** 5

**Course Name:** Creative Thinking

**Course Description:** Creativity becomes an increasingly important part of contemporary social, economic and everyday life. Many studies suggest that very soon creativity will be the most important competence associated with CEOs and top managers who are expected to be highly flexible, to come up with original ideas and be able to operate under uncertain conditions. The course aims at introducing students into the main concepts, methods and algorithms of creative thinking and creativity studies. The goal of the course is to develop students' both personal and professional creativity.

**Prerequisites:** none

\*\*\*

**Course Code:** PSH2208 **ECTS:** 5

**Course Name:** Differential Psychology

**Course Description:** The course will introduce students to current concepts in research on individual differences. The general aim of the Differential Psychology is to introduce the key topics in individual abilities and group differences. Students will be introduced to the study of individual differences in psychology, covering concepts and research on the topics of traits, self and identity, intrapsychic aspects, regulation and motivation, and cognition.

**Prerequisites:** General Psychology

\*\*\*

**Course Code:** PSH 2209 **ECTS:** 5

**Course Name:** Professional Kazakh (Russian) language

**Course Description:** This course is designed to teach the language of specialization, expanding professional horizons of students, in-depth knowledge of the specifics of their future profession. The study material should be presented in view of the operative documents for teaching Kazakh, Russian, such as the law on languages in the Republic of Kazakhstan, the competence of the language policy of Kazakhstan.

**Prerequisites:** Kazakh/Russian

\*\*\*

**Course Code:** PSH2210 **ECTS:** 5

**Course Name:** Psychological Assessment in Human Resource Management

**Course Description:** The course Psychological Assessment in HR consists of three modules – HR part, recruiting and psychological assessment. First, students will learn what HRM is, what procedures it consists of, what kinds of activities are performed. Second part will pay attention to recruiting practices and third one – to the sphere where HR and psychological assessment meet.

The main purpose of this course to help future psychology professionals to meet business world and make it easy to utilize their acquired skills effectively.

The area of psychological assessment is aimed to solve various personal and personnel problems and make the process of decision making more objective and clear and choose the most appropriate methods. This course will allow to differentiate between different methods of assessment, choose the most suitable ones in relation to different problems, cases and tasks.

**Prerequisites:** General Psychology

\*\*\*

**Course Code:** PSH 2211 **ECTS:** 5

**Course Name:** Introduction to Psychology of Personality

**Course Description:** This course considers the major theoretical, application, research, and assessment issues in the study of personality. Emphasis will be placed on the theoretical aspects of personality and the different ways in which these theories are validated. The course will also explore some of the more commonly used personality assessment measures, cultural influences on personality theory.

**Prerequisites:** General Psychology

\*\*\*

**Course Code:** PSH2212 **ECTS:** 5

**Course Name:** Psychology of Deviant Behaviour

**Course Description:** The subject will introduce students with the descriptive theories of the causes of deviant behaviour and development of a deviant personality, characteristic features of deviation, with the psychological aid and support programmes designed for such a category of people. During the course students will develop the skills which are necessary to work out the programmes aimed to prevent deviant behaviour.

**Prerequisites:** Developmental Psychology

\*\*\*

**Course Code:** PSH2213 **ECTS:** 5

**Course Name:** Cognitive Psychology

**Course Description:** The course is aimed to build students' general understanding of psychological and psycho-physiological mechanisms of cognition. It especially focused on the modern ideas about the principles of information processing and memorizing by a human, as well as the peculiarities of natural language, the issues of interpersonal and the intergroup communications. The course is also concentrated on the aspects of incoming information perception and analysis, intuitive professional decision making.

**Prerequisites:** General Psychology

\*\*\*

**Course Code:** PSH2214 **ECTS:** 5

**Course Name:** Positive Psychology

**Course Description:** Psychology is not only the study of human weakness and damage. It is also a study of strengths, optimism, happiness, hope and resiliency. So, this course will be an introduction to theories and research in psychology that examine topics relevant to the nature of happiness and psychological well-being. In this course you will learn how to apply resilience interventions to your professional and personal life. Topics covered will include happiness, life satisfaction, creativity, wellness, love, self-actualization, wisdom, as well as a number of others.

