#### Ministry of Agriculture of the Republic of Kazakhstan Kazakh Agrotechnical University named after S.Seifullina

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at a meeting of the Academic Council of "university. S.Seifullina"

the University

Protocol № <u>16</u> « 27» 05 2021 A.M. Abdyrov 2021

## EDUCATIONAL PROGRAM "Economics of Modern Business"

Code and classification of the field of education: 6B04 Business, management and law

Code and classification of areas of study: 6B041 Business and management Code in the International Standard Classification of Education: 0410 Qualification: Bachelor of Economics, or Bachelor of Business and Management in the educational program "Economics of Modern Business"

Duration of study: 4 years

#### Academic committee:

- 1. Zamira Mukhambetova Ph.D., acting professor;
- 2. Raushan Mussina Ph.D., Associate Professor;
- 3. Nurlan Kulbatyrov Deputy General Director of QazTrade JSC Trade Policy Center

The Academic Committee was approved by order of the NJSC «Seifullin KATRU» №374-H dated October 18, 2023 year

Educational program 6B04105 «Modern Business Economics» reviewed at the meeting of Economics Department Protocol №11 of April 10, 2023 year Approved by the Faculty Council Protocol №10 of April24, 2023 year

Update date July 19, 2023 year

Head of the Economics Department

A. Temirova

Chairman of FCAQ

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Dean of the Faculty

Employer, deputy

general director

JSC «QazTrade» JSC

Trade Policy Center

N. Kulbatyrov

### Content

Nº	Component name	Page
1.	Passport of the educational program	4
2.	General characteristics of the educational program	5
3.	Competence model (portrait) of a graduate	6
4.	Base of professional practice	8
5.	The structure of the educational program	9
6.	Annex 1. Academic calendar	11
7.	Annex 2. Working curriculum	13
8.	The relationship between the attainability of the formed learning outcomes in the educational program and academic disciplines	15

#### 1 Passport of the educational program

#### 1.1 Purpose of the educational program

Training of specialists with in-depth knowledge of the economic behavior of an enterprise in the conditions of market relations: in matters of business organization and analysis of business processes, target functions of production activities, substantiation of the volume of the production program, financial conditions and sources, personnel and organizational support, business planning, increasing the efficiency of entrepreneurship and competitiveness, taking into account the needs of the regional labor market.

## The objectives of the educational program "Modern Business Economics" are:

- training of a highly qualified specialist with professional competencies in the field of economics, management and organization of production;
- training of specialists who are competitive in the labor market, who have in-depth theoretical and practical training in the field of analytical economics, entrepreneurship and business, capable of self-improvement, self-development and mastery of new knowledge throughout their active life;
- training of specialists capable of substantiating scientific conclusions on the choice of the necessary forms of organization of production and management, management decisions, interpretation of the results obtained;
- training of specialists with a high level of professional culture, including the culture of professional communication, who have a civil position.

#### 1.2 Learning Outcomes

- LO 1. Demonstrate economic knowledge in professional activities based on the study of the patterns of economic interaction between various entities in the field of international and regional exchange of goods and services, the agricultural policy of foreign countries, the movement of factors of production, capital and financial and credit flows
- LO 2. Use communication in oral and written forms in the state, Russian and foreign languages to solve professional problems of interpersonal and intercultural interaction
- LO 3. Evaluate interconnectedness and interdependence of business processes in the context of the digital economy
- LO 4. Recognize the importance of personal career growth based on professional development and features of managerial and marketing activities
- LO 5. Demonstrate knowledge of the fundamental principles of the enterprise's economy and the effectiveness of its activities, use mathematical methods of analysis to make optimal decisions based on statistical, accounting and tax information

- LO 6. Organize entrepreneurial activities, demonstrate knowledge in the field of modern business and interpret the results of the activities of enterprises by industry
- LO 7. Model business processes to develop an enterprise development strategy
- LO 8. Apply regulations in professional activities and use them in business decisions
- LO 9. Apply digital technologies to analyze and plan the main indicators of the financial and economic activities of the enterprise
- LO 10. Apply the principles of organization and remuneration of labor, methods of labor rationing, inventory and cost management of the enterprise
- LO 11. Develop innovative and investment projects based on standard methods, taking into account existing regulations to attract investment in the face of risk and uncertainty of a market economy
- LO 12. Plan and predict business activities and ensure the effectiveness of its development based on the application of analytical methods

## 2 General characteristics of the educational program (relevance, features, competitive advantages, uniqueness, stakeholders, etc.)

The educational program "Modern Business Economics", developed on the basis of the state educational standard, is intended as the main regulatory document that determines the specific content of the implementation of the training of bachelors in the direction "6B041 Business and Administration".

*Relevance*. The training of specialists in accordance with the program is highly relevant, due to the fact that the labor market requires specialists with deep economic knowledge, able to analyze the problems of enterprises, develop ways to solve them, as well as proposals for improving the state economic policy.

Features of the program. In the process of education, the participation of highly qualified teaching staff is expected. Students will receive in-depth knowledge necessary for application in professional activities, including modern methods of economic analysis.

Competitive advantages. The program is based on professorial scientific seminars, author's courses, guest lectures, master classes of famous scientists and practitioners. The effective implementation of the educational program can be facilitated by the presence of a developed infrastructure, specialized laboratories and classrooms at the university.

The uniqueness is determined by the competencies that are achieved as a result of the development of this bachelor's educational program (EP). The EP allows to study the economics of agriculture in more depth, which is ensured by the presence of alternative disciplines in the structure of the curriculum.

