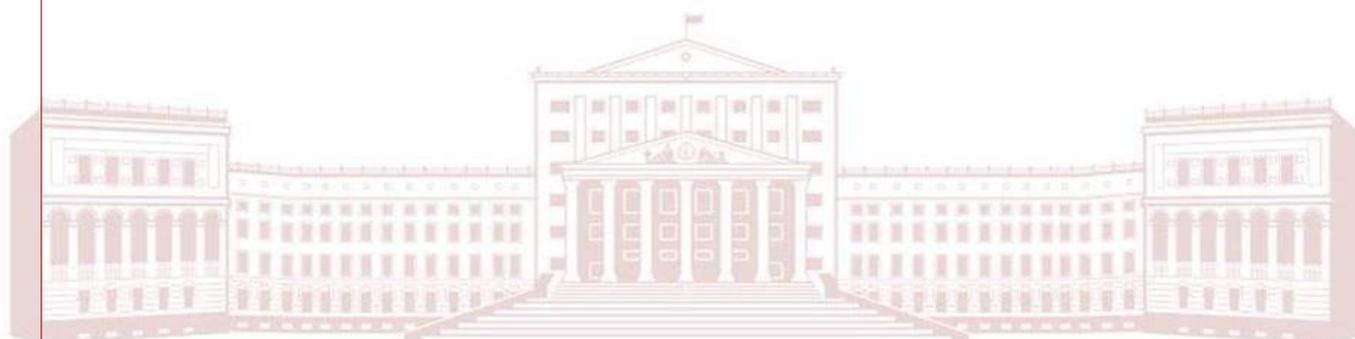


HIGHER SCHOOL OF ECONOMICS



The present University Catalogue for 2020 – 2021 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, Master 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 2020 – 2021 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 Nur-Sultan the capital city of Kazakhstan.

The HSE Mission: The HSE offers the high quality educational programmes in Economics, Management, Finance, Accounting and Audit, Psychology, Business Psychology, Marketing, Human Resource Management, Entrepreneurship, IT in Business, Social work and International Relations. 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 2021 the HSE will become one of the leading schools in Kazakhstan offering the world-class educational programmes and demonstrating 100% of the graduates' employability.

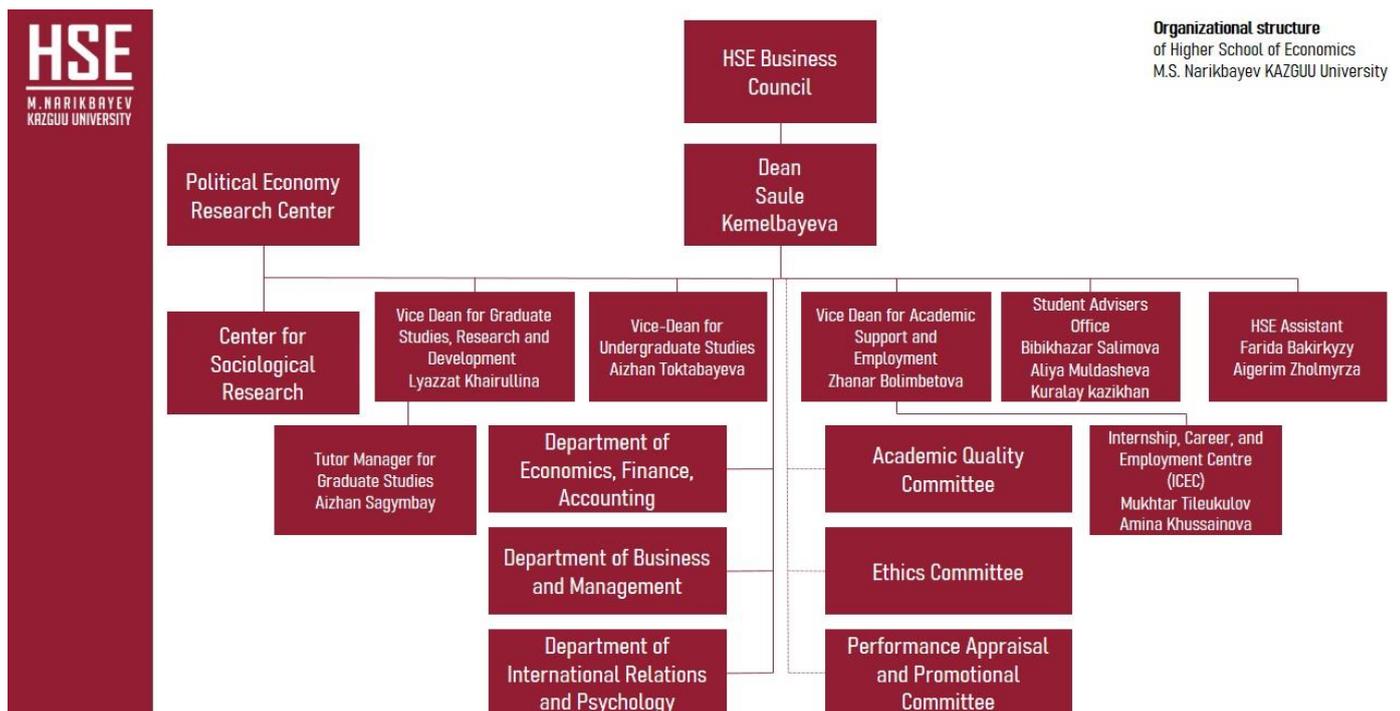
The HSE Goals:

- 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: Alumni Club, Leadership Development Programme, A-Step to Graduate Programme, World Economic Forum.
- M. Narikbayev KAZGUU University has three schools (faculties) providing training on 58 academic programmes at the level of Bachelor, Master and Doctoral (PhD) studies:
- The KAZGUU School of Liberal Arts;
 - The KAZGUU Law School;
 - The Higher School of Economics.



ADMINISTRATION OF HSE

Saule Kemelbayeva , PhD, Director/Dean of the Higher School of Economics (HSE)

Aizhan Toktabaeva, PhD, Vice Dean for Undergraduate Studies

Lyazzat Khairullina, Ms, Vice Dean for Graduate Studies, Research and Development

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)
- 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

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, 2020. Test costs 4000 tenge.

There will be paid courses of the summer language school from June 20, 2020 (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 2020.

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 6B04103 Entrepreneurship 6B04110 IT in Business 6B03101 Psychology 6B03102 Business Psychology 6B03103 International Relations 6B10201 Social work	Pre-Intermediate (A2) Min 40% from 100%*	Not less than 3,0**	30-40 IBT 397-433 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 40% 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) 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 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, 6B04103 Entrepreneurship, 6B04110 IT in Business, 6B03101 Psychology, 6B03102 Business Psychology, 6B03103 International Relations, 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. 6B04103 Entrepreneurship. 6B04110 IT in Business. 6B03101 Psychology. 6B03102 Business Psychology. 6B03103 International Relations, 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: 10 credits with a rating of 100%, "excellent" - 4.0.
2. In the first semester, registration is allowed for the following courses: "Introduction to Economics ", "Mathematics - I" or others that do not require prerequisites according to the HSE Catalogue.

Applicants who are planning to enroll in 6B04104 Finance. 6B04101 Accounting and Audit. 6B04106 Management. 6B04102 Economics. 6B04107 Marketing. 6B04105 Human Resource Management. 6B04103 Entrepreneurship. 6B04110 IT in Business. 6B03101 Psychology. 6B03102 Business Psychology. 6B03103 International Relations, 6B10201 Social 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: "Introduction to Economics ", "Mathematics - 1", "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

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 6B04110 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 6B04103 Entrepreneurship 6B04110 IT in Business 6B03103 International Relations	6B03101 Psychology 6B03102 Business Psychology 6B10201 Social work
English	English (A2B1)	10	10
Kazakh / Russian 1	Review of Academic Quality Committee	5	5
Kazakh / Russian 2	Review of Academic Quality Committee	5	5
Mathematics	Math Placement Test. In the case of failure student should register for "Mathematics I".	5	0
Economics	Review of Academic Quality Committee	5	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
IELTS no less than 7.0	Academic English (B1+)	10	10
	MIT	0	0
	Philosophy	0	0
	Critical Thinking	0	0
		45	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	2	120	2.0
6B03101 Psychology 6B04103 Entrepreneurship 6B04110 IT in Business	3	180	2.0
6B03102 Business Psychology 6B03103 International Relations 6B10201 Social work	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% on the Academic English course.

It is recommended to pass the KETT (KAZGUU English Transfer Test) for those HSE students who receive 50-54% on the Academic English course. In order to be transferred to the second-year students of HSE should receive at least 55% on the KETT. HSE students have a right to pass the KETT at May 26, August 6 and August 24, 2020.

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 30 credits, including failed courses on the following majors such as 6B04104 Finance, 6B04101 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”;

- complete the State Exam;
- To defense thesis /project.

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.

GRADUATION RESEARCH PROJECT GUIDELINES

The Graduation Research (GR) Projects of HSE KAZGUU are applied research studies that form an integral part of the Master’s degree programme.

During a six-months intensive research process that starts in December and extends to the end of the spring term of the first year, students in groups or individually pursue independent research on a development issue related to their interest. Each student or group will be assigned to a supervisor. The preparation of the master’s research is assigned to the supervisor.

Supervisor’s Duties

- Supervisor is a qualified person with a graduate degree in the related field or with an experience in related industry. Supervisor might be assigned from the school faculty members or from higher educational institutions, research centres, public and private companies with an expertise in the related field.

- Supervisor guides a student throughout the master thesis/project. Supervisor helps student to formulate research topic, identify relevant literature, and to develop research design in order to carry out master’s thesis/project in conformity with academic rules and criteria. Supervisor also comments and gives feedback on draft for the thesis/project through different stages.

- Supervisor duties do not include providing prof-read of the thesis/project.

- Supervisor and student should establish a schedule of meetings with a student. The schedule should be designed in alignment with Academic Calendar and major milestones (please, see the relevant section).

- A student should provide two major drafts prior preliminary defence as defined in the thesis timeline. The supervisor will grade each draft, and the average grade will be assigned as a grade for scientific research work of the Master student.

- The first draft should include full Introduction, Literature Review, and suggested Research Design (including theoretical framework and research methodology).

- The second draft should include full Introduction, Literature Review, Methodology (including corrections and feedback from the review of the first draft), data analysis, model description, and presentation of the main results and tests.

- The second draft should be provided two weeks prior preliminary defence.

Topics may cover a wide range of areas as they are relevant to socio-economic development, including social security, healthcare, migration, environmental issues, culture and education, etc.

The objective of the GR Project is to gain a better understanding of the major theoretical and conceptual debates around a selected topic, formulate a research question, identify the relevant literature, develop a methodology, define relevant key players and stakeholders, set up surveys to collect relevant data, conduct applied qualitative and quantitative research, and produce a substantial report of between 12,000 and 15,000 words of length that reflects a thorough understanding of the chosen topic, including a set of policy-relevant recommendations.

A master's thesis should be in A5 format (148x210 mm) of a document in printed and electronic form with the extension .doc or .docx. A dissertation presented in a different format is not allowed to Final Defence. The master's thesis should be submitted through Canvas as a text-based PDF file. The file submitted may appear in the KAZGUU's electronic library. A thesis will be subject to web searches and unrestricted downloads unless the students request to have the thesis or dissertation unavailable for download outside of KAZGUU. Master's students who have not defended master's theses (projects) are entitled to re-defence in the next academic period. The results of the Defence of a master's thesis (project) are not subject to appeal by a graduate student.

MILESTONES AND DEADLINES

- April 2, 2020: preliminary results presentation;
- April 30, 2020: internal (preliminary) defence;
- May 26, 2020 is the last day for submission of a Master's Thesis;
- May 27, 2020: final (public) defence.

THESIS REPORT STRUCTURE

A thesis should consist of (1) preliminary pages, which are supposed to be numbered using Roman numerals, and (2) the thesis proper, which is numbered using Arabic numerals.