**Prerequisites:** General Psychology

\*\*\*

**Course Code:** PSH2215 **ECTS:** 5

**Course Name:** Stress Management

**Course Description:** This course provides a selective overview of the scientific study of emotion regulation. The course explains what stress is, its various causes, and its effects. Students will learn stress reducing cognitive techniques, emotion regulation and relaxation techniques.

**Prerequisites:** General Psychology

\*\*\*

**Course Code:** PSH3220 **ECTS:** 5

**Course Name:** Quantitative and Qualitative Methods of Research in Psychology - 1

**Course Description:** This course provides an introduction to research methods in the field of psychology. The following topics will be emphasized: the role of scientific inquiry in psychology, research questions, ethics in research, writing in psychology, reliability, validity, and research designs. Upon completion of the course, you should possess an understanding of the fundamental principles and procedures of psychological research.

**Prerequisites:** General Psychology

\*\*\*

**Course Code:** PSH3221 **ECTS:** 5

**Course Name:** Quantitative and Qualitative Methods of Research in Psychology - 2

**Course Description:** This is an introduction to the use of scientific methods in psychology and to the statistical analysis of data. Psychologists use statistical methods to help them make sense of the numbers they collect when conducting research. The course goal is to help students to understand the major concepts of statistics and then doing calculations that requires only need basic math skills. There is no need to memorize formulas or do mental arithmetic. The course focus on the underlying principles and logic of the statistical procedures when manipulating the numbers.

**Prerequisites:** General Psychology

\*\*\*

**Course Code:** PSH3326 **ECTS:** 5

**Course Name:** Psychological Counselling

**Course Description:** Psychological Counselling is one of the fields of applied psychology. This course looks at counselling profession in different settings and studies topics of the history and development of counselling, counselling theories and concepts. The course is practical focusing in great deal on individual study of the assigned materials and such

in-class activities like group presentations, discussions, case studies and demonstrations.

**Prerequisites:** Developmental Psychology

\*\*\*

**Course Code:** PSH3327 **ECTS:** 5

**Course Name:** Coaching

**Course Description:** The aim of this course is to acquaint students with coaching – business technology, allowing people to maximize personal and professional effectiveness in a short time and to get answers to many questions arising in the life and business, as well as to resolve the imbalance between personal and professional life.

**Prerequisites:** none

\*\*\*

**Course Code:** PSH3328 **ECTS:** 5

**Course Name:** Medical Psychology

**Course Description:** The course will form an idea about the concepts of normal and pathological mental processes for differentiation and definition of further tactics in the process of professional psychological work. This will allow students to understand the causes of formation of mental changes, ignore their minor manifestations, and to predict their impact on the social functioning of the individual.

**Prerequisites:** General Psychology

\*\*\*

**Course Code:** PSH 3329 **ECTS:** 5

**Course Name:** Sport Psychology

**Course Description:** The field of sports psychology examines psychological variables that impact athletic participation and performance. Students will also be introduced to performance enhancement strategies. Specific skills to be covered in this class will include: how to set measurable goals and strategies to achieve them, visualization and imagery techniques, leadership, team-building, and how to best cope and recover from injuries.

**Prerequisites:** General Psychology

\*\*\*

**Course Code:** PSH3330 **ECTS:** 5

**Course Name:** Psychological Training in Organizations

**Course Description:** This course helps students to learn the active methods of correction and

development of the person, the basic training procedures, warm-up and role-playing games. The course will allow students to develop skills of the leadership at group and to form correct attitude of the beginning trainer.

**Prerequisites:** Introduction to and Social Psychology

\*\*\*

**Course Code:** PSH3331 **ECTS:** 5

**Course Name:** Family Psychology

**Course Description:** The course is aimed to build understanding of the role, structure and development of a modern family, mechanisms of marital relations and parenting. The course enables to acquire the knowledge on the laws of family development and the role of a family in personality formation.