Stakeholders. The educational program is drawn up taking into account the expectations of stakeholders, the goals and objectives of the university. As a result of the implementation of the program, students will be able to obtain the necessary economic knowledge. On the basis of the program, the teaching staff will be able

to effectively organize the educational process, as well as train qualified personnel, which meets the expectations of the state and business entities.

#### 3 Competence model (portrait) of a graduate

#### 3.1 Areas of professional activity

The main field of activity of the graduate is the implementation of an economic analysis of the economic activity of the organization, the development of measures to ensure the savings regime, increase the efficiency of work, identify reserves, prevent losses and unproductive costs, more rational use of all types of resources. The activity of an economist covers the management of employees of the economic service involved in the joint conduct of research and development.

An economist can work in accounting, planning or marketing, investing or developing business plans. The economist controls financial settlements with customers, draws up periodic reporting documents. Draws up projects, develops standards for material and labor costs. Collects scientific and technical information. Systematizes and summarizes statistical information. Calculates the material and labor costs of ongoing research. Tracks how cost effective the costs are.

#### 3.2 Types of professional activity

The objects of professional activity of graduates of the direction "6B041 Business and Administration" are:

- enterprises of sectors of the national economy of various organizational and legal forms, regardless of the type of activity, size, form of ownership, their structural production and functional divisions;
  - enterprise infrastructure facilities;
  - design organizations;
  - research organizations;
  - educational institutions.

Career growth develops from the position of an ordinary economist and assumes in the future the position of the head of the planning and economic department, the executive director or director of development of the company, the position of the enterprise manager, who is responsible for the company's competitiveness, controls and coordinates the activities of all structural divisions.

Career growth of graduates of master's and doctoral programs involves the performance of duties of heads of departments and the actual research and educational institutions.

#### 3.3 General educational competencies

- 1) demonstrate knowledge and understanding in the field of study, based on advanced knowledge in the field of study;
- 2) apply knowledge and understanding at a professional level, formulate arguments and solve problems in the field of study;
- 3) collect and interpret information to form judgments, taking into account social and ethical considerations;

- 4) apply theoretical and practical knowledge to solve educational, practical and professional tasks in the field of study;
- 5) learning skills necessary for independent continuation of further education in the field of study;
- 6) know the methods of scientific research and academic writing and apply them in the field of study;
- 7) apply knowledge and understanding of facts, phenomena, theories and complex relationships between them in the field of study;
- 8) understand the importance of the principles and culture of academic integrity.

#### **3.4 Basic competencies**

Possesses the skills necessary for critical thinking, observation, the ability to interpret, analyze, draw conclusions, the ability to give assessments;

Possesses the quality of creativity: the ability to move from one aspect to another, the ability to put forward ideas that differ from the obvious, well-known, generally accepted, banal or firmly established, the ability to see the essence of the problem, the ability to resist stereotypes;

Understands and is able to lead an active life position, can carry out independent behavior in relation to other individuals, strives to lead in a group, a team without harming them and within the framework of regulatory regulations;

Able to adapt to the conditions of changing social, economic, professional roles of a specialist, due to the real conditions of production, promotion through the service hierarchy, transfer to other regions, as well as to a change of profession.

#### 3.5 Professional competencies

#### 1. Possess abilities and use them effectively in various situations:

- the ability to assess the economic and social conditions for the implementation of entrepreneurial activities;
- ability to evaluate investment projects under various conditions of investment and financing;

#### 2. be able to:

- model business processes and demonstrate knowledge of business process reorganization methods;
- apply quantitative and qualitative methods of analysis and build organizational, economic, financial models;

#### 3. have effective communication and social skills, including the ability to:

- the ability to take into account aspects of corporate social responsibility in the development and implementation of the organization's strategy;
- the ability to effectively organize group work based on knowledge of the processes of group dynamics and the principles of team formation;

#### 4. know and understand:

- a modern system of planning and ensuring competitiveness;
- have an idea about the various market structures and the ability to analyze the competitive environment of the industry;

#### 5. have skills:

- calculation and analysis of production costs;
- own modern planning technologies in the organization.

#### 4 Base of professional internships

In the direction "6B041 Business and management" educational and professional practices are provided.

Educational practice is planned in the cycle of basic disciplines, in the amount of 1 credit, and professional (industrial, undergraduate) - in the amount of 10 credits.

The University has concluded agreements with enterprises for students studying in the direction of "6B041 Business and Administration", professional practice. The main bases of practice for students of the educational program "Economics of modern business" are organizations such as SPCGI named after A.I. Barayev Center for Grain Farming, LLP "North Kazakhstan Agricultural Experimental Station", LLP "Expert Agrarian Company", JSC "Center for Trade Policy Development" "QazTrade", etc.

## The structure of the educational program of the bachelor's degree

		Labor in	tensity
№	Name of cycles and disciplines	In academic hours	In academic credits
1	2	3	4
1	Theoretical training	1680	56
	Cycle of basic disciplines	1530	51
	History of Kazakhstan	150	5
	Pholosophy	150	5
	Foreign Language	300	10
1)	Kazakh (Russian) language	300	10
-)	Information and Communication Technologies (in English)	150	5
	Module of socio-political knowledge (sociology, political science, cultural studies, psychology)	240	8
	Physical Culture	240	8
	HEI component or selectable component	150	5
2)	Fundamentals of anti-corruption culture/ Ecology and Fundamentals of Life Safety/ Fundamentals of Economics and Law/ Methods of economic research	150	5
2	Cycle of basic disciplines	3360	112
	HEI component	1680	56
	Economic theory	150	5
	Mathematics in economics	150	5
	Microeconomics	90	3
	Macroeconomics	180	6
	Management	150	5
	Marketing	150	5
	Statictics	180	6
	Finance	150	5
	Enterprise economics	150	5
	Accounting basics	150	5
	Taxes and taxation	150	5
	Educational practice	30	1
2)	Selectable component	1680	56
	Digital Economy/ Network Economy	150	5
	Professionally-oriented foreign language/ Foreign language for academic purposes	90	3
	Professional Kazakh language/ Professional Russian language	90	3
	Entrepreneurship/ Startup Management in Entrepreneurship	150	5
	Business communications/ Strategy and tactics of business negotiations	150	5
	Econometrics / Business Process Modeling	150	5