1. The preliminary pages must appear in the following order:

- Title page (i);
- Signature page (ii);
- Table of contents (iii);
- List of tables (iv);
- List of illustrations (v).

Should any element of the preliminary pages be longer than one page, number the pages consecutively. The preliminary pages should appear in this order but not necessarily with the page numbers shown above.

2. The thesis proper should be numbered using Arabic numerals, and the numbering begins with 1 and runs consecutively to the end. It should contain the following sections:

- Introduction;

This section should be explaining the motivation of the topic and brief description of the results.

- Main body;

This section comprises literature review, methodology, data analysis, model description, and presentation of the main results and tests.

- Concluding remarks;

This section simply concludes and gives some general information about perspectives for further research in this area.

- Bibliography;

It comprises the list of references of all publications used in a Thesis.

- Appendices;

An appendix contains supplementary material that is not an essential part of the text itself but which may be helpful in providing a more comprehensive understanding of the research.

Title Page: Do not number it. (Appendix 1)

Signature Page: As part of the overall completion process, the student must separately submit one signature page. The signature page should bear the original signature of the supervisor and signatures of all students, the authors of the thesis. (Appendix 2).

Text: Every effort should be made to have the manuscript as perfect as possible in form and appearance. Pages containing handwritten corrections, typewritten strikeouts and unsightly erasures and the like will not be accepted.

If publication of the thesis is anticipated, the medium of publication likely to be used should be considered when preparing the manuscript. If it is known in advance that the thesis will be published by a particular publisher or journal, the editorial practices of that publisher or journal should be followed. The form of footnotes and bibliography, in particular, may vary with different publishers and journals.

Type and Spacing Standard: Typeface Times New Roman set to print 12 fonts is acceptable. Typing or printing should be double-spaced, except for footnotes (single-space footnotes, with double spacing to separate one note from the next).

The width should be as follows: left - 1.65 mm., upper - 1.75 mm., right - 1.65 mm., lower - 2.25 mm. **Footnotes:** Footnotes are drawn up as subscripts with end-to-end numbering in accordance with the requirements Publication Manual of the American Psychological Association (APA Publication Manual), 6th edition. In the case of links to sources contained on the Internet, the full address to the source must be indicated. Footnotes may be used as a source of clarifying information.

Page Numbers: Be consistent. Put all page numbers in Arabic at the middle bottom of the page. Dating the Thesis: If you complete your thesis in May of 2019, the date on your submission should be May 2019.

Abstract: it is appropriate for the thesis to be accompanied by an abstract. The abstract should, in a concise manner, present the problem of the dissertation, discuss the materials and procedure or methods used, and state the results or conclusions. Mathematical formulas, diagrams, and other illustrative materials should be avoided. The abstract should not be part of the thesis itself nor should it be included in the table of contents. It should be headed as follows:

Abstract of (TITLE OF THESIS), by (AUTHOR'S NAME), HSE KAZGUU University, May (YEAR IN WHICH DEGREE IS TO BE AWARDED).

The abstract should be prepared carefully since it will be published without editing or revision. The abstract should be double-spaced and may not exceed 350 words (maximum 2,450 characters — including spaces and punctuation — about 70 characters per line with a maximum of 35 lines). The abstract should be included to the research work.

SUBMISSION OF THE FINAL THESIS

When the thesis is submitted electronically to the Graduate School of the HSE KAZGUU, it must be in final form. It may not be revised in any way after it is presented. The thesis will not be accepted and the student's degree will not be conferred if any item from this list is missing or incomplete:

1. Clearance Document from KAZGUU Office Registrar indicating that all outstanding debts have been paid;
2. Two copies of the abstract (besides the abstract included in the Master's thesis);
3. Turnitin report on plagiarism detection conducted by the Supervisor and review of the supervisor;
4. One signed signature page;
5. One Review of a reviewer whose qualification (academic degree) corresponds to the profile of the research (project), which gives a comprehensive description of the dissertation (project) and a reasoned conclusion about the possibility of awarding an academic master's degree in the relevant specialty (Appendix 3);
6. Two copies of the Master's Thesis (The first copy in A5 format is subject for submission to HSE Graduate Office, the second version can be printed in A4 format and is subject for submission to the members of the Committee)

PUBLISHING THE DISSERTATION

All Master's theses will be open documents. HSE KAZGUU will not recommend the awarding of the Master's degree until the dissertation or thesis is submitted to the Graduate School and accorded unlimited distribution status.

Exceptions to this requirement will be made only if there is a letter from a supervisor stating that the dissertation will be published within one year after the degree is awarded and that requests that circulation of the dissertation be withheld for twelve months after the degree is conferred.

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 5 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 15 points on Mathematics according to the UNT/KT certificate for such majors as 6B04106 Management;
- at least 25 points on Mathematics according to the UNT/KT certificate for such majors as 6B04102 Economics, 6B04104 Accounting and Audit, 6B04104 Finance;
- at least 40 points on English Language Test, or IELTS certificate 5,0 for students of such majors as 6B04106 Management; 6B04102 Economics, 6B04104 Accounting and Audit, 6B04104 Finance.

NOTE: in case a student doesn't meet the above mentioned criteria but he/she is still willing to enter the programmes such as 6B04102 Economics, 6B04101 Accounting and Audit, 6B04104 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

	Course Name	Number of	Final grade in %						
			Economics	Finance	Accounting and Audit	Management	International Relations	Psychology	IT in Business
1	Economics	2	60	60	60	50	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 6B04106 Management, 6B04102 Economics, 6B04101 Accounting and Audit, 6B04104 Finance, 6B03101 Psychology. 6B04107 Marketing. 6B04105 Human Resource Management. 6B04103 Entrepreneurship. 6B04110 IT in Business. 6B03102 Business Psychology. 6B03103 International Relations, 6B10201 Social work

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	International Relations	Psychology	IT in Business	Other Majors of M. Narikbayev KAZGUU University
Finance		10**	5**	0**	2 year*	2 year*	2 year*	2 year*
Accounting and Audit	10**		10**	10**				
Economics	5**	10**		10**				
Management	0**	10**	10**					
International Relations	2 year*	2 year*	2 year*	2 year*				
Psychology								
IT in Business								2 year*

* A student can be enrolled to the 2nd 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	International Relations	Psychology	IT in Business
1	Economics	5	60	60	60	50	50	-	-
2	Microeconomics	5	60	55	55	50		-	-
3	Macroeconomics	5	60	55	55	50	50	-	-
4	Econometrics	5	60	-	-	-	-	-	-
5	Finance	5	55	60	55	50	50	-	-
6	Accounting Principles/ Accounting/ Accounting and Audit	5	50	55	60	50		-	-
7	Financial Accounting I	5	-	-	60	-	-	-	-
8	Management	5	50	50	50	60	-	-	-
9	General Psychology	5	-	-	-	-	-	60	-
10	Introduction to General and Comparative Psychology	5	-	-	-	-	-	60	-
11	Developmental and Social Psychology	5	-	-	-	-	-	60	-
12	Differential Psychology of Personality	5	-	-	-	-	-	60	-

If the 3rd year student of M. Narikbayev KAZGUU University changes his/her major to the 4th 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 6B04106 Management, 6B04102 Economics, 6B04101 Accounting and Audit, 6B04104 Finance, 6B03101 Psychology. 6B04107 Marketing. 6B04105 Human Resource Management. 6B04103 Entrepreneurship. 6B04110 IT in Business. 6B03102 Business Psychology. 6B03103 International Relations, 6B10201 Social work

Transfer Terms and Conditions

If the 3rd 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	International Relations	Psychology	IT in Business
8	Economics	5	60	60	60	50	50	-	-
8	Microeconomics	5	60	55	55	50		-	-
10	Macroeconomics	5	60	55	55	50	50	-	-
11	Econometrics	5	60	-	-	-	-	-	-
12	Finance	5	55	60	55	50	50	-	-
13	Accounting Principles/ Accounting/ Accounting and Audit	5	50	55	60	50		-	-
14	Financial Accounting I	5	-	-	60	-	-	-	-
15	Managerial Accounting	5	-	-	60	-	-	-	-
16	Management	5	50	50	50	60	-	-	-
17	Financial Ratio Analysis	5	60	60	60	-	-	-	-
18	Business Organization	5	-	-	-	60	-	-	-
19	Entrepreneurship	5	60	-	-	-	-	-	-
26	General Psychology	5	-	-	-	-	-	60	-
27	Introduction to General and Comparative Psychology	5	-	-	-	-	-	60	-
28	Developmental and Social Psychology	5	-	-	-	-	-	60	-
29	Differential Psychology of Personality	5	-	-	-	-	-	60	
30	Economics II	5	60	-	-	-	-	-	
31	Applied Economics	5	60	-	-	-	-	-	-
32	Corporate Finance	5	-	60	-	-	-	-	-
33	Financial Management	5	-	60	-	-	-	-	-
34	Auditing	5	-	-	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 Nur-Sultan, 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 1st to October 1st (Spring Semester) and from January 1st to May 1st (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	20/20	35/35
2	8	0	35/35 ¹
3	Winter/ Summer School	0	10/10 ²

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.

¹ Individual cases are considered by the Academic Quality Committee of Higher School of Economics.

² 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 of Economics, Finance, Accounting
3. The head of the Department of Business and Management
4. The Head of the Department of International Relations and Psychology

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

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, workspace);

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 1st of the senior year. Current resume must accompany your application.

Please Note: Applications are to be returned to the CDCC, office 511.

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. _____
- 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 market. The programme prepares students for the job search process

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

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
MKT2203	Integrated Marketing Communications	5
MKT4209	Digital Marketing	5
Electives		
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 3rd-4th 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 3rd and 4th level students of M. NARIKBAYEV KAZGUU UNIVERSITY
- The introductory course will be offered for the 1st 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 3rd and 4th 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 KAZGUU 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*	HSL Courses				
	ACC 2301	1. Principles of Accounting	5	ENG	B-, 75%, 2.67
	FIN 2301	2. Principles of Finance	5		
	FIN 3206	3. Taxation	5		
	HSE Courses				
	KP 3208(PRL)	Business Law	5 (6 th Sem)	ENG/ ENG / RUS	B-, 75%, 2.67
	TP 2206 (PRL)	Labour Law	5 (4 th Sem)		
FNPRK 3210(FIN)	Financial and Tax Law	5 (6 th Sem)			

**Students must follow the above-mentioned order of the courses*

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*	HSL Courses				
	MGT 2202	Principles of Management	5	ENG	B-, 75%, 2.67
	MGT 3301	Corporate Governance	5		
	MGT 4211	Strategic Management	5		
	HSE Courses				
	KP 3208(PRL)	Business Law	5 (6 th Sem)	ENG/RUS	B-, 75%, 2.67
	TP 2206 (PRL)	Labour Law	5 (4 th Sem)		
FNPRK3210(FIN)	Financial and Tax Law	5 (6 th Sem)			

**Students must follow the above-mentioned order of the courses*

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*	HSL Courses				
	BUS 3204	Business Ethics	5	ENG	B-, 75%, 2.67
	MGT 3203	Leadership	5		
	MGT 3305	HR Management	5		
	HSE Courses				
	KP 3208(PRL)	Business Law	5 (6 th Sem)	ENG	B-, 75%, 2.67
	TP 2206 (PRL)	Labour Law	5 (4 th Sem)		
FNPRK3210(FIN)	Financial and Tax Law	5 (6 th 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*	HSL Courses				
	ECN 3201	International Economics	5	ENG	B-, 75%, 2.67
	BUS 2203	International Business	5		
	IR 3201	International Relations	5		
	HSE Courses				
	PMO 3303(IL)	Law of International Organizations	5 (6 th Sem)	ENG	B-, 75%, 2.67
	MTP 3301 (IEL)	International Trade Law	5 (6 th Sem)		
PNEO 3302(IEL)	Law of the Supranational Economic Organizations	5 (6 th 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	HSL Courses				
	BUS 3204	Business Ethics	5	ENG	B-, 75%, 2.67
	MGT 3203	Leadership	5		
	ECN 3201	International Economics	5		
	HSE Courses				
	PMO 3303 (IL)	Law of International Organizations	5 (5 th Sem)	ENG	B-, 75%, 2.67
OAP 3209 (PRL)	Basics of English Law	3/3 (6 th 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 3rd or 4th 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
Module 1: Certificate in Business Accounting				
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
Module 2: Diploma in Management Accounting				
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 3rd-4th 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 3rd and 4th level students of M. NARIKBAYEV KAZGUU UNIVERSITY
- The introductory course will be offered for the 1st 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 3rd - 4th 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 “IR3201³/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		
Required Courses							
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				
Elective Courses							
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.