**Prerequisites:** Developmental Psychology.

\*\*\*

**Course Code:** PSH 4332 **ECTS:** 5

**Course Name:** Cognitive-Behavioural Therapy

**Course Description:** Cognitive-behavioural therapy is exploring how people perceive the situation and thinks and helps a person to develop a more realistic view of what is happening and more appropriate behaviour. The aim of the course is to form a basic knowledge of the theoretical foundations of cognitive-behavioural approach and methods of practical work of the psychologist as part of this direction.

**Prerequisites:** Psychological Counselling

\*\*\*

**Course Code:** PSH4333 **ECTS:** 5

**Course Name:** Organizational Consulting

**Course Description:** This course covers the main stages of organizational development, the analysis of the problems in the organizational development and the possibility of solving research problems in the process of consulting organizations. Students learn to use the tools that are used in various areas of organizational consulting. Students will understand the ways of providing professional help to managers, staff and the organization as a whole in resolving problems.

**Prerequisites:** Psychological Counselling, Human Resource Management

\*\*\*

**Course Code:** PSH4334 **ECTS:** 5



**Course Name:** Psychology of Workforce Training and Development

\*\*\*

**Course Description:** This course is an intensive study of personnel training and development in contemporary organizations. Emphasis is placed upon the identification of training needs, program design, choice of training methods, and evaluation of results.

**Prerequisites:** Human Resource Management

\*\*\*

**Course Code:** PSH4335 **ECTS:** 5

**Course Name:** Conflict Management

**Course Description:** The aim of this course is to provide students with systematic introduction of concepts, theories and develop practical skills to prevent and manage everyday workplace (and personal) conflict. Students will develop conceptual understanding of the psychological and behavioral dynamics of interpersonal, intergroup, and systemic conflict in an organizational context. The course covers conflict management as a first party (one who is personally involved in a dispute) and as a third party (one who mediates conflict between others).

**Prerequisites:** Introduction to Social Psychology

### TRANSLATION/ INTERPRETING STUDIES

**Course Code:** TRN 2201 **ECTS:** 5

**Course Name:** Introduction to Translation Studies

**Course Description:** The course covers a wide range of issues and debates in translation studies and aims to provide students with an overview of various topics as the history of translation studies, different translation theories and various approaches to translating.

**Prerequisites:** none

\*\*\*

**Course Code:** TRN 3310 **ECTS:** 5

**Course Name:** Subtitling: Documentaries and Non-fiction genres

**Course Description:** This course is focused on analysing subtitled clips of a wide diversity of non-fiction genres, news programmes, programmes on national and international current affairs, which involve a variety of subtitling features. In addition, the work consists of subtitling assignments with group analysis and evaluation.

**Prerequisites:** English for Professional Purposes, English Society and Culture;

**Course Code:** TRN 3305 **ECTS:** 5

**Course Name:** Translation

**Course Description:** The course is designed to determine and solve range of translation tasks by themselves, conduct self-monitoring and self-correction, which match to the modern requirements for the preparation of Bachelor students of Translation and Interpreting Studies Department. Self-work assignments of the students are oriented on strengthening the skills of the analysis of the original text (analysis before translation), and the final text (analysis of the translation).

**Prerequisites:** Russian/Kazakh for Professional Purposes, Fundamentals of Language Theory

\*\*\*

**Course Code:** TRN3307 **ECTS:** 5

**Course Name:** Applied Literary Translation

**Course Description:** This course presents students to the translation from English into Kazakh/ Russian of works in the fields of literature. It is designed for students of Translation Studies Bachelor degree programme. Objectives and competences are to develop competence in understanding and translating literary texts in English and Kazakh (Russian); to develop cultural and language competences for English and Kazakh (Russian); to develop technical and professional translation skills for literary translation; to develop competence in text formation and editing, complying with the norms and conventions of the English and Kazakh (Russian); languages;

**Prerequisites:** English Society and Culture; English and American Literature.

\*\*\*

**Course Code:** TRN 3308 **ECTS:** 5

**Course Name:** Technical Texts Translation

**Course Description:** This course is oriented on acquiring and practicing the skills required for translation of technical texts in different fields. The main aims of the course are to develop a basic proficiency in written technical translation into English or Russian/Kazakh; to develop an understanding of how to manage terminological and other linguistic resources, to develop a critical approach to the translation.