	Business Law / Commercial Law / Labor Law	150	5
	Economic Analysis / Business Process Analysis	150	5
	Economics of the labor market / Rationing and wages	150	5
	Business Analysis / Cost Management	150	5
	Project Management / Leadership and Team Management	150	5
	International economy / Regional economy / Economy of Kazakhstan	150	5
3	Cycle of major disciplines	1770	69
1)	HEI component	1320	44
	Economics of innovation and investment	150	5
	Financial management	150	5
	Economic and mathematical modeling	150	5
	Innovative Economics and Technological Entrepreneurship	150	5
	Agricultural economics	150	5
	Planning and forecasting in business activities	150	5
	Production organizing	150	5
	Economics of the market of agricultural products	120	4
	Sustainable Development and Food Security	150	5
2)	Selectable component	450	15
	Economics of the industrial sector / Agrarian policy of foreign countries	150	5
	Business planning in the agro-industrial complex / Business planning / Business planning in the manufacturing sector	150	5
	Economic risk assessment / Economics and organization of enterprise activity based on IT technologies	150	5
	Professional practice (industrial, before diploma work)	150	5
5	Final examination	240	8
1)	Writing and defending a thesis, graduation project or preparing and passing a comprehensive exam	240	8
	Total	7200	240
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#### Schedule of the educational process for the 2023-2024 academic year for the educational program faculty of Economics BACHELOR

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#### Conventions:

PW presentation week H holidays EP educational practice

• theoretical training S summer semester MT military training
TD enrollment in disciplines FE final examination
E exzamination session IP industrial practice
P passing FX

#### The Ministry of Agriculture of the Republic of Kazakhstan NC JSC "S.Seifullin Kazakh Agrotechnical Research University"

APPROVED 

WORKING CURRICULUM
for 2023-2027 academic year
For the modular education program: "Modern Business Economics"
by the speciality/group of educational programmes B044 — Management and administration
Degree: Bachelor
Form of education: Full-time (bachelor 4 years) semester
Entry year: 01-09-2023

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85 ES LA 3306 Economy study  B ES LA 3207 Economy study  B ES LA 3306 Economy study  B ES LA 340 Economy study  B ES LA 3306 Economy study  B ES LA 340 Economy study  B ES	62				Organization of production	5	7	7															5.0	,
SE   SE   ABP 3207   Business process analysis   0   6   5/150   15   30   20   85     5/150   15   15   15   15   15   15   15	63		BS ES	EA 3306	Economy study	- 5	6	6			5/150		30				85							
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	Weekly average workload at hours														60	60	58	62	60	60	60	44
1	General education subjects(GER)	56		10	4	0	1680	90	30	450	0	0	224	886	20	27	7	2	0	0	0	0
	Core subjects(GER/CS)	51		9	4	0	1530	75	30	420	0	0	204	801	20	22	7	2	0	0	0	0
	University component(GER/UC)	0		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	Electives(GER/ES)	5		1	0	0	150	15	0	30	0	0	20	85	0	5	0	0	0	0	0	0
!	Base requirements(BS)	112		23	0	1	3360	375	30	630	0	30	444	1851	10	3	22	29	20	20	5	3
	Core subjects(BS/CS)	1		0	0	0	30	0	0	0	0	30	0	0	0	0	0	1	0	0	0	0
	University component(BS/UC)	55		11	0	1	1650	195	30	285	0	0	220	920	10	3	22	10	10	0	0	0
	Electives(BS/ES)	56		12	0	0	1680	180	0	345	0	0	224	931	0	0	0	18	10	20	5	3
3	Profession requirements(VRS)	64		10	0	0	1920	150	0	300	0	420	200	850	0	0	0	0	10	10	25	19
	Core subjects(VRS/CS)	14		0	0	0	420	0	0	0	0	420	0	0	0	0	0	0	0	0	0	14
	University component(VRS/UC)	35		7	0	0	1050	105	0	210	0	0	140	595	0	0	0	0	- 5	10	15	5
	Electives(VRS/ES)	15		3	0	0	450	45	0	90	0	0	60	255	0	0	0	0	5	0	10	0
•	Total on curriculum	232			4	1	6960	615	60	1380	0	450	868	3587	30	30	29	31	30	30	30	22
1	Additional courses										Num	ber of credit	ts	Aca	demic pe	riod	Num	nber of ho	ours	Num	nber of w	eeks
i	Module of final certification (MoFC)		•									8						240.0				
•	Total including FCS									· · · · · · · · · · · · · · · · · · ·		240						7200.0	-			
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Examinations (semester)\* - The final form of control on Physical Culture and types of professional practice is a differentiated credit.