³ 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 3rd-4th 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 PUBLICRELATIONS.

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 3rd and 4th 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 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 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	
Required Courses						
PRC 3301	Public Relations	3	5	ENG	B-, 75%, 2.67	
PRC 3302	Crisis Communications	3	5			
Elective Courses						
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 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	Required
MGT3305	Human Resources Management - HRM(prerequisite: Principles of Management)	5/ 5	ENG	Required
MGT3308	Compensation Management (prerequisite: HRM)	5/ 5	ENG	Required
MGT4312	Performance Management (prerequisite: HRM)	5/ 5	ENG	Required
MGT2201	Organizational Behaviour (prerequisite: HRM)	5/ 5	ENG	Required
TP 2206 (PRL)	Labour Law (prerequisite: HRM)	5/ 5	ENG	Required
BUS3204	Business Ethics (prerequisite: Principles of Management)	5/ 5	ENG	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 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 programme student 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
- adapt to rapidly changing technologies

Entry requirements:

- Open for all 3 rd and 4 th level KAZGUU students
- Select all courses from the list
- GPA is 2.67 minimum

Exit requirements:

- 35 credits or 35 ECTS
- GPA is 2.67 minimum

Code	Course	Credit/ ECTS	Language	Required/Elective
GED1104	Introduction to Computer Science	5/ 5	ENG	Required
IT 3201	Introduction to Programming	5/ 5		Required
IT 3202	Web Development I	5/ 5		Required
IT 3303	Algorithms and Data Structures	5/ 5		Required
IT 3304	Elective course (Major course or Technical elective course of 200 or 300 level)	5/ 5		Elective
IT 3305	Elective course (Major course or Technical	5/ 5		Elective

	elective course of 300 or 400 level)		
IT 3306	•Elective course (Major course or Technical elective course of 400 level)	5/ 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 1st 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
Required Courses					
BSJ 2201	Introduction to Business Journalism ⁵	5	5	ENG	B-, 75%, 2.67
BSJ 2202	Introduction to Mass Media	5	5		
Electives Courses					
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 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	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 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
FIN3208	Financial Management	5	ENG
FIN4323/4223/5304	Bloomberg Market Concepts (BMC)	5	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 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 SUPPLY CHAIN MANAGEMNT

The program provides the necessary theoretical and practical skills for those who wants to work within Supply Chain & Logistics Management across various industries. Students will acquire the basic of a 'supply network' concept and complex relationships that comes with it; learn the operational functions and supply chain processes as well as the material and information flow; understand the importance of technologies as enablers. In addition, the program will help to develop a strategic thinking, practical knowledge, negotiation and problem-solving skills.

LEARNING OUTCOMES:

Upon completion of this program, graduates will:

- Understand the main concepts of the wide topic of supply chain which can be considered as a backbone of any production and business;
- Apply advanced knowledge of the relations between supply chains and relevant theories within economics and business administration;
- Develop an understanding of global supply chains, its challenges and the importance of up-to-date innovations, including analytics and advanced technology usage;
- Be familiar with the current procurement & inventory management theories, practices and concepts;
- Use and analyze data in a holistic approach to make informed decisions;
- Optimize the value to customers, markets, and other stakeholders through the application of standard frameworks and models, which encompass supply chain process analysis.
- Analyze and evaluate the design, layout and processes of warehouse;
- Acquire contextual knowledge and critical management skills such as negotiating to identify and address supply chain issues.

ENTRY REQUIREMENTS:

Student should be a 2nd, 3rd or 4th level student of M. Narikbayev KAZGUU University
 Student should select all courses from the list

EXIT REQUIREMENTS:

- Student should earn 20 credits or 20 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
MGT4214	Supply Chain Management	5	ENG
MGT3204	Operations Management	5	ENG
MGT4215	Procurement & Inventory Management	5	ENG
MGT4216	Storage & Warehousing Techniques	5	ENG

MINOR IN ECONOMICS –I**LEARNING OUTCOMES:**

At the end of the programme students will:

- Obtain a basic understanding of economics, economic concepts and economic way of thinking and decision-making;
- Understand and be able to apply basic tools of economic analysis: functions, models, graphical analysis, regression and its interpretations.

ENTRY REQUIREMENTS:

Student should be a 2nd, 3rd or 4th level student of M. Narikbayev KAZGUU University
 Student should select all courses from the list

EXIT REQUIREMENTS:

- Student should earn 35 credits or 35 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
ECN1201	Introduction to Economics	5	ENG
ECN2204	Microeconomics-1	5	ENG
ECN2205	Macroeconomics-1	5	ENG
ECN1202	Mathematics - 1	5	ENG
ECN2203	Mathematics – 2	5	ENG
ECN2309	Econometrics	5	ENG
ECN2208	Statistics	5	ENG

MINOR IN ECONOMICS -II

LEARNING OUTCOMES:

At the end of the programme students will:

- Demonstrate theoretical knowledge and practical skills sufficient to conduct applied economic analysis independently

REQUIREMENTS Entry requirements:

- Open for all 2nd, 3 rd and 4 th level KAZGUU students who have successfully accomplished all courses from “Minor in Economics – I”
- Select all courses from the required list
- Select two courses from the electives list (one of them should be either Microeconomics-2 or Macroeconomics-2) • GPA is 2 .67 minimum

CONTENT

Course Code	Name	Credit/ECTS	Language
Required			
ECN3316	Cross Section and Panel Data Econometrics	5	ENG
ECN4214	Time Series Econometrics	5	ENG
ECN4316	Applied Economics	5	ENG
Electives			
ECN3306	Microeconomics-2	5	ENG
ECN3307	Macroeconomics-2	5	ENG
ECN3201	International Economics	5	ENG
ECN4317	Labour Economics	5	ENG
ECN4315	Cases in Economics	5	ENG

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.

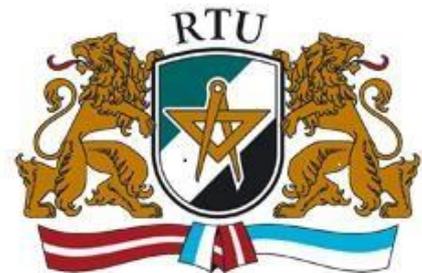
Partner Universities:



Groupe Sup de Co
La Rochelle
Business School

SOLBRIDGE
INTERNATIONAL SCHOOL OF BUSINESS

NAU
NORTHERN
ARIZONA
UNIVERSITY



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);

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.

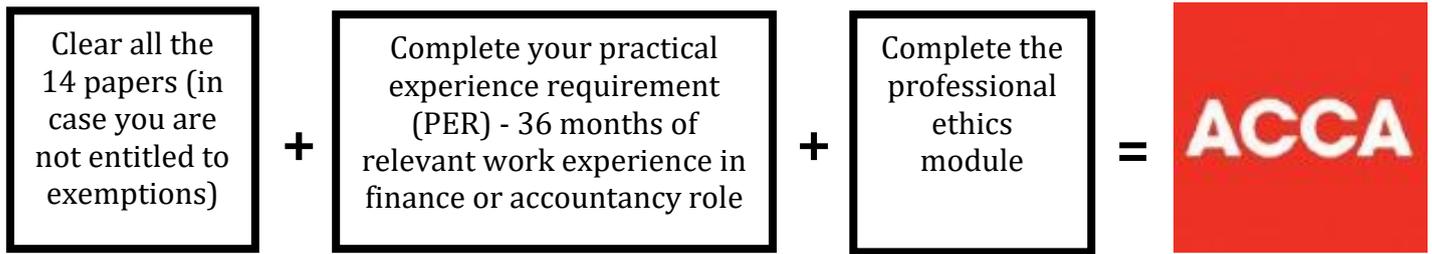
ACCA aims to offer business-relevant, first-choice qualifications to people of application, ability and ambition around the world who seek a rewarding career in accountancy, finance and management.

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	6B04101 – Accounting and Audit	9	F1-F9
		6B04104 - 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
FUNDAMENTALS Level	
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
PROFESSIONAL Level	
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 BUSINESS AND MANAGEMENT WITH MAJOR
IN ACCOUNTING AND AUDIT
(M. Narikbayev KAZGUU University, Higher School of
Economics)

The bachelor's program in Accounting and Auditing is based on international standards and internal requirements of the state. When developing the program, we took into account the state generally binding standards of the Republic of Kazakhstan, the opinion of employers and other interested parties, based on the capabilities of the HSE.

Accounting is one of the most dynamic and extensive areas in the business world. Our graduates can realize themselves in the commercial and public sectors, audit and accounting companies, banking and international finance, as well as in the real sector of the economy.

The purpose of the educational program is 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	117 ECTS
- Required	87 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)

Total: 56 ECTS

Required Courses (137 ECTS):

Fall Semester

Spring Semester

Business Core Courses (87 ECTS):

GED1110/Academic English (B1+) (10)	GED1110/Academic English (B1+) (10)
TLNG3213/Academic Writing (5)	TLNG3213/Academic Writing (5)
ECN1201/Introduction to Economics (5)	ECN1201/Introduction to Economics (5)
ECN1202/Mathematics - I (5)	ECN1202/Mathematics - I (5)
ECN2203/Mathematics – II (5)	ECN2203/Mathematics – II (5)
ACC2201/Principles of Accounting (5)	ACC2201/Principles of Accounting (5)
MGT2202/Principles of Management (5)	MGT2202/Principles of Management (5)
ECN2204/ Microeconomics -I (5)	ECN2204/ Microeconomics -I (5)
ECN2205/ Macroeconomics-I (5)	ECN2205/ Macroeconomics-I (5)
ECN2208/ Statistics (5)	ECN2208/ Statistics (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)
FIN4323/Bloomberg Market Concepts (5)	FIN4323/Bloomberg Market Concepts (5)
	Internship (2)

Major Courses (50 ECTS):

FIN2201/Principles of Finance (5)	FIN2201/Principles of Finance (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)
	Internship (13)

Electives (40 ECTS) from the list below:

Fall Semester

Spring Semester

Business Core Courses (30 ECTS):

LNG2201/Professional English (5)
 LNG2202/Professional Kazakh (Russian) (5)
 MGT3203/Principles of Leadership (5)
 LNG3203/ Business English (5)
 FIN2202/ Financial Statement Analysis (5)
 FIN3326/Fixed Income Securities (5)
 FIN3327/Valuation (5)
 MGT3204/Operations Management (5)
 FIN3203/Money and Banking (5)
 FIN3204/Securities and Derivatives (5)
 FIN3206/Taxation (5)
 BUS3203/Entrepreneurship (5)
 BUS3204/International Business (5)
 FIN3207/International Finance (5)
 FIN3208/Financial Management (5)
 FIN3209/Insurance (5)
 FIN4210/Investment Management (5)
 FIN4212/Financial Risk Management (5)
 ECN4217, FIN4215, ACC4213, MGT4216/Selected Topics in Economics, Finance, Accounting, Management (5)

LNG2201/Professional English (5)
 LNG2202/Professional Kazakh (Russian) (5)
 MGT3203/Principles of Leadership (5)
 LNG3203/ Business English (5)
 FIN2202/ Financial Statement Analysis (5)
 FIN3326/Fixed Income Securities (5)
 FIN3327/Valuation (5)
 MGT3204/Operations Management (5)
 FIN3203/Money and Banking (5)
 FIN3204/Securities and Derivatives (5)
 FIN3206/Taxation (5)
 BUS3203/Entrepreneurship (5)
 BUS3204/International Business (5)
 FIN3207/International Finance (5)
 FIN3208/Financial Management (5)
 FIN3209/Insurance (5)
 FIN4210/Investment Management (5)
 FIN4212/Financial Risk Management (5)