**Prerequisites:** English and Cross-Cultural Communication B2, Fundamentals of Language Theory.

\*\*\*

**Course Code:** INT 3302 **ECTS:** 5

**Course Name:** Introduction to Consecutive Translation

**Course Description:** The course introduces students to the fundamentals of consecutive translation, to the consecutive interpretation technique and more specifically to note taking, focusing on public speaking, discourse analysis and memory exercises. The following themes as "Presentation of the profession of conference interpreter, the different types of interpreting techniques and the general competences" will be covered in this course. After the presentation of recommendations for note taking for consecutive interpreting, students will start developing their own technique before rendering consecutively simple oral interventions.

**Prerequisites:** English and Cross-Cultural Communication

\*\*\*

**Course Code:** INT 4306 **ECTS:** 5

**Course Name:** Consecutive-Advanced

**Course Description:** The course 'Consecutive Advanced' is designed for senior students of Translation Studies Bachelor degree programme. Objectives and competences are acquiring, developing and expanding basic conference interpreting skills and knowledge; memory training for conference interpreting; developing the capacity to summarize and synthesize; learning approaches to acquiring and expanding vocabulary relevant to specific areas of knowledge; developing language knowledge (mother tongue and other languages); expanding and deepening general knowledge and acquiring an appropriate level of intercultural awareness.

**Prerequisites:** Introduction to Consecutive Translation

\*\*\*

**Course Code:** INT 3303 **ECTS:** 5

**Course Name:** Introduction to Simultaneous

**Course Description:** The course is based on extensive practice of simultaneous interpretation as well as associated techniques such as shadowing and sight translation. It is designed to learn basic techniques for simultaneous interpretation, usage of special equipment and be aware of preparation approaches involved. In the framework of the course the students are engaged into field job of interpretation, its difficulties and challenges, to

build up on the necessary skills, improving quality of interpretation. The main goal is to acquire knowledge, skills and abilities associated with a translator's job, learn how to work with dictionaries and glossaries, to properly prepare for translation/interpretation, address the questions of translator ethics and to be able to accurately fill in necessary documentation.

**Prerequisites:** Introduction to Consecutive Translation

\*\*\*

**Course Code:** INT 3304 **ECTS:** 5

**Course Name:** Professional Translation Workshop

**Course Description:** This course prepares students to the labour market with the help of professionals who possess a wide experience in the field of translation. This course will be in the format of workshop where experienced and qualified translators will share with their challenges and issues by entering the profession field for the first time and give the opportunity to students to practice a wide range of translation areas.

**Prerequisites:** Fundamentals of International Relations, Translation Theory, Written Translation

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**Course Code:** INT 4305 **ECTS:** 5

**Course Name:** Interpretation

**Course Description:** This course is focused on developing knowledge and understanding, skills and competencies of students in various types of interpretation and building upon interpretation competencies developing a systematic, reflective approach to interpreting tasks in real-world settings and outlines the use of different modes of interpreting under professional working conditions and focusing on active listening and analysis, effective use of memory, and delivery of the target message. Students will have the opportunity to practice consecutive and simultaneous interpretation in economic, political, scientific, medicine and other fields by means of audio-visual materials, contextual meaningful situations and expand their vocabulary that is considered as an integral part of interpreter/translator profession.

**Prerequisites:** Introduction to Translation Studies

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**Course Code:** INT 4307 **ECTS:** 5

**Course Name:** Simultaneous Advanced

**Course Description:** The course 'Simultaneous Translation II' is developed for senior students who

desire to improve their proficiency in simultaneous translation. Objectives and competences developing the capacity to summarize and synthesize; learning approaches to acquiring and expanding vocabulary relevant to specific areas of

knowledge; developing skills for simultaneous interpretation in the context of technical and political meetings or conferences.

**Prerequisites:** Introduction to Simultaneous



## PART VIII STUDENT ASSOCIATION

KAZGUU Student Association is an alliance of student organizations of the University. Any student can become a member of any student organization of the university after some registration procedures.