Director of Department of Academic Affairs Deputy Director of the Department of Academic Affairs Dean of the faculty Head of the Department Жургенов Жакенбай Сарсенбаевич

Сабырова Мадина Елемесовна Темирова Акмарал Болатовна

# Annex 3. Matrix of attainability of the formed learning outcomes for the educational program with the help of academic disciplines

№	Name of	Brief description of the discipline	Num						tcome						
	disciplines		ber of credi ts	ON 1	ON 2	ON 3	ON 4	ON 5	ON 6	ON 7	ON 8	ON 9	O N 10	O N 11	O N 12
		Cycle of general education		ines											
		HEI component / se	lectable												
1	Basics of law	Fundamentals of the theory of state and law. Constitutional right. Organization of public administration. Fundamentals of administrative law of the Republic of Kazakhstan. Fundamentals of labor law. Fundamentals of civil law. Fundamentals of criminal law. Fundamentals of criminal procedure and civil procedure law. Fundamentals of financial law. Fundamentals of tax law. Fundamentals of environmental law.	5	V							V				
		Cycle of basic discipline	es	•	•	•	•	•	•		•	•			
		HEI component													
2	Mathematics in economics	Matrices and determinants. Systems of linear algebraic equations and inequalities. Vectors and vector systems. Straight and plane. Functions, limit, continuity. Derivative and differential functions. Differential calculus in economic analysis. Economic and mathematical modeling. Problems of mathematical programming. Applied mathematical models. Basic concepts of probability theory and mathematical statistics.	5					V							
3	Economic theory	The subject and methods of studying economic theory. Basics of social production. Economic systems. Property relations and their role in the economy. Capital: the essence and form. Labor and capital markets. Formation of factor income. Land rent. National economy as a system. Cyclical development of the economy. Unemployment and its forms. Inflation and its types.	5	V											
4	Microeconomic s	Subject and method of microeconomics. Market mechanism of economic regulation. Elasticity of supply and demand. Impact of taxes. Theory of consumer behavior. Comparative statics and demand analysis. The theory of production. Production costs. The behavior of the firm under conditions of perfect competition. The behavior of the firm-monopolist.	3	V											
5	Macroeconomic s	Macroeconomic indicators. Production and distribution of national income. Macroeconomic instability. Macroeconomic models of market equilibrium: Model AD-AS. Consumption and savings. The state budget. Fiscal policy. Demand and supply of money. Monetary	6	V											