Major Courses (10 ECTS):

FIN4328/Financial Institutions and Markets (5)
 CBL3301/ Corporate and Business Law (5)
 FIN4324 Ethical and Professional Standards (CFA) (5)
 ACC3305/Tax Accounting (5)
 ACC3306/Accounting Information Systems (5)
 ACC4309/Cases in Accounting (5)
 ACC4310/Cases in Audit (5)
 ACC4311/Managerial Analysis (5)
 MGT3305/Human Resource Management (5)
 ECN4317, FIN4315, ACC4313, MGT4316/Selected Topics in Economics, Finance, Accounting, Management (5)

FIN4328/Financial Institutions and Markets (5)
 CBL3301/ Corporate and Business Law (5)
 FIN4324 Ethical and Professional Standards (CFA) (5)
 ACC3305/Tax Accounting (5)
 ACC3306/Accounting Information Systems (5)
 ACC4309/Cases in Accounting (5)
 ACC4310/Cases in Audit (5)
 ACC4311/Managerial Analysis (5)
 MGT3305/Human Resource Management (5)

BACHELOR OF BUSINESS AND MANAGEMENT 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)

Total: 56 ECTS**Required Courses (140 ECTS):*****Fall Semester******Spring Semester******Required Business Core Courses (87 ECTS):***

GED1110/Academic English (B1+) (10)
 ECN1201/ Introduction to Economics (5)
 TLNG3213/Academic Writing (5)
 ECN1202/Mathematics – I (5)
 BUS2202/ Business Ethics (5)
 BUS2201/Business Communications (5)
 MGT2201/Organizational Behaviour (5)
 MGT2202/Principles of Management (5)
 ECN2203/Mathematics – II (5)
 ECN2208/Statistics (5)
 ECN2204/Microeconomics – I (5)
 ECN2205/ Macroeconomics – I (5)
 MKT2201/Principles of Marketing (5)
 ECN3201/ International Economics (5)
 RSM3201/Research Methods – I (5)
 FIN4323/Bloomberg Market Concepts (5)

GED1110/Academic English (B1+) (10)
 ECN1201/ Introduction to Economics (5)
 TLNG3213/Academic Writing (5)
 ECN1202/Mathematics – I (5)
 BUS2202/ Business Ethics (5)
 BUS2201/Business Communications (5)
 MGT2201/Organizational Behaviour (5)
 MGT2202/Principles of Management (5)
 ECN2203/Mathematics – II (5)
 ECN2208/Statistics (5)
 ECN2204/Microeconomics – I (5)
 ECN2205/ Macroeconomics – I (5)
 MKT2201/Principles of Marketing (5)
 ECN3201/ International Economics (5)
 RSM3201/Research Methods – I (5)
 FIN4323/Bloomberg Market Concepts (5)
 Internship (2)

Required Major Courses (53 ECTS):

FIN2201/Principles of Finance (5)
 ACC2201/Principles of Accounting (5)
 FIN3307/ Corporate Finance (5)
 ECN3306/ Microeconomics – II (5)
 ECN3307/ Macroeconomics – II (5)
 ECN2309/ Econometrics – I (5)
 ECN3316/Econometric Analysis of Cross Section
 and Panel Data (5)
 BUS3303/ Entrepreneurship (5)
 MGT4210/Strategic Management (5)

FIN2201/Principles of Finance (5)
 ACC2201/Principles of Accounting (5)
 FIN3307/ Corporate Finance (5)
 ECN3306/ Microeconomics – II (5)
 ECN3307/ Macroeconomics – II (5)
 ECN2309/ Econometrics – I (5)
 ECN3316/Econometric Analysis of Cross Section and
 Panel Data (5)
 BUS3303/ Entrepreneurship (5)
 MGT4210/Strategic Management (5)

Internship (13)

Electives (40 ECTS) from the list below:

Fall Semester

Electives Business Core Courses (30 ECTS):

LNG2201/Professional English (5)
LNG2202/Professional Kazakh (Russian) (5)
MGT3203/Principles of Leadership (5)
LNG3203/ Business English (5)
FIN3203/Money and Banking (5)
MGT3204/ Operations Management (5)
FIN3208/ Financial Management (5)
CBL3301/ Corporate and Business Law (5)
MGT3305/ Human Resource Management (5)
FIN4210/ Investment Management (5)
FIN4212/ Financial Risk Management (5)
MKT3202/ Marketing Research (5)
MKT3203/ PR and Marketing Communications (5)

MKT4204/ Brand Management (5)
BUS3204/ International Business (5)
MGT3207/ Project Management (5)
MGT4214/ Supply Chain Management (5)
FIN3204/ Securities and Derivatives (5)
ACC3203/ Financial Accounting I (5)
ECN4214/ Time Series Econometrics (5)
MGT3209/ Managing Change (5)
ECN4217, FIN4215, ACC4213, MGT4216/Selected Topics in Economics, Finance, Accounting, Management (5)

Electives Major Courses (10 ECTS):

FIN3308/International Finance (5)
ECN3311/International Trade and Logistics (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)
ECN4217, FIN4215, ACC4213, MGT4216/Selected Topics in Economics, Finance, Accounting, Management (5)

Spring Semester

LNG2201/Professional English (5)
LNG2202/Professional Kazakh (Russian) (5)
MGT3203/Principles of Leadership (5)
LNG3203/ Business English (5)
FIN3203/Money and Banking (5)
MGT3204/ Operations Management (5)
FIN3208/ Financial Management (5)
CBL3301/ Corporate and Business Law (5)
MGT3305/ Human Resource Management (5)
FIN4210/ Investment Management (5)
FIN4212/ Financial Risk Management (5)
MKT3202/ Marketing Research (5)
MKT3203/ PR and Marketing Communications (5)

MKT4204/ Brand Management (5)
BUS3204/ International Business (5)
MGT3207/ Project Management (5)
MGT4214/ Supply Chain Management (5)
FIN3204/ Securities and Derivatives (5)
ACC3203/ Financial Accounting I (5)
ECN4214/ Time Series Econometrics (5)
MGT3209/ Managing Change (5)

FIN3308/International Finance (5)
ECN3311/International Trade and Logistics (5)

BACHELOR OF BUSINESS AND MANAGEMENT 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	117 ECTS
- Required	67 ECTS
- Electives	50 ECTS
Major Courses	63 ECTS
- Required	48 ECTS
- Electives	15 ECTS
State Exam	12 ECTS

LEARNING OUTCOMES

Graduates of the programme will be able to:

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)

Total: 56 ECTS

Required Courses (115 ECTS):

Fall Semester

Spring Semester

Required Business Core Courses (67 ECTS):

GED1110/Academic English (B1+) (10)	GED1110/Academic English (B1+) (10)
ECN1201/Introduction to Economics (5)	ECN1201/Introduction to Economics (5)
ECN1202/Mathematics - I (5)	ECN1202/Mathematics - 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/Statistics (5)	ECN2208/Statistics (5)
ACC2201/Principles of Accounting (5)	ACC2201/Principles of Accounting (5)
	Business Orientation Week (2)

Required Major Courses (48 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)
BUS3203/Entrepreneurship (5)	BUS3203/Entrepreneurship (5)
MGT3306/Innovation Management (5)	MGT3306/Innovation Management (5)
MGT3304/Operations Management (5)	MGT3304/Operations Management (5)
MGT4310/Strategic Management (5)	MGT4310/Strategic Management (5)
	Internship (13)

Electives (65 ECTS) from the list below:

Fall Semester

Spring Semester

Electives Business Core Courses (50 ECTS):

MGT2316/Design Thinking for Innovation (5)	MGT2316/Design Thinking for Innovation (5)
TRN3215/Business English (5)	TRN3215/Business English (5)
MKT3202/Market Research and Analysis (5)	MKT3202/Market Research and Analysis (5)
MKT3207/Services Marketing (5)	MKT3207/Services Marketing (5)
PRC3201/Public Relations (5)	PRC3201/Public Relations (5)
BUS3204/International Business (5)	BUS3204/International Business (5)
MGT3209/Managing Change (5)	MGT3209/Managing Change (5)
MKT3206/Advertising Strategy and Promotion (5)	MKT3206/Advertising Strategy and Promotion (5)
TUR3208/Event Management (5)	TUR3208/Event Management (5)
FIN4223/Bloomberg Market Concepts (5)	FIN4223/Bloomberg Market Concepts (5)
CBL4201/Corporate and Business Law (5)	CBL4201/Corporate and Business Law (5)
MKT4205/Consumer Behaviour (5)	MKT4205/Consumer Behaviour (5)

MKT4209/Digital Marketing (5)
MGT4215/Corporate Governance (5)
ECN4217, FIN4215, ACC4213, MGT4216/Selected Topics in Economics, Finance, Accounting,
Management (5)

MKT4209/Digital Marketing (5)
MGT4215/Corporate Governance (5)

Electives Major Courses (15 ECTS):

FIN3306/Corporate Finance (5)	FIN3306/Corporate Finance (5)
MKT3303/Integrated Marketing Communications (5)	MKT3303/Integrated Marketing Communications (5)
MGT3305/Human Resource Management (5)	MGT3305/Human Resource Management (5)
MGT3308/Compensation Management (5)	MGT3308/Compensation Management (5)
MGT3307/Project Management (5)	MGT3307/Project Management (5)
CBL3302/Labor Law (5)	CBL3302/Labor Law (5)
MKT4313/Product Management (5)	MKT4313/Product Management (5)
MKT4304/Brand Management (5)	MKT4304/Brand Management (5)
SM 2217/Strategic Management and Marketing (5)	SM 2217/Strategic Management and Marketing (5)
MGT4314/Supply Chain Management (5)	MGT4314/Supply Chain Management (5)
MGT4312/Performance Management (5)	MGT4312/Performance Management (5)
MGT4311/Cases in Management (5)	MGT4311/Cases in Management (5)
MGT4317/Business Modeling (5)	MGT4317/Business Modeling (5)
MGT4318/Decision making (5)	MGT4318/Decision making (5)
MGT4319/Technopreneurship (5)	MGT4319/Technopreneurship (5)
MGT4319/Fundamentals of Selling (5)	MGT4319/Fundamentals of Selling (5)
ECN4317, FIN4315, ACC4313, MGT4316/Selected Topics in Economics, Finance, Accounting, Management (5)	



BACHELOR OF BUSINESS AND MANAGEMENT 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 purpose of the educational program is 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	142 ECTS
- Required	97 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;
- Understanding investment and financial analysis;
- Learning the fundamentals of investment tools, valuing assets, portfolio management, and wealth planning

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)

Total: 56 ECTS

Required Courses (155 ECTS):

Fall Semester

Spring Semester

Business Core Courses (97 ECTS):

GED1110/Academic English (B1+) (10)	GED1110/Academic English (B1+) (10)
TLNG3213/Academic Writing (5)	TLNG3213/Academic Writing (5)
ECN1201/ Introduction to Economics (5)	ECN1201/ Introduction to Economics (5)
ECN1202/Mathematics I (5)	ECN1202/Mathematics I (5)
ECN2203/Mathematics – II (5)	ECN2203/Mathematics– II (5)
MGT2202/Principles of Management (5)	MGT2202/Principles of Management (5)
ECN2204/Microeconomics 1 (5)	ECN2204/Microeconomics 1(5)
ECN2205/ Macroeconomics 1 (5)	ECN2205/ Macroeconomics 1 (5)
ACC2201/Principles of Accounting (5)	ACC2201/Principles of Accounting (5)
FIN2201/Principles of Finance (5)	FIN2201/Principles of Finance (5)
ECN2208/ Statistics (5)	ECN2208/ Statistics (5)
MKT2201/Principles of Marketing (5)	MKT2201/Principles of Marketing (5)
FIN 4324/ Ethics and Professional Standards (5)	FIN 4324/ Ethics and Professional Standards (5)
BUS2201/Business Communications (5)	BUS2201/Business Communications (5)
MGT2201/Organizational Behaviour (5)	MGT2201/Organizational Behaviour (5)
FIN2202/ Financial Statement Analysis (5)	FIN2202/ Financial Statement Analysis (5)
RSM3201/Research Methods – I (5)	RSM3201/Research Methods – I (5)
FIN4323/Bloomberg Market Concepts (5)	FIN4323/Bloomberg Market Concepts (5)
	Internship (2)

