

«ALIKHAN BOKEIKHAN UNIVERSITY» EDUCATIONAL INSTITUTION

Department of information and technology and economics

Department of business and management

6B04116 «ECONOMICS»

**CATALOGUE OF THE ELECTIVE
COURSES**

Year of receipt - 2021

Term of study - 2 years 8 months

Semey 2021

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Student memo

Dear student of the «ALIKHAN BOKEIKHAN UNIVERSITY», we offer you a catalog of elective disciplines. This is a systematic list of all elective academic disciplines with a brief description of them. It is designed for you, to provide the opportunity for prompt, convenient and comprehensive formation of an individual learning path. This is an assistant to create your individual curriculum.

According to the credit technology of training, all academic disciplines are divided into three cycles: compulsory disciplines (OOD), basic disciplines (DB) and core disciplines (PD). The disciplines in each of these cycles are divided into two types: Mandatory component and Optional component (elective disciplines).

The disciplines of the compulsory component are determined by the State Compulsory Education Standard for each specialty and are mandatory for all students without exception.

The Elective component disciplines are offered by your department and take into account the needs of the labor market, the expectations of employers and the interests of the student.

From the entire list of Elective courses you can choose the most interesting for you. Thus, for each of the cycles of academic disciplines, your curriculum consists of two groups of disciplines: a compulsory component and a component of choice (elective courses).

The methodology for choosing elective courses using the Catalog to include them in your individual curriculum is as follows:

1. Find your course and study term in the list.
2. Determine the number of credits for this elective discipline from the curriculum of the modular educational program.
3. Carefully read the list of offered elective courses. Pay attention to the combination of academic disciplines in accordance with the selected courses through special codes. Only one discipline can be selected from a group of elective courses.
4. Read a brief description of the elective courses that interest you and make your choice.
5. Check the compliance of the total number of credits for the courses you have chosen with the required amount of credits according to the curriculum of the modular educational program.
6. Use the help of an adviser when choosing elective disciplines.

**Awarded degree: Bachelor of Economics in the educational program
"6B04116-Economics"**

№	Name of the discipline	Number of credits	Prerequisites	Postrequisites	A brief description indicating the purpose of the study, a brief summary and the expected results of the study (knowledge, skills, competencies)
BASIC DISCIPLINES					
Optional components (OC)					
1	Statistics	4	Economic theory	Economic analysis	<p>The purpose of studying the discipline is to master students' statistical methodology and its application in a comprehensive study of socioeconomic processes taking place in enterprises and in branches of the national economy.</p> <p>Content: The discipline studies the basic concepts and categories of statistics, the process and stages of statistical research, series of dynamics, indices, selective observation, in addition, statistical and socio-economic indicators used to analyze the current social and economic situation.</p> <p>Expected result:to know: selective observations, statistical methods for studying the dynamics of social phenomena, the subject and method of statistics, statistical observation, statistical summary and grouping, absolute and relative values, average values and indicators of variation, selective observation, series of dynamics, indices, statistical study of the interrelationships of social phenomena, population and labor statistics, the system of national accounts, basic macroeconomic indicators, statistics of the standard of living of the population; be able to: systematize and generalize economic information, analyze the structure and trends of the development of Kazakhstan and the world economy, predict economic processes; collect and register information, carry out primary processing and control of observation materials, perform calculations of statistical indicators and formulate basic conclusions, carry out a comprehensive analysis of the studied socio-economic phenomena; skills: the use of statistical information in the further development of general and special economic disciplines; the use of statistical methods for processing and analyzing quantitative and qualitative information about the development of socio-economic processes and phenomena.</p> <p>Competencies: economic, organizational and managerial</p>
1	Socio-economic statistics	4	Economic theory	Economic analysis	<p>The purpose of studying the discipline is to master an effective toolkit of knowledge of mass social phenomena and master the basics of the methodology of statistical research.</p> <p>Content: "Socio-economic statistics" studies the basics and system of indicators of socio-economic statistics, population and labor statistics, statistics of national wealth, costs and intermediate consumption, commodity and money circulation, price statistics, production efficiency statistics, basic macroeconomic indicators, statistical dynamics study socio-economic</p>

					<p>phenomena.</p> <p>Expected result: to know: the basics of building, calculating and analyzing a modern system of economic and financial indicators characterizing the activities of economic entities on micro- and macro-level; be able to: analyze the dynamics of macro- and microeconomic indicators, use the data to solve professional problems; skills: modern methods of calculation and analysis of socio-economic indicators, characterizing economic processes and phenomena at the micro and macro levels</p> <p>Competencies: economic, organizational and managerial</p>
2	Basics of management and marketing	5	Psychology	<p>Labor market economics, Labor management Institutional economics. Operations management</p>	<p>Purpose: to study the basic methods and principles of management in an enterprise in a market economy</p> <p>Content: Discipline reveals the content of management, forms a complex of knowledge about management, develops specific skills for implementing various types of management activities, analysis of management systems and design. Studying the “Fundamentals of management and marketing”, students acquire knowledge and management skills in a market environment, the fundamentals and concepts of marketing in order to effectively establish communication processes.</p> <p>Expected Study Results: to know: fundamentals of marketing and management; to determine the state of the economy, the real state of the company and its position in the market; to evaluate the results of marketing activities of the company; organizational and legal foundations of management and marketing; principles, functions and methods of management; technologies and management techniques; the logic of building and developing a management system; ways to efficiently manage current affairs; ways to solve consumer problems; communication in management systems; modeling and optimization of processes in management; planning marketing activities; marketing opportunities to ensure the financial stability of the enterprise; a set of economic indicators characterizing the free market of goods and services; features of marketing in construction and real estate; be able to: use legislative and regulatory documents in the field of management; make informed decisions in constantly changing conditions; link demand and production in the process of developing management decisions; think in terms of the market; achieve goals; predict the development of events; develop a strategy, market policy of the organization in the implementation of management practice; correctly use marketing opportunities for the sale of products, material and technical support of production, ensuring the financial stability of the enterprise; possess: basic concepts and tools of management and marketing; methods of modern management and marketing of organizational design; processes of making and implementing managerial decisions; skills of forming communications, planning, building organizational structures; methods of motivation, control, personnel management; risk management methods, logical forms and methods in managing material flows; methods of constructing segmentation maps and positioning maps;</p>