The role, functions and tasks of a manager in a modem organization. The main business processes in the organization and programation and programation and programation and production and production.  Types and methods of organizational planning. Types of organizational planning. Types of organizational programs of their adoption.  Marketing Marketing environment Marketing research and marketing information system. Market segmentation and product positing. Consumer behavior in the consumer market. Product marketing system. Price and pricing in marketing. Promotion of goods: advertising, sales promotion and communication systems. Planning and control in marketing. International Marketing. Service marketing and nonprofit marketing. Service marketing and nonprofit marketing. Service marketing and nonprofit marketing.  Statistics The subject of statistics. Statistical observation, systematization of data, their presentation. Absolute and relative indicators. Average values and indicators of variation. Selective method in statistical study is statistical study of the dynamics of business. Economic indexes. Statistical study of the relationship of economic phenomena.  Finance Promote of variation. Selective method in statistical study of the process of developing and market phenomena.  Finance Promote of the process of developing and marking technical markets and internate market. International finance. Pinance of economic entities and sources of their financing. Personal Pinance in the honsehold system.  It is an independent economic distribute, the subject of which is the economic decisions. The development of competent economic solutions and sources of their financing. Personal Pinance in the honsehold system.  Enterprise of specific economic distribute the subject of which is the economic decisions. The development of competent economic solutions is impossible without knowledge of economic leaves, the subject of which is the economic decisions. The development of competent economic solutions and legal entities. The			policy. The interaction of markets. Model IS-LM. Balance of payments and exchange rates. Exchange rate regimes and aggregate demand. International trade and trade policy.									
information system. Market segmentation and product positing. Consumer behavior in the consumer market. Product marketing system. Price and pricing in marketing. Promotion of goods: advertising, sales promotion and communication systems. Planning and control in marketing. Service marketing and nonprofit marketing. Service marketing the subject of statistical studies of business processes. Statistical studies of business processes. Statistical studies of business processes. Secondic studies of business processes. Economic indexes. Statistical study of the dynamics of business processes. Economic phenomena.  9 Finance  Fundamenals of Finance. Organization and financial management. Public finance. Monetary policy of the state. The national Bank of Kazakhstan. Financial markets and intermediaries. Second-tere bunks and Parabank institutions. Insurance and insurance market. International finance. Finance of economic entities and sources of their financing. Personal Finance in the household system.  10 Enterprise economic services the process of developing and making economics solutions is impossible without knowledge of economic laws, the presence of specific economic knowledge, skills, and the ability to use them in practice.  11 Basis of Accounting as an information system. Legal and regulatory accounting farmework of accounting. For accounting for ac	6	Management	organization. The main business processes in the organization. Types and methods of organizational planning. Types of organizational structures, the main types and procedures of internal control. Types of management decisions and methods of their	5		V		V				
Statistics  The subject of statistics. Statistical observation, systematization of data, their presentation. Absolute and relative indicators. Average values and indicators of variation. Selective method in statistical studies of business processes. Statistical hypothesis testing. Statistical study of the dynamics of business processes. Economic indexes. Statistical study of the relationship of economic phenomena.  Pundamentals of Finance. Organization and financial management. Public finance. Monetary policy of the state. The national Bank of Kazakhstan. Financial markets and intermediaries. Second-tier banks and Parabank institutions. Insurance market. International finance. Finance of economic entities and sources of their financing. Personal Finance in the household system.  It is an independent economic discipline, the subject of which is the activities of the enterprise, the process of developing and making economic decisions. The development of competent economic solutions is impossible without knowledge of economic laws, the presence of specific economic knowledge, skills, and the ability to use them in practice.  Bills and double entry. Preparation of accounting. Forms of accounting. Forms of accounting. Forms of accounting. Forms of accounting. Fundamentals of financial reporting.  The statistical study of the variation system. Legal and regulatory and legal entities, the Tax on vehicles. Land tax. Value added tax. Excises. Gambling tax. Fixed tax. Corporate income tax. Rodividual income tax. Social tax regime. Fees, duties and charges.	7	Marketing	information system. Market segmentation and product positing. Consumer behavior in the consumer market. Product marketing system. Price and pricing in marketing. Promotion of goods: advertising, sales promotion and communication systems. Planning and control in marketing. International Marketing. Service	5		V						
Public finance. Monetary policy of the state. The national Bank of Kazakhstan. Financial markets and intermediaries. Second-tier banks and Parabank institutions. Insurance and insurance market. International finance. Finance of economic entities and sources of their financing. Personal Finance in the household system.  It is an independent economic discipline, the subject of which is the activities of the enterprise, the process of developing and making economic decisions. The development of competent economic solutions is impossible without knowledge of economic laws, the presence of specific economic knowledge, skills, and the ability to use them in practice.  It is an independent economic decisions. The development of competent economic solutions is impossible without knowledge of economic laws, the presence of specific economic knowledge, skills, and the ability to use them in practice.  It is an independent economic solutions is impossible without knowledge of economic laws, the presence of specific economic accounting as an information system. Legal and regulatory framework of accounting. Accounting functions. Balance sheet. Bills and double entry. Preparation of accounting. Correspondence of accounts. Cost measurement of accounting. Forms of accounting. Forms of accounting. Fundamentals of financial reporting.  It is an independent economic and the ability to use them in practice.  It is an independent economic and the ability to use them in practice.  It is an independent economic and the ability to use them in practice.  It is an independent economic and the ability to use them in practice.  It is an independent economic and the ability to use them in practice.  It is an independent economic and the ability to use them in practice.  It is an independent economic and the ability to use them in practice.  It is an independent economic and the ability to use them in practice.  It is an independent economic and the ability to use them in practice.  It is an independent economic and the ability to use them	8	Statistics	The subject of statistics. Statistical observation, systematization of data, their presentation. Absolute and relative indicators. Average values and indicators of variation. Selective method in statistical studies of business processes. Statistical hypothesis testing. Statistical study of the dynamics of business processes. Economic indexes. Statistical study of the relationship of economic	6			V					
Enterprise economics  Enterprise economics  Enterprise economics  Enterprise economics  Enterprise economics  Enterprise economic discipline, the subject of which is the activities of the enterprise, the process of developing and making economic decisions. The development of competent economic solutions is impossible without knowledge of economic laws, the presence of specific economic knowledge, skills, and the ability to use them in practice.  11 Basis of Accounting as an information system. Legal and regulatory framework of accounting. Accounting functions. Balance sheet. Bills and double entry. Preparation of accounting entries. Correspondence of accounts. Cost measurement of accounting. Forms of accounting. Fundamentals of financial reporting.  12 Taxes and Fundamentals of taxes and taxation. Tax on property of physical and legal entities. the Tax on vehicles. Land tax. Value added tax. Excises. Gambling tax. Fixed tax. Corporate income tax. Individual income tax. Social tax. Special tax regime. Fees, duties and charges.	9	Finance	Public finance. Monetary policy of the state. The national Bank of Kazakhstan. Financial markets and intermediaries. Second-tier banks and Parabank institutions. Insurance and insurance market. International finance. Finance of economic entities and sources of	5			v			V		
accounting framework of accounting. Accounting functions. Balance sheet.  Bills and double entry. Preparation of accounting entries. Correspondence of accounts. Cost measurement of accounting. Forms of accounting. Fundamentals of financial reporting.  12 Taxes and Fundamentals of taxes and taxation. Tax on property of physical and legal entities. the Tax on vehicles. Land tax. Value added tax. Excises. Gambling tax. Fixed tax. Corporate income tax. Individual income tax. Social tax regime. Fees, duties and charges.	10	-	activities of the enterprise, the process of developing and making economic decisions. The development of competent economic solutions is impossible without knowledge of economic laws, the presence of specific economic knowledge, skills, and the ability to	5			v					
taxation and legal entities. the Tax on vehicles. Land tax. Value added tax.  Excises. Gambling tax. Fixed tax. Corporate income tax. Individual income tax. Social tax regime. Fees, duties and charges.	11	accounting	Accounting as an information system. Legal and regulatory framework of accounting. Accounting functions. Balance sheet. Bills and double entry. Preparation of accounting entries. Correspondence of accounts. Cost measurement of accounting. Forms of accounting. Fundamentals of financial reporting.	5			V				V	
Cycle of basic dissiplines	12		and legal entities. the Tax on vehicles. Land tax. Value added tax. Excises. Gambling tax. Fixed tax. Corporate income tax. Individual	-			V					