KAZGUU Student Association includes the following student organizations: the Phoenix, creative group New Art, Debate Club ORDA, Batyr Urpak Youth Organization, Zhan Shuak students charitable organization, ProEtContora political discussions club, KAZGUU Times students Press-centre, vocal-instrumental ensemble VIA KAZGUU, KAZGUU KVN team, business organization Enactus KAZGUU, student self-government Biler Kenes, Court of Honour KAZGUU.

**"THE PHOENIX"** team is a creative delicacy that captivates student media for the implementation of an information publication within the university.

This communication platform for the implementation of research and creative ideas.

Among the headings of the newspaper are education, society, travel, fashion, entertainment, poetry, etc. The publication seeks to cover all the main interests of university youth and provide students with a platform for carrying out creative searches and providing an information "bridge" between teachers and students, as well as motivating the reader for active activities in the student life.

The team released 6 grandiose issues of the newspaper. In the future, there will be a release of the journal with innovation.

Any student can become a part of **"The Phoenix"** team, the main thing is your desire to direct your strength, knowledge and aspirations to create a new turn in the life of the university...

For any questions of cooperation with the editorial office, please contact: a\_kulumzhanova@kazguu.kz; a\_zhaksylykova@kazguu.kz

Official page "Instagram": <https://www.instagram.com/the.phoenix.magazine>

P.S. We do not spoil the paper, but give it a life full of our ideas and your interest.

**"The Phoenix"**

I will rise from the ashes like a phoenix!

### CREATIVE GROUP «NEWART»

Creative Group NewArt (<http://vk.com/newartcreativ>) organizes and hosts events, parties, holidays of M. Narikbayev KAZGUU University. To become a member of the organization is necessary:

- to make an application (before September 30);
- to fill in a form (before October 15).

Once all applications are received, students are divided into groups (singers, dancers, hosts). Every group works on a given direction during November and then results are summarized.

### «ORDA» DEBATE CLUB

ORDA Debate Club ([http://vk.com/dk\\_orда](http://vk.com/dk_orда)) is a student organization that helps students to develop their public speaking skills, decision making and other skills necessary in civilized democratic society. ORDA debate club represents University in interuniversity, republic and international competitions. Members perform in Kazakh, Russian and English language. ORDA debate club organizes meetings every Tuesday and Thursday.

To enter organization is necessary:

- to make an application (before September 15);
- to fill in a form (before September 30);
- to have an interview with debate club ORDA current members.

### «BATYR URPAK» YOUTH ORGANIZATION

Batyr Urpak Youth Organization is an ambitious group of patriots that propagates cultural values, heritage of ancestors and advocates hard work, dignity and unity. Meetings are held once a week. Every student KAZGUU can join Batyr Urpak Youth Organization, to do so is necessary:

- to make an application (before September 15);
- to fill in a form (before September 30).

- to have an interview with current members of Batyr Urpak Youth Organization.

### **CHARITABLE STUDENT ORGANIZATION «ZHAN SHUAK»**

Charitable student organization Zhan Shuak (<http://vk.com/public57972897>) organizes and hosts charitable events, fairs and concerts to render targeted aid to people who need help and appeals everybody to look at the world from a different angle. Those who want to join the charitable student organization Zhan Shuak should

- make an application (before September 15);
- fill in a form (before September 30).
- have an interview with current members of charitable student organization Zhan Shuak.

### **POLITICAL DISCUSSIONS CLUB «PROETCONTRA»**

Political discussions club ProEtContra ([www.proetcontra.nethouse.ru](http://www.proetcontra.nethouse.ru); [www.vk.com/kpdpec](http://www.vk.com/kpdpec)) – student organization that unites students and teachers that discuss and analyze actual problems of social-political life in Kazakhstan and world community. Political discussions club ProEtContra helps to develop discussion, public speaking, culture of speech skills and tolerance.

How to join political discussions club ProEtContra

- make an application (before September 15);
- fill in a form (before September 30).
- have an interview with current members of political discussions club ProEtContra.

### **«KAZGUU TIMES» STUDENT PRESS-CENTRE**

KAZGUU Times Student Press-centre (<http://vk.com/clubkazuhltimes>) is a M. Narikbayev KAZGUU University student press-centre that covers events hosted by the university. KAZGUU Times Student Press-centre provides TV- and radio broadcasting, photo- and video reports from the events. KAZGUU Times creates and implements own projects.