Major Courses (58 ECTS):

FIN3307/Corporate Finance (5)	FIN3307/Corporate Finance (5)
FIN3208/Financial Management (5)	FIN3208/Financial Management (5)
FIN3206/Taxation (5)	FIN3206/Taxation (5)
FIN4212/Financial Risk Management (5)	FIN4212/Financial Risk Management (5)
FIN3326/Fixed Income Securities (5)	FIN3326/Fixed Income Securities (5)
MGT4311/Strategic Management (5)	MGT4311/Strategic Management (5)
FIN3204/Securities and Derivatives (5)	FIN3204/Securities and Derivatives (5)
FIN4210/Investment Management (5)	FIN4210/Investment Management (5)
FIN3327/Valuation (5)	FIN3327/Valuation (5)
	Internship (13)

Electives (50 ECTS) from the list below:

Fall Semester

Spring Semester

Business Core Courses (45ECTS):

LNG2201/Professional English (5)	LNG2201/Professional English (5)
LNG2202/Professional Kazakh (Russian) (5)	LNG2202/Professional Kazakh (Russian) (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)
MGT3212/Operations Management (5)
FIN3209/Insurance (5)
BUS3203/Entrepreneurship (5)
BUS3204/International Business (5)
FIN3207/International Finance (5)
ECN4217, FIN4215, ACC4213, MGT4216/Selected Topics in Economics, Finance, Accounting, Management (5)

MGT3211/Project Management (5)
MGT3203/Principles of Leadership (5)
BUS3203/Entrepreneurship (5)
ACC3208/Audit (5)
FIN3207/International Finance (5)
BUS3204/International Business (5)
FIN3207/International Finance (5)

Major Courses (5 ECTS):

FIN4328/Financial Institutions and Markets (5)
ACC3307/Managerial Accounting I (5)
FIN4314/Financial Modelling (5)
FIN3203/Money and Banking (5)
CBL3301/ Corporate and Business Law (5)
ACC3305/Tax Accounting (5)
ACC4311/Managerial Analysis (5)
FIN4311/Cases in Finance (5)
MGT3305/Human Resource Management (5)
ECN4217, FIN4215, ACC4213, MGT4216/Selected Topics in Economics, Finance, Accounting, Management (5)

FIN4328/Financial Institutions and Markets (5)
ACC3307/Managerial Accounting I (5)
FIN4314/Financial Modelling (5)
FIN3203/Money and Banking (5)
CBL3301/ Corporate and Business Law (5)
ACC3305/Tax Accounting (5)

BACHELOR OF BUSINESS AND MANAGEMENT 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)

Total: 56 ECTS

Required Courses (127 ECTS):

Fall Semester	Spring Semester
Required Business Core Courses (82 ECTS):	
GED1110/Academic English (B1+) (10)	GED1110/Academic English (B1+) (10)
ECN1201/ Introduction to Economics (5)	ECN1201/ Introduction to Economics (5)
ECN1202/Mathematics - I (5)	ECN1202/Mathematics - 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/ 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/Statistics (5)	ECN2208/Statistics (5)
ACC2201/ Principles of Accounting (5)	ACC2201/ Principles of Accounting (5)
MKT2201/Principles of Marketing (5)	MKT2201/Principles of Marketing (5)
MGT2203/Leadership (5)	MGT2203/Leadership (5)
BUS3203/Entrepreneurship (5)	BUS3203/Entrepreneurship (5)
RSM 2201/Research Methods (5 ECTS)	RSM 2201/Research Methods (5 ECTS)
	Internship - 1 (2 ECTS)
Required Major Courses (43 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)
	Internship – 2 (13 ECTS)

Electives (45 ECTS) from the list below:

Fall Semester**Spring Semester*****Electives Business Core Courses (35 ECTS):***

LNG3203/Business English (5)	LNG3203/Business English (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)
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 (20 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 BUSINESS AND MANAGEMENT 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	117 ECTS
- Required	107 ECTS
- Electives	10 ECTS
Major Courses	63 ECTS
- Required	48 ECTS
- Electives	15 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)

Total: 56 ECTS

Required Courses (160 ECTS):

Fall Semester

Spring Semester

Required Business Core Courses (107ECTS):

BUS2201/Business Communications (5)
GED1110/Academic English (B1+) (10)
TLNG3213/Academic Writing (5)
ITB1201/Introduction to Programming (5)
ECN1201/Introduction to Economics (5)
ECN1202/Mathematics - I (5)
ITB1303/ Data Analysis I (5)
ITB1302/Web Programming I (5)
BUS2202/Business Ethics (5)
MGT2201/Organizational Behaviour (5)
MKT2201/Principles of Marketing (5)
FIN2201/Principles of Finance (5)
ITB2210/Linear Algebra (5)
ECN1203/Mathematics - II (5)
ITB2307/Discrete Mathematics (5)
ITB2304/ Algorithms and Data Structures (5)
ITB3311/Mobile Development I (5)
ITB3217/Probability & Statistics I (5)
ACC2201/Principles of Accounting (5)
RSM2201/Research Methods (5)

BUS2201/Business Communications (5)
GED1110/Academic English (B1+) (10)
TLNG3213/Academic Writing (5)
ITB1201/Introduction to Programming (5)
ECN1201/Introduction to Economics (5)
ECN1202/Mathematics - I (5)
ITB1303/ Data Analysis I (5)
ITB1302/Web Programming I (5)
BUS2202/Business Ethics (5)
MGT2201/Organizational Behaviour (5)
MKT2201/Principles of Marketing (5)
FIN2201/Principles of Finance (5)
ITB2210/Linear Algebra (5)
ECN1203/Mathematics - II (5)
ITB2307/Discrete Mathematics (5)
ITB2304/ Algorithms and Data Structures (5)
ITB3311/Mobile Development I (5)
ITB3217/Probability & Statistics I (5)
ACC2201/Principles of Accounting (5)
RSM2201/Research Methods (5)
Business Orientation Week (2)

Required Major Courses (53 ECTS):

FIN3307/Corporate Finance (5)
ITB2305/Web Programming II (5)
ITB2309/Databases (5)
ACC3307/Managerial Accounting I (5)
ITB4318/Machine Learning (5)
ITB3314/Mobile Development II (5)
ITB3315/Information Security (5)
ITB4323/Basics of IT Law (5)

FIN3307/Corporate Finance (5)
ITB2305/Web Programming II (5)
ITB2309/Databases (5)
ACC3307/Managerial Accounting I (5)
ITB4318/Machine Learning (5)
ITB3314/Mobile Development II (5)
ITB3315/Information Security (5)
ITB4323/Basics of IT Law (5)
Internship (13/13)

Electives (20 ECTS) from the list below:

Fall Semester

Spring Semester

Electives Business Core Courses (10 ECTS):

LNG2201/Professional English (5)
LNG2202/Professional Kazakh (Russian) (5)
BUS3203/Entrepreneurship (5)
MGT2203/Principles of Leadership (5)

LNG2201/Professional English (5)
LNG2202/Professional Kazakh (Russian) (5)
BUS3203/Entrepreneurship (5)
MGT2203/Principles of Leadership (5)

FIN4223/Bloomberg Market Concepts (BMC) (5) FIN4223/Bloomberg Market Concepts (BMC) (5)
ECN4217, FIN4215, ACC4213, MGT4216/Selected Topics in Economics, Finance, Accounting,
Management (5)

Electives Major Courses (10 ECTS):

ITB2306/Graphic Design I (5)	ITB2306/Graphic Design I (5)
ITB2308/Data Analysis II (5)	ITB2308/Data Analysis II (5)
ITB2313/Networks and Security (5)	ITB2313/Networks and Security (5)
ITB2306/Graphic Design II (5)	ITB2306/Graphic Design II (5))
ITB4320/Software Development (5)	ITB4320/Software Development (5)
ITB4321/Probability & Statistics II (5)	ITB4321/Probability & Statistics II (5)
ITB4322/Game Development (5)	ITB4322/Game Development (5)
MKT4313/Project Management (5)	MKT4313/Project Management (5)
ECN4317, FIN4315, ACC4313, MGT4316/Selected Topics in Economics, Finance, Accounting, Management (5)	

BACHELOR OF BUSINESS AND MANAGEMENT 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)

Total: 56 ECTS

Required Courses (95 ECTS/77 credits):

Fall Semester

Spring Semester

Required Business Core Courses (77 ECTS):

GED1110/Academic English (B1+) (10)

GED1110/Academic English (B1+) (10)

TLNG3213/Academic Writing (5)

TLNG3213/Academic Writing (5)

ECN1201/ Introduction to Economics (5)

ECN1201/ Introduction to Economics (5)

ECN1202/Mathematics - I (5)

ECN1202/Mathematics - 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)

ECN2208/ Statistics (5)

ECN2208/ Statistics (5)

ACC2201/Principles of Accounting (5)

ACC2201/Principles of Accounting (5)

RSM3201/Research Methods – I (5)

RSM3201/Research Methods – I (5)

FIN4223/Bloomberg Market Concepts (BMC) (5)

FIN4223/Bloomberg Market Concepts (BMC) (5)

BUS3203/Entrepreneurship (5)

Business Orientation Week (2)

Required Major Courses (43 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)

MGT3304/Operations Management (5)

MGT3304/Operations Management (5)

MGT3305/Human Resource Management (5)

MGT3305/Human Resource Management (5)

MGT4310/Strategic Management (5)

MGT4310/Strategic Management (5)

Internship (13/13)

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)

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	
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 BUSINESS AND MANAGEMENT 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)

Total: 56 ECTS

Required Courses (142 ECTS):

Fall Semester	Spring Semester
Required Business Core Courses (97 ECTS):	
GED1110/Academic English (B1+) (10)	GED1110/Academic English (B1+) (10)
TLNG3213/Academic Writing (5)	TLNG3213/Academic Writing (5)
ECN1201/ Introduction to Economics (5)	ECN1201/ Introduction to Economics (5)
ECN1202/Mathematics - I (5)	ECN1202/Mathematics - 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)
ECN2208/Statistics (5)	ECN2208/Statistics (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)
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 (2)
Required Major Courses (33 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)
	Internship – 2 (13)

Electives (50 ECTS) from the list below:

Fall Semester	Spring Semester
Electives Business Core Courses (20 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)	
MKT4209/Digital Marketing	
ECN4217, FIN4215, ACC4213, MGT4216/Selected Topics in Economics, Finance, Accounting, Management (5)	

Fall Semester

Spring Semester

Electives Major Courses (30 ECTS):

MKT3203/PR and Marketing Communications (5)	MKT3203/PR and Marketing Communications (5)
LNG2201/Professional English (5)	LNG2201/Professional English (5)
LNG2202/Professional Kazakh/Russian language (5)	LNG2202/Professional Kazakh/Russian language (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)
PRC3302/Crisis Communications (5)	PRC3302/Crisis Communications (5)
MKT4311/Fundamentals of Selling (5)	
MKT4215/ Selected topics in Marketing (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)

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)
TLNG3213/Academic Writing (5)	TLNG3213/Academic Writing (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)
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)
PSH2211/Introduction to Psychology of Personality (5)	PSH2211/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/Abnormal Psychology (5)	PSH3328/ Abnormal 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)
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)

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)
TLNG3213/Academic Writing (5)	TLNG3213/Academic Writing (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)
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)	PSH2211/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 (2)

Required Major Courses (50 ECTS):

MGT2302/Principles of Management (5)	MGT2302/Principles of Management (5)
PSH3328/Abnorma Psychology (5)	PSH3328/Abnormal 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 (13)

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 SOCIAL SCIENCE WITH MAJOR IN INTERNATIONAL RELATIONS

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

In the bachelor's degree in IR, students will acquire theoretical perspectives and empirical knowledge about modern international political, economic and security relations. They will also acquire interdisciplinary skills in understanding the main events of modern world politics and analyzing the main factors that influence the decisions of state and non-state actors in global and regional conditions. The analytical skills and knowledge gained during the program will help students successfully move up the career ladder in international organizations, government agencies, national and international companies.