Digital economy Communication technologies in the digital economy. Artificial inclligence, the ambiguity of its definition. The Internet of things, its place in the digital economy. Artificial inclligence, the ambiguity of its definition. The Internet of things, its place in the digital economy. Artificial inclligence, the ambiguity of its definition. The Internet of things, its place in the digital economy. Artificial inclligence, the ambiguity of its definition. The Internet of things, its place in the digital economy. Artificial inclligence, the ambiguity of its definition. The state of the economy of the electronic business market, the theoretical foundations of economy of the electronic business market, the work of provider firms, internet marketing, practical skills in their use in various fields of activity. The main categories of network economics. The impact of new technologies on economic entities. Organization of communication in the network economics. Provider firms.  At the end of the course, students develop writing and speaking skills, observing all the norms of the Kazakh (Russian) professional fluctuary language from the professional texts of various functional skyles communication skills and speech skills when reading professional texts in the specialty oriented foreign language professional texts of various functional skyles communication skills and speech skills when reading professional competence, professional texts of various functional function of professional competence, professional texts of various functional function of professional competence, professional competence, professional communication skills and speech skills when reading professional competence, professional foreign language for the implementation of written and oral information exchange, further development speech activity. The miles of speech behavior in the social, household and cademic observations. The shipe-text planguage is a means of educational and the basics of skidying foreign language for a moderne communicati			Selectable component									
economy of the electronic business market, the work of provider firms, intermet marketing, practical skills in their use in various fields of activity. The main categories of network economics. The impact of new technologies on economic entities. Organization of communication in the network economy. Economerce. Provider firms.  15 Professional Kazakh (Russian) Inguage Ing	13	economy	Communication technologies in the digital economy. Artificial intelligence, the ambiguity of its definition. The Internet of things, its place in the digital economy. Rating of the largest e-commerce markets. The main directions of e-commerce. The state of the e-commerce market in KT, development prospects.	5		V				V		
Kazakh (Russian) kills, observing all the norms of the Kazakh (Russian) professional (Russian) literary language; knowledge of the semantic structural features of language professional texts of various functional styles; communication skills and speech skills when reading professional texts in the specialty oriented foreign language speech of future of professional foreign language for the implementation of written and oral information exchange, further development speech activity. The rules of speech behavior in the social, household and academic spheres are considered.  17 Foreign language for language of teaching the discipline is to master a foreign language for academic communication. The subject of studying foreign language as a means of educational and the basics of scientific academic communication. The subject of studying foreign language for academic purposes is the formation of an idea about the culture of academic communication: speech etiquette.  18 Entrepreneurshi per entrepreneurshi per entrepreneur, aspects of the business environment, business organization issues, analyzes the problems and opportunities that entrepreneurs face in a competitive environment, pays attention to developing effective strategies for successful entrepreneurship.  19 Startup Management in Entrepreneurship provides students with a set of theoretical knowledge, practical skills and abilities in the field of startup management in technical/social entrepreneurship. Modern concepts of startup management in technical/social entrepreneurship. Basics of startup management in technical/social entrepreneurship.  19 Startup Management in technical/social entrepreneurship. Basics of startup management in technical/social entrepreneurship. Basics of startup management in technical/social entrepreneurship.	14		of the electronic business market, the work of provider firms, internet marketing, practical skills in their use in various fields of activity. The main categories of network economics. The impact of new technologies on economic entities. Organization of communication in the network economy. E-commerce. Provider	5		V				v		
oriented foreign language proficiency in a professional foreign language proficiency in a professional foreign language for the implementation of written and oral information exchange, further development speech activity. The rules of speech behavior in the social, household and academic spheres are considered.  17 Foreign The purpose of teaching the discipline is to master a foreign language for academic communication. The subject of studying foreign language for academic communication: speech etiquette.  18 Entrepreneurshi The discipline studies the development and implementation of entrepreneurial initiatives. Considers the skills and qualities necessary for a modern entrepreneur, aspects of the business environment, business organization issues, analyzes the problems and opportunities that entrepreneurs face in a competitive environment, pays attention to developing effective strategies for successful entrepreneurship.  19 Startup Management in Entrepreneurship provides students with a set of theoretical knowledge, practical skills and abilities in the field of startup management in technical/social entrepreneurship.  Basics of startup management in technical entrepreneurship.  Basics of startup management of a startup. Evaluating the	15	Kazakh (Russian)	skills, observing all the norms of the Kazakh (Russian) professional literary language; knowledge of the semantic structural features of professional texts of various functional styles; communication skills	3	V							
The purpose of teaching the discipline is to master a foreign language for academic communication. The subject of studying foreign language as a means of educational and the basics of scientific academic communication. The subject of studying foreign language for academic communication: speech etiquette.  18 Entrepreneurshi p The discipline studies the development and implementation of entrepreneurial initiatives. Considers the skills and qualities necessary for a modern entrepreneur, aspects of the business environment, business organization issues, analyzes the problems and opportunities that entrepreneurs face in a competitive environment, pays attention to developing effective strategies for successful entrepreneurship.  19 Startup Management in Entrepreneurship provides students with a set of theoretical knowledge, practical skills and abilities in the field of startup management in technical entrepreneurship. Basics of startup management in technical entrepreneurship.  Basics of startup management of granization of startup management. Organization of startup management. Planning and development of a startup. Evaluating the	16	oriented foreign	specialists to increase the level of professional competence, proficiency in a professional foreign language for the implementation of written and oral information exchange, further development speech activity. The rules of speech behavior in the	3	V							
p entrepreneurial initiatives. Considers the skills and qualities necessary for a modern entrepreneur, aspects of the business environment, business organization issues, analyzes the problems and opportunities that entrepreneurs face in a competitive environment, pays attention to developing effective strategies for successful entrepreneurship.  19 Startup "Startup Management in Entrepreneurship" provides students with a set of theoretical knowledge, practical skills and abilities in the field of startup management in technical/social entrepreneurship. Modern concepts of startup management in technical entrepreneurship. Basics of startup management. Organization of startup management. Planning and development of a startup. Evaluating the	17	language for academic	The purpose of teaching the discipline is to master a foreign language as a means of educational and the basics of scientific academic communication. The subject of studying foreign language for academic purposes is the formation of an idea about the culture of academic communication: speech etiquette.	3	V							
Management in Entrepreneurshi p set of theoretical knowledge, practical skills and abilities in the field of startup management in technical/social entrepreneurship. Modern concepts of startup management in technical entrepreneurship. Basics of startup management. Organization of startup management. Planning and development of a startup. Evaluating the	18	•	entrepreneurial initiatives. Considers the skills and qualities necessary for a modern entrepreneur, aspects of the business environment, business organization issues, analyzes the problems and opportunities that entrepreneurs face in a competitive environment, pays attention to developing effective strategies for successful entrepreneurship.	5		V		V	V			
20 Business The concept of communication and the role of management, 5 v		Management in Entrepreneurshi p	set of theoretical knowledge, practical skills and abilities in the field of startup management in technical/social entrepreneurship. Modern concepts of startup management in technical entrepreneurship. Basics of startup management. Organization of startup management. Planning and development of a startup. Evaluating the effectiveness startup.			V		V	V			