To join KAZGUU Times Student Press-centre is necessary to

- make an application (before September 25);
- Fill in a form (before October 15).

Once all applications are received, students are divided into groups according to directions specified. Members of each group work on given topics within two months – November and December (applicants pass 7 levels). Results of the selection are summarized in January of a current academic year.

### **«VIA KAZGUU» VOCAL-INSTRUMENTAL ENSEMBLE**

VIA KAZGUU Vocal-instrumental ensemble is a student organization incorporating talented students that play musical instruments (dombra, guitar, drum, violin, piano (keyboard) and/or sing. VIA KAZGUU performs at different events hosted by M. Narikbayev KAZGUU University.

To join VIA KAZGUU Vocal-instrumental ensemble is necessary to

- make an application (before September 25);
- fill in a form (before October 15);
- casting (musical instruments playing and/or singing).

Selection for VIA KAZGUU Vocal-instrumental ensemble is held till October 30.

### **«KAZGUU» KVN TEAM**

KAZGUU KVN team (<http://vk.com/kvnKAZGUU>) is a student organization open for any energetic, perky student with a sense of humour. The goal of the organization is to create conditions to open creative, personal, intellectual potential of the students. The team is formed after KAZGUU Rector's Prize Festival.

To join KAZGUU KVN team is necessary to

- create a team (before October 1);
- participate in annual KAZGUU Rector's Prize Festival (before October 15).

KAZGUU KVN team is formed based on the festival results.

### **BUSINESS ORGANIZATION «ENACTUS KAZGUU»**

Business organization Enactus KAZGUU is a youth student club that helps students to create and develop new successful business projects. Students can learn methods of new business. The programme of the club includes master-classes, trainings, coaching of successful entrepreneurs, business-projecting competitions, etc.

To join Business organization Enactus KAZGUU is necessary to

- make an application (before September 20);
- fill in the form (before October 1);
- create and defend business-project (before October 30).

Results are announced until the end of November of the current academic year.

### **HIGH COUNCIL OF STUDENT SELF-GOVERNMENT «BILER KENES»**

High council of student self-government «Biler Kenes» is an institution of student self-government. Its goal is to encourage students to actively participate in assistance and students' problems solving as well as to create favourable conditions for students' life. In order to become a member of High council of student self-government «Biler Kenes», candidates pass tests that consist of the following levels:

- make an application (before September 30);
- interview (before October 1-10);
- perform and defend students life improvement projects (October 15-30).
- Inauguration procedure of the newly chosen members (before November 30).

### **COURT OF HONOUR KAZGUU**

Court of Honour KAZGUU is an independent highest judicial authority of students self-government that (on equal terms with M. Narikbayev KAZGUU University management) investigates and makes decision regarding students who breaking rules. In case if any student is involved in a conflict, Court of Honour protects his/her rights; it provides public order at KAZGUU.

The Chairman of Court of Honour is Themis of KAZGUU chosen during the competition Initiation to students.

Council of Honour also includes:

- Public prosecutor – a person that accuses a student and represents KAZGUU;
- Public defender – a person that defends a student and represents student's rights;
- Judicial enforcement agents;
- Officer of the court;
- Secretary;
- Clerks.

Law students can utilize their theoretical knowledge participating in Council of Honour.



## **PART IX SUPPORT UNITS**

**OFFICE OF THE REGISTRAR** is a subdivision of JSC M. Narikbayev KAZGUU University, which plans and controls the process of study.

**DEPARTMENT OF PUBLIC RELATIONS AND MARKETING RESEARCH** develops and implements the marketing strategy of the University, carries out PR campaigns.

**HR DEPARTMENT** of M. Narikbayev KAZGUU University is primarily engaged in the defining the strategy of the University, setting the KPI, analysing internal processes of M. Narikbayev KAZGUU University, personnel management, training and development.