The curriculum is structured as follows:

General Education Courses	48 ECTS
- Required	43 ECTS
- Electives	5 ECTS
Business Core Courses	117 ECTS
- Required	87 ECTS
- Electives	30 ECTS
Major Courses	63 ECTS
- Required	53 ECTS
- Electives	10 ECTS
State Exam	12 ECTS

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.

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)

Total: 56 ECTS

Required Courses (127 ECTS):**Fall Semester****Spring Semester****Required Business Core Courses (87 ECTS):**

GED1110/Academic English (B1+) (10)	GED1110/Academic English (B1+) (10)
TLNG3213/Academic Writing (5)	TLNG3213/Academic Writing (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)
INR2201/Fundamentals of international Relations (5)	INR2201/Fundamentals of international Relations (5)
ECN1201/ Introduction to Economics (5)	ECN1201/ Introduction to Economics (5)
INR2202/Theories of International Relations (5)	INR2202/Theories of International Relations (5)
INR2203/Globalization and International Organizations (5)	INR2203/Globalization and International Organizations (5)
INR2204/International Security (5)	INR2204/International Security (5)
INR2205/Global Political Economy (5)	INR2205/Global Political Economy (5)
MKT3201/Principles of Marketing (5)	MKT3201/Principles of Marketing (5)
ECN2204/Macroeconomics (5)	ECN2204/Macroeconomics (5)
RSM3201/Research Methods (5)	RSM3201/Research Methods (5)
FIN2201/Principles of Finance (5)	FIN2201/Principles of Finance (5)
FIN2206/Financial Institutions and Markets (5)	FIN2206/Financial Institutions and Markets (5)
	Business Orientation Week (2)

Required Major Courses (53 ECTS):

ECN3201/World economy (5)	ECN3201/World economy (5)
INR3301/Global economic and financial governance (5)	INR3301/Global economic and financial governance (5)
INR3302/Research Methods in International Relations (5)	INR3302/Research Methods in International Relations (5)
INR3303/Regional economic integration (5)	INR3303/Regional economic integration (5)
INR3304/Economic Policy Analysis (5)	INR3304/Economic Policy Analysis (5)
ECN3311/International Trade (5)	ECN3311/International Trade (5)
FIN3307/International Finance (5)	FIN3307/International Finance (5)
INR3305/International Institutions and Law (5)	INR3305/International Institutions and Law (5)
	Internship (13)

Electives (45 ECTS) from the list below:**Fall Semester****Spring Semester****Core Courses (30 ECTS):**

INR3206/Comparative Regionalism (5)	INR3206/Comparative Regionalism (5)
INR3207/International Development (5)	INR3207/International Development (5)
INR3208/Introduction to EU Studies (5)	INR3208/Introduction to EU Studies (5)
INR3209/Sustainable environment (5)	INR3209/Sustainable environment (5)
ECN4313/Game Theory (5)	ECN4313/Game Theory (5)
INR3210/Global leadership (5)	INR3210/Global leadership (5)
INR3211/Law and Practice of the United Nations (5)	INR3211/Law and Practice of the United Nations (5)
INR3212/Law and politics in the WTO (5)	INR3212/Law and politics in the WTO (5)
INR3213/Great power politics (5)	INR3213/Great power politics (5)
INR3214/China and Belt and Road Initiative (5)	INR3214/China and Belt and Road Initiative (5)
INR3215/Central Asia in world politics (5)	INR3215/Central Asia in world politics (5)
INR3216/Ethics in International Affairs (5)	INR3216/Ethics in International Affairs (5)
INR3217/International protection of human rights (5)	INR3217/International protection of human rights (5)
INR3218/International Criminal Court (5)	INR3218/International Criminal Court (5)
INR3219/Use of force in international relations	INR3219/Use of force in international relations

(5)
INR3220/International Migration (5)
INR3221/Asia-Pacific in world politics (5)
INR3222/International negotiation and
diplomacy (5)
INR3223/International Business (5)
INR3224/International Management (5)
INR3225/Environmental Policy and Economics
(5)
INR3226/Human Security and International
Relations (5)

(5)
INR3220/International Migration (5)
INR3221/Asia-Pacific in world politics (5)
INR3222/International negotiation and
diplomacy (5)
INR3223/International Business (5)
INR3224/International Management (5)
INR3225/Environmental Policy and Economics
(5)
INR3226/Human Security and International
Relations (5)

Major Courses (10 ECTS):

INR4301/European Economic Integration (5)
INR4302/Russian Foreign Policy (5)
INR4303/Foreign Policy Analysis (5)
INR4304/Foreign policy of Kazakhstan (5)
INR4305/Eurasian Economic Integration (5)

INR4301/European Economic Integration (5)
INR4302/Russian Foreign Policy (5)
INR4303/Foreign Policy Analysis (5)
INR4304/Foreign policy of Kazakhstan (5)
INR4305/Eurasian Economic Integration (5)

PART VII MASTER DEGREE PROGRAMMES

MASTER IN ECONOMICS

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

The Master's Programme in Economics is based on the international educational standards with focus on the local content.

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.

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;
-

Master program in Economics include following components:

- **Coursework**
- **Master's Dissertation**
- **Research Practice**
- **Teaching Practice**

The Master's Dissertation of HSE KAZGUU is a research that form an integral part of the Master's degree programme. Topics of the research may cover a wide range of areas as they reflecting major disciplines of Higher School of Economics which are economics, finance, management, psychology, international relations, etc. The objective of research is to gain a better understanding of the major theoretical and conceptual debates around a selected topic, formulate a research question, identify the relevant literature, develop a methodology, define relevant key players and stakeholders, set up surveys to collect relevant data, conduct applied qualitative and quantitative research, and produce a substantial report of between 10 000 and 12 000 words (including refernces) of length that reflects a thorough understanding of the chosen topic, including a set of policy-relevant recommendations.

Research Practice is obligatory for a 2- year master programme and aims at acquainting with the latest theoretical, methodological, achievements methods of processing and interpretation of experimental data and is included in the curriculum in accordance with the and technological of science, modern scientific research, requirements of the State Compulsory Education Standard. It is divided into several parts and carried out throughoutmaster studies.

According to the Ministry of Education and Science requirements, **teaching practice** is included into the course workload of Graduate Students. Teaching practice involves different types of activities and different degrees of

autonomy depending on the nature of the course and intended goals of the supervisor. Graduate Students are assigned as teaching assistants (TA) of HSE course instructors and lecturers.

ACADEMIC MOBILITY

The Higher School of Economics is working to strengthen links with universities around the world. This is an opportunity to participate in an exchange program between universities, establish contacts in the research and academic community, and learn more about the new culture and educational system.

To participate in program a student should internal requirements (GPA, English command, compatibility of learning pathway, absence of violation of academic integrity).

HSE collaborates with universities and higher education institutions:

International School of Business, SolBridge, WooSong University, South Korea;

Mendel University in Brno, Czech Republic;

Hof University of Applied Sciences, Germany;

OSCE Academy in Bishkek, Kyrgyz Republic;

European University Viadrina, Germany;

Turibar University, Latvia;

Heriot Watt University, Scotland, UK.

Year 1-2

Required Courses (25 ECTS)

Fall Semester	Spring Semester
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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)
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Major Courses (5 ECTS):

ECN5301/Managerial Economics – I (5)	ECN5301/Managerial Economics – I (5)
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Electives (44 ECTS) select from the list below:

Fall Semester	Spring Semester
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General Education Courses (15 ECTS)

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)	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)
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Major Courses (29 ECTS):

FIN5301/Valuation (5) ECN5302/Managerial Economics – II (10) ECN5303/Game Theory ECN5304/Advanced Topics in Economics FIN5302/Advanced Topics in Finance (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)	FIN5301/Valuation (5) ECN5302/Managerial Economics – II (10) ECN5303/Game Theory ECN5304/Advanced Topics in Economics FIN5302/Advanced Topics in Finance (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)
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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. The Master Program fully corresponds to the Certification GARP FRM (Financial Risk Manager)

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
- Develop and polish solid risk management competences
- Describe the risk management process and identify problems and challenges that can arise in the risk management process
- Evaluate and apply tools and procedures used to measure and manage risk, including quantitative measures, qualitative assessment, and enterprise risk management
- Know the responsibility of each GARP Member with respect to professional integrity, ethical conduct, conflicts of interest, confidentiality of information, and adherence to generally accepted practices in risk management
- Establish and develop a strong culture of risk awareness within in their organizations

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)
FIN5305/Risk Management (5)

CGL5201/Corporate Governance (5)
FIN5201/Advanced Topics in Finance (5)
FIN5305/Risk Management (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)
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)
FIN5202/The Theory of Interest Rates (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)
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 (10)

RSM5202/Research Methods – II (5)

CGL5201/Corporate Governance (5)

ECN5201/Managerial Economics – I (10)

RSM5202/Research Methods – II (5)

CGL5201/Corporate Governance (5)

FIN5201/Professional Ethics (5)

FIN5201/Professional Ethics (5)

Major Courses (29 ECTS):

ECN5301/Managerial Economics – II (5)

ECN5301/Managerial Economics – II (5)

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 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

Required Courses (65 ECTS)

Fall Semester

Spring Semester

Business Core Courses (35 ECTS)

MGT5201/ Global Leadership and Organizational Development (10)
 RSM5201/ Research Methods 1: Introduction to Research Methods (5)
 ECN5201/ Managerial Economics (10)
 Internship (10)

MGT5201/ Global Leadership and Organizational Development (10)
 RSM5201/ Research Methods 1: Introduction to Research Methods (5)
 ECN5201/ Managerial Economics (10)
 Internship (10)

Major Courses (30 ECTS):

RSM5202/ Research Methods - 2 (5)
 CBL5301/ Corporate and Business Law (5)
 MKT5301/ Consumer Behavior and Analysis (5)
 MKT5302/ Marketing Management (5)
 MKT5303/ Strategic Brand Management (5)
 MKT5309 / Marketing Communications (5)

RSM5202/ Research Methods - 2 (5)
 CBL5301/ Corporate and Business Law (5)
 MKT5301/ Consumer Behavior and Analysis (5)
 MKT5302/ Marketing Management (5)
 MKT5303/ Strategic Brand Management (5)
 MKT5309 / Marketing Communications (5)

Electives (19 ECTS) select from the list below:

Fall Semester

Spring Semester

Major Courses (19 ECTS):

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

PSH5311/Organizational Behavior (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)

MKT5304/ Digital Marketing (5)
MKT5306/ Advertising and Promotion (5)
MKT5307/ PR (5)
MKT5308/ Strategic Management (5)
HRM5201/ Strategic Human Resource Management (5)
Internship (4)
PSH5311/Organizational Behavior (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)

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, demonstrate leadership potential and understanding of local and global context.

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:

- Evaluate both local and global environment, current trends and challenges;
- Demonstrate communication skills, as well as writing and presentation skills for making professional judgments on relevant topics in English;
- Manage processes and structures in the organization through an understanding of economic and financial processes, HR management methods, management theories and concepts;
- Assess 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;
- Articulate professional judgments based on existing and original information;
- Apply the structure of scientific research to the task through the application of the methodology and principles of scientific research;
- Manage resources effectively for decision-making;
- Develop and manage effective reward and performance management practices.

Year 1-2

Fall Semester	Required Courses (65 ECTS)	Spring Semester
Business Core Courses (35 ECTS)		
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)
Major Courses (30 ECTS):		
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)

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)

MASTER IN BUSINESS PSYCHOLOGY

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

The aim of the program is to provide highly qualified competitive business psychology specialist with skills and competencies in such areas as HR management, marketing, organizational and management consulting, psychological support for the development and implementation of business strategies.