	communication	organizational communication and its barriers. Types of communication networks. Speech to the audience. Psychology of business communication. Communicative culture in business communication. Forms of business communication. Management of the organization. Information Security. Hidden aspects of communication. Conflict and ways to manage conflict.									
21	Strategy and tactics of business negotiations	"Strategy and tactics of business negotiations" contributes to the formation of students' theoretical ideas, teaching methods and tactics, practical skills of conducting business negotiations. Business negotiations: concept, classification, functions and features. Preparation for business negotiations. Strategy and tactics of negotiation. Rules and styles of negotiation. Structure and final documents of the negotiation process.		v							
22	Econometrics	The role of econometrics in business. Test statistical hypotheses. Linear pair correlation and regression. Least square method. Testing hypotheses about the significance of regression coefficients and the equation of pairwise linear regression. Nonlinear pairwise regression models. Multiple linear regression. Multicollinearity. Cobb-Douglas production function. The specificity of the study of relationships in time series.	5			V	V				
23	Modeling of business processes	Prerequisites for the formation of new approaches to the organization of the enterprise. The concept of a business process. Process approach and process-oriented organization. Theoretical foundations of business process management. The main approaches and standards for modeling business processes. Methodologies for modeling business processes. Software business process modeling.	5				V				
24	Business Law	The study of the legal basis of business activity in the conditions of modern development of the market economy of Kazakhstan, the theory and practice of application of the norms of business law in relation to the materials of the practice of economic dispute resolution.	5					٧		V	
25	Economic law	The discipline "Economic Law" studies: property as an object of economic law, initiative of economic activity, types and components of economic risk, methods of managing business risk, legal regulation of entrepreneurship of non-state commercial persons,the ratio of the legal status of an entrepreneur with the legal capacity of a legal entity, the types of legal liability for economic offenses.	5					V		V	
26	Labor law	The subject of labor law regulates close relations between the employer and employees, trade unions. In addition, the terms of the employment contract, the grounds for concluding and terminating the employment contract, work and rest hours, payment of wages for work, guarantees related to work, labor procedure.	5					V		V	
27	Economic analysis	Organization of economic analysis. Method and methodology of economic analysis. Analysis of the efficiency of the use of	5		V						V

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		enterprise resources. Management analysis. Marginal analysis. Financial analysis using AIS AuditExpert, Your financial analyst: basic formats of financial information analysis; financial stability analysis, capital structure indicators; solvency and creditworthiness analysis; cash flow analysis; profitability analysis.											
28	Business process analysis	Definition of business processes. Elements of a business process. Classification of business processes. Stages and methods of modeling business processes. The system of business processes of the organization. Building a system of analytical indicators for managing business processes. Current and regulatory business process models. Cost and cost model of the business process.	5			V							<b>&gt;</b>
29	Economicy labor market	Theoretical foundations of labor economics on a national scale, industry and a particular enterprise (organization); requirements for the formation and use of labor resources, their training, retraining; the main features of the formation of employment and the labor market; general concepts of the standard of living and social guarantees of workers.	5	V							V		
30	Rationing and remuneration	Introduction to the course "Organization, rationing and remuneration at the enterprise." The organization of labor, its essence and content. ore process, methods and techniques of labor. Division of labor and cooperation of labor. Organization and maintenance of jobs. Analysis and assessment of the level of work organization and design of measures to improve it.	5	V							v		
31	Analysis of economic activity	The role of the analysis of economic activity in the management of a commercial organization. Methodology of analysis of economic activity. Analysis of production, sales and cost of production. Comprehensive analysis of the use of labor and production resources. Comprehensive analysis of the financial condition of the organization.	5		V								
32	Cost management	The content of cost management in the enterprise. Classification of production costs. Forecasting and cost planning. Management of stocks and costs of the enterprise. The cost of product quality. Evaluation of the cost of production and determination of its profitability. Estimation and analysis of break-even production. Cost management during production.	5								V	v	
33	Project management	External and internal project environment. Project life cycle. Basic concepts in the process approach. The group of initiation processes, planning processes, execution processes, monitoring and control processes, completion processes. Basic concepts in the process approach. Management of the content and organization of the project. Project Duration Management. Project risk management. Project Resource management.	5				v					V	
34	Leadership and team management	The function of a leader in modern society. The history of the birth and development of leadership psychology. Personal characteristics of the leader. The concept of the team , types of teams. Forming	5				V					V	