**LEGAL SUPPORT DEPARTMENT** provides legal support for the University, protects property and other legitimate rights and interests of JSC «M. Narikbayev KAZGUU University" when interacting with governmental bodies, contractors under contracts, shareholders and employees. It also ensures preservation and increment of properties by legal means, maintains and develops legal culture as an essential part of the corporate culture of the organization.

**FINANCE AND ACCOUNTING SERVICE DEPARTMENT** implements the tasks such as analysing and taking into account financial and economic activities, provides effective financing policies, monitors financial position and plans the University budget.

**LIBRARY** is a member of International Association of users and developers of electronic libraries and new information technologies (Association ELNIT, Moscow, and the Russian Federation) and connected to the largest world electronic sources (Thomson Reuters, Polpred.com, KAZNet). Mission of the library is to serve people, providing access to the original scientific and educational literature. Vision is to develop modern informative and cultural centre, one of the largest library of the city and in whole Kazakhstan, here the process of management of information support of educational, scientific and research, innovative, pedagogical activity is realized in accordance with the requirements of international quality standards through the introduction of new information technologies, innovative business principles with the aim of meeting the information needs of all categories of users.

**MUSEUM** preserves and builds the heritage of the University. The museum reveals the history of the University through documents, photographs, artefacts.

**SECURITY SERVICE** works on the organization of checking points in the University building and construction sites of the JSC M. Narikbayev KAZGUU University. It ensures the safety of places of inventory storage, fire-safety equipment owned by the university. It ensures public order during the process of study and all events held in the building of the University.

**DORMITORY.** The University KAZGUU has students' dormitory, which is discharged for 462 places, total amount of rooms are 105 (dorm for boys consists of 48 rooms; dorm for girls consists of 57 rooms). Also in the basement of the building there is a communal laundry room. The cost of living for one bed in month is 7 500 tenge (KZT).

For the placement to the students' dormitory students have to present the following documents:

- application;
- documents, confirming his/her right to priority settlement.

Preferential right to the settlement to the dormitory of the University has the students who entered the first course in the current academic year and taken the highest score on the UNT. Among them the place in the hostel in first place is given to the following groups of people:

- 1 and 2 groups disabled;
- orphans; children without parental care;

– students from single-parent/with low income families, students from rural areas.  
The application is delivered on consideration to the Housing Committee of the University.  
Housing Committee is a collegiate body, which consists of staff of the University KAZGUU and deals with the housing problems of the students and staff of the JSC “University KAZGUU”.

**HEALTHCARE SERVICE'S** goal is to explore the relation between the students' state of health and efficiency. The Healthcare Service's objectives:

- to use a professional approach to the students' health;
- to examine the general regularities in the development of the students' efficiency;
- to study the ways of managing the students' psycho-emotional state by means of physical education.

**CATERING.** The University has five points of Catering, which offer an extensive range of products:

1. Students' canteen (1st floor, total number of seats - 400) - serves home-made food, including dietary meals;
2. Canteen for academic teaching staff (0 floor, the total number of seats - 200) serves the general and dietary meals;
3. Cafe «Masito» (1 floor, the total number of seats - 20);
4. Coffee house "Hamster" (1st floor);
5. Student Pizzeria (4th floor, the total number of seats - 40).

Additionally, sale of snacks and drinks through vending machines is organized.

#### **SERVICES CONDITIONS FOR STUDENTS WITH DISABILITIES AND SPECIAL NEEDS.**

KAZGUU provides educational opportunity to students with disabilities. Students and visitors with disabilities can use outdoor ramps equipped with handrails and non-slip cover. Besides, taxi for disabled people is available and people with private vehicles can use elevator located in the garage. The width of hallways, corridors, doorways classrooms and toilets for people with musculoskeletal system disorder and the wheelchair correspond to the requirements. Bathrooms located on the 1st floor are equipped with handrails and hooks for crutches. In order to move between the floors people with disabilities can use three passenger elevators. Special places for wheelchair users meeting all requirements are available in the auditorium, event hall, reading room and other places. University provides disabled people with desks of appropriate high.

**STUDENTS SUPPORT CENTRE** is focused on the development of a student's personality. The department creates friendly environment and conditions, which may help a student to master all the variety of professional and social life in the future.





## KAZGUU ADMINISTRATION STAFF

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