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:

- Develop and strengthen the core competencies of business psychology;
- Identify and assess situations related to professional activities of a psychologist in an organization, as well as respond and make decisions taking into account cultural differences and ethical principles;
- Apply the techniques and strategies of psychological analysis in the specific situations in the organization;
- Apply scientific methods of collecting information, conducting research and presenting in alignment to the goals and objectives of the organization;
- Apply the basic principles of social psychology and well-being in the workplace;
- Apply methods of diagnosis and prevention of conflict in the organization, techniques and methods of conflict resolution in the professional environment;
- Apply the concepts of individual socio-psychological characteristics in professional communication, to optimize interpersonal relationships in a team;
- Critically assess the theory and dynamics of learning groups, and develop strategies for using these forces;
- Demonstrate the ability to develop and improve training courses, taking into account the needs of the organization and using innovative teaching technologies;
- Apply the basics of corporate business, law and ethics;
- Demonstrate skills and knowledge of effective personnel management.

Year 1-2

Required Courses (50 ECTS)	
Fall Semester	Spring Semester
Business Core Courses (20 ECTS)	
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)
Major Courses (30 ECTS):	
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 5213 Advanced Social Psychology -(5)

PSH 5310 Fundamentals of Cooperation, Conflict Resolution and Mediation-(5)
PSH 5213 Advanced Social Psychology -(5)

Electives (19 ECTS) select from the list below:

Fall Semester

Spring Semester

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)

MGT5201/ Organizational Behavior (5)
ECN5205 Business Economics

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)
MGT5201/ Organizational Behavior (5)
ECN5205 Business Economics

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: Introduction to Economics

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: : Introduction to Economics

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

Course Code: ACC5301 ECTS: 5

Course Name: Financial Accounting

Course Description: The course «Financial Accounting» studies accounting of cash and cash equivalents, accounts receivables and other receivables, inventory, biological assets, fixed assets, intangible assets, liabilities, recognition of revenue and expenses, capital and reserves, financial reporting procedures according to IFRS, etc. This course prepares student for ACCA exams F3- Financial Accounting and F7 - Financial Reporting.

Prerequisites: none

Course Code: ACC5302 ECTS: 5

Course Name: Advanced Financial Accounting

Course Description: The course «Advanced Financial Accounting » aims to deepen the students' knowledge of IFRS and its practical applications. The course covers topics such as business combinations, financial instruments evaluation, investments in associates, investment property, leasing, asset impairment, changes in exchange rates, income taxes, consolidation accounting. This course prepares student for ACCA exam F7 - Financial Reporting.

Prerequisites: none

Course Code: ACC5303 ECTS: 5

Course Name: Financial Reporting

Course Description: The course «Financial Reporting» emphasizes the key IFRS aimed at preparation and analysis of a consolidated financial report, and tax reporting. This course prepares student for ACCA exam F7 - Financial Reporting.

Prerequisites: none

Course Code: ACC5304 ECTS: 5

Course Name: Managerial Accounting

Course Description: The course aims to provide students with understanding and skills to manage the performance of a business. The topics to be covered in class include but are not limited to costing principles, cost volume profit analysis, budgeting, applications of advanced variances and performance management and control.

Prerequisites: none

Course Code: ACC5305 ECTS: 5

Course Name: Taxation

Course Description: The course is designed to help the students understand the nature and principles of taxation, tax administration, the methodology of calculation and payment of taxes, the application of tax data depending on the subject of the payer and the tax regime.

Prerequisites: none

Course Code: ACC5306 ECTS: 5

Course Name: Audit

Course Description: The objective of this course is to provide students with principles of audit theory and practice in

accordance with general international practices and IFRS. This course will cover basic audit principles and procedures.

Prerequisites: none

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

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: none

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

Course Code: CBL5301 ECTS: 5

Course Name: Corporate and Business Law

Course Description: The objective of this course is to develop knowledge and skills in the understanding of the general legal framework, and of specific legal areas relating to business, recognising the need to seek further specialist legal advice where necessary.

Prerequisites: none

ECONOMICS

Course Code: ECN1201 ECTS: 5

Course Name: Introduction to 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: Mathematics - 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 – 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: Mathematics – 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: Statistics

Course Description: This course introduces the basic concepts of probability theory and inferential statistics crucial for data analysis. It could serve as both a substantive and self-sufficient course equipping the students with the basics of statistical analysis, and as the first step towards Econometrics and Data analysis. The course will cover the following topics: probability, discrete and continuous random variables, probability distributions, hypothesis testing, correlation, simple regression and its interpretations, basics of graphical analysis. It will additionally introduce statistical software to accomplish simple estimations

Prerequisites: Mathematics-1

Course Code: ECN2309 ECTS: 5

Course Name: Econometrics -I

Course Description: The course starts with the regression methods for analysing data in economics and typical issues arising with the OLS: multicollinearity, heteroscedasticity, autocorrelation, and model specification. Further, it covers the basics of the various econometric techniques allowing to deal with cross-section, time series, and panel data, and provides practical skills to model data with the statistical software. This course will emphasize both the theoretical and practical aspects of econometric analysis.

Prerequisites: Statistics, Mathematics-2

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: 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

Course Code: ECN5205 ECTS: 10

Course Name: Business Economics

Course Description: Managerial economics is the study of how to direct scarce resources in the way that most efficiently achieves a managerial goal. It is a very broad discipline in that it describes methods useful for directing everything from the resources of a household to maximize household welfare to the resources of a firm to maximize profits. This course focuses on the basic concepts of Economics (Microeconomics, Macroeconomics, Managerial economics). Business economics explains the factors contributing to the diversity of organizational structures and the relationships of firms with labor, capital and product markets.

Prerequisites: none

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: FIN4313 ECTS: 5

Course Name: Financial statement analysis

Course Description: The course objective is to teach students to accurately read and analyse financial statements of various companies in a variety of industries. It examines the uses and misuses of financial statement data for a wide range of financing decisions. The course analyses various reporting options that affect income, assets, cash flow forecasts, financial ratios, and trends; distinguishes between accounting rules and underlying economic realities; and examines approaches that analysts can take when external reports do not reflect a firm's underlying economics.

Prerequisites: Corporate 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: Corporate 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: FIN4313 ECTS: 5

Course Name: Financial statement analysis

Course Description: The course objective is to teach students to accurately read and analyse financial statements of various companies in a variety of industries. It examines the uses and misuses of financial statement data for a wide range of financing decisions. The course analyses various reporting options that affect income, assets, cash flow forecasts, financial ratios, and trends; distinguishes between accounting rules and underlying economic realities; and examines approaches that analysts can take when external reports do not reflect a firm's underlying economics.

Prerequisites: Corporate Finance

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Prerequisites: Corporate 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 3307, 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: Financial institutions and markets

Course Description: The course is fundamental, introductory course in the area of finance, which will introduce such basic concepts as present value, future value, yield to maturity, and such financial markets will be covered as money market, bond market, stock market, foreign exchange market, mortgage market.

The purpose of the course is to introduce the basic concepts and vocabulary relating to the operation of the financial system, to explore the fundamentals of interest rates and to examine the regulatory environment affecting financial institutions. The course introduces an overview to financial systems in general.

Prerequisites: Corporate Finance

Course Code: FIN3327 ECTS: 5

Course Name: Valuation

Course Description: This course focuses on the basic concepts and technique of valuation (Discounted cash flow / DCF, Multiples / Multiples, etc.). The goal is to «equip» students with valuation's tools that can be used in practice. Also as part of the learning is connecting corporate strategy with value creation strategy (the principles of added value, the key value drivers, barriers to entry and competitive advantages).

Prerequisites: Corporate Finance

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

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

Course Code: FIN4323/4223/5 ECTS: 5

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

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

Course Code: FIN5301 ECTS: 5

Course Name: Valuation

Course Description: This course focuses on the basic concepts and technique of valuation (Discounted cash flow / DCF, Multiples / Multiples, etc.). The goal is to «equip» students with valuation's tools that can be used in practice. Also as part of the learning is connecting corporate strategy with value creation strategy (the principles of added value, the key value drivers, barriers to entry and competitive advantages).

Prerequisites: none

Course Code: FIN5302 ECTS: 5

Course Name: Advanced Topics in Finance (Financial Modeling Fundamentals)

Course Description: This course integrates key concepts of accounting and corporate finance, math for finance related to financial modelling in Excel for business valuation, M&A transactions and other purposes and get hands-on practice, and confidence.

The course will reconcile with some concepts of Corporate Finance, Equity, FRA

Prerequisites: none

Course Code: FIN5303 ECTS: 5

Course Name: Corporate Finance

Course Description: This course reviews some concepts of Principles of Finance and deepens theoretical structure for understanding and analysis of the main financial issues in a corporate context. It considers a variety of tools and techniques used for financial decision-making (related to agency problems, corporate governance, possible mergers and acquisitions, dividend and investments policies). The course covers basic models of the capital evaluation, including the financial and real assets, capital structure (debt, equity instruments and their assessment), capital budgeting and their impact on a company's value, time value notions, interest rates and analysis of financial statements. This course includes concepts from the field of financial mathematics, asset valuation (pricing), accounting and financial reporting, principles of financing and capital budgeting, which are used for maximization of shareholder's value.

Prerequisites: none

Course Code: FIN5304 ECTS: 5

Course Name: Financial Management

Course Description: This course integrates key concepts of accounting and corporate finance related to the management of the finances of an organization with the objective to maximize the shareholders wealth. It considers variety of tools and techniques used for investment, financing and dividends decision-making. The management of risk will also be considered. Investments in long-term and short-term assets must be financed somehow. Therefore the issues on external or internal financing would be considered with paying attention on the cost of financing for the company. The retention of profits is a financing decision. The other side of this decision is that if profits are retained, there is less to pay out to shareholders as dividends, which might deter investors.

Prerequisites: none

Course Code: FIN5305 ECTS: 5

Course Name: Risk Management

Course Description: The aim of this module is for students to develop their knowledge of finance and accounting and the ability to use that knowledge to interpret financial and accounting information in order to provide advice to the board, or a similar decision-making body, in strategy development and/or decision-making.

Prerequisites: none

Course Code: FIN5306 ECTS: 5

Course Name: Credit Risk Management

Course Description: The broad areas of knowledge covered in readings related to credit risk measurement and management include the following: Credit analysis, Default risk: Quantitative methodologies, Expected and unexpected loss, Credit VaR, Counterparty risk, Credit derivatives, Structured finance and securitization Prerequisites: none

Course Code: FIN5307 ECTS: 5

Course Name: Operational Risk Management

Course Description: The broad areas of knowledge covered in readings related to operational and integrated risk management include the following: Principles for sound operational risk management, IT infrastructure and data quality, Internal and external operational loss data, Methods of determining operational risk capital for regulatory purposes, Model risk and model validation, Extreme value theory (EVT), Risk-adjusted return on capital (RAROC), Economic capital frameworks and capital planning, Liquidity risk measurement and management

Prerequisites: none

Course Code: FIN5308 ECTS: 5

Course Name: Professional Ethics

Course Description: The course is designed with alignment of CFA Institute Code of Ethics. The CFA Institute Code of Ethics and Standards of Professional Conduct are fundamental to the values of CFA Institute and essential to achieving its mission to lead the investment profession globally by promoting the highest standards of ethics, education, and professional excellence for the ultimate benefit of society. High ethical standards are critical to maintaining the public's trust in financial markets and in the investment profession. **Prerequisites:** none

Course Code: FIN5309 ECTS: 5

Course Name: Securities and Derivatives

Course Description: The course covers main financial instrument such as stocks, bonds, forwards, futures, swaps, and options. The course also describes the fundamentals of the functioning of stock markets: their features, tools and participants, organization and regulation. It will allow students become an informed participant in these markets.