		effective teams. Team management. Socio-psychological structure of the team. Team management problems.											
35	International economics	Classical and neoclassical theories of international trade. The standard model and the impact of international trade on income distribution. Alternative theories of international trade. International trade policy and its tools. International capital movements. International labor mobility. International Economic Integration. National income and balance of payments. International Monetary System. Exchange rate and foreign exchange markets.	5	V									
36	Regional economy	Regional economics management discipline. The concept and typology of Regions. Theoretical foundations of the regional economy and management. The economy of the region as an object of management. Economic potential of the region and its assessment. The region as an object of Macroeconomic Analysis. Historical and geographical characteristics of the economy of the regions of Kazakhstan.	5	V									
37	Economy of Kazakhstan	The formation and development of the economy of Kazakhstan. Sectoral structure of the national economy. Models, forms and methods of state regulation of the economy. The public sector as a tool for GRE. State regulation of business activities in Kazakhstan. The structure of government of the economy of Kazakhstan. Government measures to ensure economic growth.	5	V									
		Cycle of major discipline	es			<u>'</u>		LI Company	L.	'.			
		HEI componment	•		1					1			
38	Economy of innovation and investment	The concept of innovation and investment activity of the enterprise. Content and organization of innovation and investment activities. Methods and technology planning innovation and investment. Business plan of innovation and investment projects. Management decisions in business planning, innovation and investment projects. Analysis and evaluation of the effectiveness of innovative and investment projects.	5									V	
39	Financial management	Basic concepts of financial management. Risk and return. Risk management, portfolio of assets. Effect of operational and financial leverage. Borrowing policy. Cost of capital. Capital structure theory. Management of dividend policy and production development policy. Forecasting the cash flow of the investment project. Optimization of the capital budget. Management of current assets and short-term liabilities.	5	V			V				V		
40	Economic mathematical modeling	The techniques of mathematical formalization of processes in marketing activities, the basics of economic and mathematical modeling, the stages of mathematical modeling. Linear programming models, finite methods for solving linear programming problems, duality theory in linear programming models and its use in marketing research analysis. Transportation task. Application Packages.	5		V							V	

41	Innovative Economics and Technological Entrepreneurshi p	The study of the discipline is aimed at the formation of skills and knowledge necessary for the development and application of innovative approaches to creating your own business based on technology, the implementation of entrepreneurial activities at various levels. The discipline examines breakthrough technologies, intellectual property issues and business strategy.	5					V	V			V	
42	Agrarian Economics	Agro-industrial complex of the Republic of Kazakhstan. Market in the AIC. The economic basis of the market mechanism of management. Land resources of agricultural production and ways of efficient use of land. The main capital of agricultural production. The working capital of agricultural production. Labor resources. Intensification and scientific and technical process in agriculture.	5									V	
43	Planning and Forecasting of Entrepreneurial Activities	The discipline considers the process of entrepreneurial activity planning based on the identification, analysis and evaluation of business opportunities. Aspects of the implementation of a business idea, issues of financing, determining the target market, setting goals and objectives, developing events are studied. The discipline aims to ensure effective planning.	5										V
44	Organization of production	It is an independent economic discipline, the subject of which is the theoretical foundations of the organization of production, methodological features, basic principles and conditions for increasing the efficiency of the organization of production, taking into account the factors of the external and internal environment.	5					v					
45	Economics of the market of agricultural products	The discipline "Economics of the agricultural products market" - examines the study of industrial relations in the agricultural sector, the mechanism of action of economic laws and forms of their manifestation. The course studies industrial relations in the agricultural sector in mutual connection with other spheres of material production.	4	V			V	V					
46	Sustainable Development and Food Security	The discipline forms knowledge about the essence of food security and its role in ensuring sustainable development, emphasizes the importance of balancing economic, social and environmental factors in the production and distribution of food, about tools, programs, measures aimed at creating a more sustainable and food-safe future.	5	V						V		V	
		Cycle of major discipline	es										
47	Agrarian Policy	The concept and essence of Agricultural Policy. The state of the	5			v							
	of Foreign Countries	Republic of Kazakhstan in the agro-industrial complex. Agrarian Policy of Russia-systemic problems and their solution. Agrarian Policy of the Republic of Belarus. Agricultural policy of France, Germany. Agricultural policy of Poland. US agricultural policy. Agricultural policy in Cana. British Agricultural Policy.				v							
48	Economy of the production	The subject and objectives of the course. Competitiveness of the sectoral structure of the production sphere of the Republic of	5					V					

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	sector	Kazakhstan. Organization of production management. Placement of the manufacturing sector of the economy. Specialization and cooperation in the production sector. The concentration of production and size of enterprises. Combination in the manufacturing sector.										
49	Business planning in agro-industrial complex	The discipline reveals the process of developing a comprehensive business development plan in the agro-industrial complex, methods for analyzing market trends, identifying potential risks and business opportunities. Approaches to setting goals and objectives to ensure the profitability and sustainability of activities, efficient resource management and environmental protection are considered.	5						V			V
50	Business planning	The business plan of the enterprise of the agro-industrial sector as the basis for the implementation of the entrepreneurial idea. Business planning as an element of the economic policy of the company. Organization of business planning. Place and role of the business plan in business management. Analytical sections of a typical business plan for enterprises.	5						^			^
51	Business planning in the production sphere	Business plan as the basis for the implementation of the entrepreneurial ideas of production activities. Business planning as an element of the economic policy of the company. Organization and planning of business in the manufacturing sector. The place and role of the business plan in the management of a production enterprise.	5						٧			V
52	Economic risks assessment	The discipline studies the process of assessing the potential consequences of risks for business and society. Builds knowledge of methods for identifying and analyzing potential risks, assessing their likelihood and severity, and evaluating their potential economic impacts. The acquired knowledge and skills make it possible to determine the levels of risks.	5								V	
53	Economics and organization of an enterprise activity on the basis of IT technologies	Economic information systems. Information technology in the field of economics and business. Designing automated information systems in the economy. Intellectual information technologies in economic information systems. Telecommunication technologies in economic information systems.	5			v				V	V	
54	Professional practice	Professional practice is a mandatory section of the educational program and is a type of educational activity aimed at professional and practical training of students. The goal of professional practice is to systematize, generalize and deepen the theoretical knowledge and skills acquired by students in the course of mastering the educational program.	10									