Prerequisites: none

Course Code: FIN5310 ECTS: 5

Course Name: Investment Management

Course Description: The course will cover main steps in the spheres of portfolio management; security selection, portfolio construction and performance measurement. Investment Management course is formed on the core theoretical work in modern asset pricing (i.e. portfolio diversification, the CAPM, market efficiency). The course describes different equity valuation models that are used in evaluation of securities. The course also provides defining elements of fixed-income securities and derivatives. **Prerequisites:** none

Course Code: FIN5321 ECTS: 5

Course Name: Corporate Governance

Course Description: The aim of this module is to provide advanced knowledge and key skills necessary for the company secretary or governance professional to act as chief adviser to the board and other stakeholders on best practice in corporate governance, and as the facilitator for systematic application across a wide range of organisations.

Prerequisites: none

Course Code: FIN5322 ECTS: 2

Course Name: Bloomberg Market Concepts

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: none

Course Code: FIN5322 ECTS: 2

Course Name: Bloomberg Market Concepts 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: none

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

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: 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

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

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

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

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

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

HUMAN RESOURCE MANAGEMENT

Course Code: HRM5201 ECTS: 5

Course Name: Strategic Human Resource Management

Course Description: The goal of this course is to explore how companies can strategically manage human resources as a source of competitive advantage. This calls for a departure from a traditional view of HR as an administrative function to a view of HR as a strategic component in an organization. Students will learn how the system of human resource management can be designed and implemented with the clear goal of contributing to the implementation of the organization's competitive strategy. With appropriate understanding of relevant theories and principles, the focus will be on the application of the practices and tools to real-world situations.

Prerequisites: none

Course Code: HRM5202 ECTS: 5

Course Name: Compensation Management

Course Description: Students will learn about theories and practices of reward management. They will critically assess underlying principles and philosophy of reward management through case studies and real world examples.

Prerequisites: none

Course Code: HRM5203 ECTS: 5

Course Name: Performance Management

Course Description: This course is designed to provide students with the competencies to evaluate performance management systems at the individual, team and organizational levels. Students will understand the key role in performance management for implementing a company strategy. Successful completion of the course will allow students to synthesize their knowledge and create performance criteria; conduct and analyze a review of its activities; develop recommendations for improved performance.

Prerequisites: none

Course Code: HRM5204 ECTS: 5

Course Name: Change Management

Course Description: This course is designed to provide students with both a conceptual framework and the practical skills necessary to develop, implement, and evaluate effective change programs. It also entails an analysis of human resources, culture, organizational design and organization structure. By the end of this course, students will learn the conceptual and theoretical foundations of a change in organizational context.

Prerequisites: none

Course Code: HRM5206 ECTS: 5

Course Name: Collaboration, Conflict Resolution and Mediation

Course Description: This is a review course of basic theory and research in the field of conflict resolution. Students will cover such topics as cooperation and competition, power, culture, justice, negotiation and mediation, violence, intergroup conflicts and intractable conflicts, as they relate to theoretical and practical issues of conflict management and their resolution on intrapsychic, interpersonal intergroup, organizational and international levels

Prerequisites: none

Course Code: HRM5205 ECTS: 5

Course Name: Equality, Diversity and Inclusion

Course Description: This course helps to understand the complexities of diversity and cultural differences, increasingly important components for success in organizations. It discusses the elements of governance and understanding of diversity in foreign environments where cultural differences are the norm for international business. This course examines diversity at home and abroad in an attempt to better understand, appreciate, and appreciate the diversity of differences.

Prerequisites: none

Course Code: HRM5207 ECTS: 5

Course Name: Group dynamics, teambuilding and training

Course Description: This course focuses on the communicative behavior of people within group structures. Didactic and experimental methods are used to study the stages of group development, decision-making methods, group problems and problem solving, resolution skills, norms, structures, powers, membership, ethics, cultural sensitivity, as well as intrapersonal and interpersonal dynamics. in small groups.

Prerequisites: none

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.

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.

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.

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

INTERNATIONAL RELATIONS

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: 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: 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: 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

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

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

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: MGT2202/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

Course Code: MGT3204/MGT3304. 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

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

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

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

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

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

Course Code: MGT4313 ECTS: 5

Course Name: International Management

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

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

Course Code: MGT4310 ECTS: 5

Course Name: Strategic Management

Course Description: Within this course, students will receive competencies aimed at studying strategic management as an enterprise management system and scientific approaches; practical applicability of all elements and methods of strategic management as a competitive advantage; case studies and additional tasks
Prerequisites: Principles of Management

Course Code: MGT5201 ECTS: 5

Course Name: Organizational Behavior

Course Description: The course examines the behavior of people in the organization, and evaluates its impact on performance. The course focuses on human resource management as an object. The main competences of the student on the basis of the study of this discipline are: possession of theoretical issues of individual behavior in the organization, the formation of groups and the development of their behavior; the ability to understand the essence of organizational culture in a company, the balance between “leadership” and “power”, the impact of conflict on an organization; interpersonal and intergroup relationship management skills, as well as organizational change.

Prerequisites: none

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

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

Course Code: MKT5301 ECTS: 5

Course Name: Consumer Behavior and Analysis

Course Description: Consumer behavior encompasses a large variety of issues related to motivation, perception, personality, decision-making, evaluation, drivers, impact of marketing activities and forces of macro and micro environment that might have impact on the purchasing process stages. This course is designed to study theories explaining consumer behavioral features, as well as applying concepts and paradigms of consumer behavior to develop advertising and marketing strategies.

Prerequisites: none

Course Code: MKT5302 ECTS: 5

Course Name: Marketing Management

Course Description: The goal of the course is to provide students with the competencies that will allow analyzing the information necessary for making management decisions in marketing, critically assess marketing strategies and tactics, plan, analyze and evaluate the effectiveness of marketing plans. Students will discuss the impact and influence of various forces and actors on marketing strategy, actions and strategies to manage these issues and importance of research and strategy for marketing performance. Course will examine concepts and tools that the company might apply to develop profound plans on both strategic and tactic levels.

Prerequisites: none

Code: MKT5303 ECTS: 5

Course Name: Strategic Brand Management

Course Description: This course will allow students to learn about the concepts and tools of brand management, integrate their knowledge to form an effective marketing strategy and brand portfolio management. Competences obtained during the course will allow to assess the brand image and brand awareness, analyze strengths and weaknesses, form actions to change the perception of the brand.

Prerequisites: none

Course Code: MKT5302 ECTS: 5

Course Name: Marketing Communications

Course Description: The course is designed to provide a deep explanation of a role of marketing communications in marketing strategy. Students will discuss various issues related to marketing communications: planning, development, control, measurement of outcomes. During the course student will analyze the role of marketing intermediaries in the implementation of marketing communications strategy.

Prerequisites: none

Course Code: MKT5308 ECTS: 5

Course Name: Strategic Management

Course Description Within this course, students will receive competencies aimed at studying strategic management

as an enterprise management system and scientific approaches; practical applicability of all elements and methods of strategic management as a competitive advantage; case studies and additional tasks.

Prerequisites: none

Course Code: MKT5304 ECTS: 5

Course Name: Digital Management

Course Description This module will be based on theories and concepts passed during the training. The course will consider the dynamics of the relationship between the agency and the customer: the main strategies, concepts, theories explaining communication processes, the mechanism for creating and operating advertising campaigns and sales promotion techniques.

Prerequisites: none

Course Code: MKT5307 ECTS: 5

Course Name: PR

Course Description This course examines strategies used in planning and managing communications in a professional context and how to implement them through the integration of information provided in key areas. The PR course teaches students the fundamental concepts of preparing campaigns for the formation of a long-term brand image and a company, the creation of the intangible value of the company's brands.

Prerequisites: none

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

PSYCHOLOGY

Course Code: PSH1201 ECTS: 5

Course Name: Introduction to Psychology -1

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: Introduction to Psychology -2

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: Introduction to Psychology -2

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: Introduction to Psychology -2

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: Introduction to Psychology -2

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: Introduction to Psychology -2

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 psychophysiological 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: Introduction to Psychology -2

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: Introduction to Psychology -2

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: Introduction to Psychology -2

Course Code: PSH3221 ECTS: 5

Course Name: Research Methods 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: Introduction to Psychology -2

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 misbalance between personal and professional life.

Prerequisites: none

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: Introduction to Psychology -2

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

Course Code: PSH 5310 ECTS: 5

Course Name: Fundamentals of Cooperation, Conflict Resolution, and Mediation

Course Description: The course is designed to diagnose and assess different types of conflicts, processes related to cooperation and mediation both on a personal and organizational level. Students will examine sources of conflicts and the dynamics of conflict development. During the course, students will learn how to develop the skills necessary

for resolving conflicts. The course will cover recent studies and psychological frameworks in the field of cooperation and mediation.

Prerequisites: no

Course Code: PSH 5213 ECTS: 5

Course Name: Advanced Social Psychology

Course Description: The course will examine various approaches to the social psychology field. Students will learn how theoretical and empirical researchers incorporated into the learning of social psychology. Issues of the self and its role in management studies, cultural differences, morality, social cognition, attitudes, groups, social influences, and relationships will be covered in the class.

Prerequisites: no

Course Code: PSH 5307 ECTS: 5

Course Name: Introduction to Industrial

Course Description: The principles of psychology as applied to the workplace, including how personal, social, and environmental factors impact attitudes and behavior, and how organizational structures, job training and development and leadership strategies affect workers.

Prerequisites: no

Course Code: PSH 5212 ECTS: 5

Course Name: Cognitive Psychology

Course Description: The course is focused on modern ideas about the principles of information processing and memorization by a human, as well as the peculiarities of natural language, the issues of interpersonal and intergroup communications. The course is also concentrated on the aspects of incoming information perception and analysis, intuitive professional decision making. The course will encompass researches concentrated on psychology, neurobiology, neuropsychology, and consumer behavior.

Prerequisites: no

Course Code: PSH 5214 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 with a focus on organizations. The role of organizational practices and HR strategies to maintain and increase the well-being of employees will be discussed within the course.

Prerequisites: no

Course Code: PSH 5304 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: no

Course Code: PSH 5306 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 that might be employed both on individual and organizational levels.

Prerequisites: no

RESEARCH METHODS

Course Code: RSM5201 ECTS: 10

Course Name: Global Leadership and Organizational Development

Course Description: This module focuses on organizational development through studying fundamental leadership skills such as self-awareness, strategic thinking, creating a motivating environment, empowerment and delegation, managing change, and team processing in modern organizations. The concepts of leadership and motivation are explored focusing on the behavior of people in various organizational contexts. A key objective is to help students understand their current leadership styles and potential, and broadening their global leadership capability. The module will also explore the emergence of corporate ethics in the business environment, its impact on the role of the leader and how it can be applied in Central Asia. The module examines management and leadership tasks associated with the effective design of an organization to achieve strategic objectives. Emphasis is placed on creating alignment among people, culture, structure and reward systems of an organization to assure high performance. The module considers international best practices in management and HR techniques and compares with practices prevalent in Kazakhstan today.

Prerequisites: none

Course Code: RSM5201 ECTS: 5

Course Name: Research Methods 1

Course Description: The purpose of this course is to provide an overview of research design. This overview consists of understanding the preliminary considerations that go into selecting a qualitative, quantitative, or mixed methods research design. These include knowing the definition for these different approaches, considering philosophical worldviews, reviewing the literature, understanding the use of theory, anticipating ethical issues, and developing writing strategies. We will discuss the process of research as it relates to each approach. This process includes writing an introduction, specifying a purpose statement, and developing research questions and/or hypotheses.

Prerequisites: none

Course Code: RSM5202 ECTS: 5

Course Name: Research Methods 2

Course Description: This course will discuss specific quantitative and qualitative techniques applicable for research purposes. Students will discuss focus-groups, in-depth interviews, laddering techniques, ethnographic and observational approaches as well as application of regression, ANOVA, chi squared test, and many others. The process will include case-studies and analysis of collected data. The course also make focus on research ethics and ethical issues within research process

Prerequisites: Research Methods 1

PART VIII 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

The Higher School of Economics

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