					<p>calculations of the competitiveness of the organization; tools for achieving the economic goals of the enterprise.</p> <p>Competencies: economic, organizational and managerial</p>
2	Market Infrastructure	5	Psychology	<p>Labor market economics, Labor management Institutional economics. Operations management</p>	<p>Purpose: to study the main economic advantage of a market economy infrastructure</p> <p>Content: This is a scientific discipline that studies the structure of the market, i.e. all subjects of the economy and relations between them, a system of relations between related institutions, services, enterprises operating within special markets and ensuring a normal mode of their functioning. The discipline studies all business entities of the market, the relationships between them, the needs of the markets, the functioning environment of the markets.</p> <p>Expected result: to know: the essence and role of the commodity market infrastructure in modern socio-economic conditions; difficulties, features of the formation of a rational and efficient commodity market infrastructure in the country and regions; elements of the commodity market infrastructure, their tasks and functions; features of business interaction of subjects of the commodity market infrastructure; be able to: determine which services of the subjects of the commodity market infrastructure should be resorted to in the current market situations; correctly use the features and advantages of the subjects of the commodity market infrastructure in specific conditions; find rational options for the movement of goods; have the skills to understand the current state of the commodity market infrastructure in Kazakhstan</p> <p>Competencies: economic, organizational and managerial</p>
3	Basics of economic analysis	4	Economic theory	<p>Economic analysis, Planning and budgeting system. Internal planning and budgeting</p>	<p>The purpose of studying the discipline is to acquire knowledge about the scientific foundations and principles of economic analysis, the historical stages of its development; about methods, special techniques and methods of its implementation; on the organization and information base of analysis, the procedure for the formation of special analytical information and the interpretation of analytical calculations</p> <p>Content: The basics of economic analysis studies the methods of knowledge of economic processes and phenomena. The subject, content and objectives, considering the method and methodology, methods and techniques of economic analysis. Classification of factors, interdependence and the relationship between them. Modeling the relationship between performance indicators and factors.</p> <p>Expected result: to know: methodological principles of economic analysis; features of the method of economic analysis; content (main sections) of the analysis methodology; requirements for initial information for analysis; the procedure for the preparation of analytical information; methods and techniques for conducting analytical calculations; be able to: correctly formulate the analytical problem; build multi-factor systems; apply methods to identify the influence of factors on changes in the effective indicator; skills: apply the methods of integrated</p>

					assessments of the activities of business entities and their units; interpret the calculation results Competencies: economic, organizational and managerial
3	Functional cost analysis	4	Economic theory	Economic analysis, Planning and budgeting system. Internal planning and budgeting	<p>The purpose of this course is to introduce students to the basics of functional and cost analysis in the enterprise management system.</p> <p>Content: the discipline reveals the method of a comprehensive system study of the effectiveness of the organization's functions, its resources and cost accounting objects, and is also aimed at increasing (preserving) the functional usefulness of the object while minimizing the costs of its creation and operation. The main criterion is the ratio of consumer properties per unit of costs determined in a special way.</p> <p>Expected results: to know: the history of the development of the FSA in our country and abroad, the sequence of actions when carrying out work on the FSA; technology of work, basic methods, new forms of analysis, areas of its application; be able to: conduct research aimed at setting tasks for creating or improving an object, finding ways to perform functions; solve tasks formulated at each stage of the FSA, implement the solutions obtained; have the skills: to achieve an optimal ratio between the beneficial effect of the object and the total costs for its life cycle; to find completely new technical solutions through the use of a functional approach; to reduce the consumption of various types of resources at the stages of the object's life cycle by eliminating or reducing auxiliary and harmful (unnecessary) functions of the object.</p> <p>Competencies: economic, organizational and managerial</p>
4	Finance	4	Economic theory	Financing and lending investment. Investment activities of companies	<p>Purpose: Study of the role and importance of finance in the development of the country's economy</p> <p>Content: The discipline "Finance" studies the theoretical foundations of finance, the legal foundations of finance, the use of finance in the social production system, the organization of the financial system of the Republic of Kazakhstan, the financial policy and structure of the financial mechanism, the finances of business entities, the principle of the financial market in the global economy, public finance, state financial regulation of the economy, finance in the system of foreign economic relations.</p> <p>Expected result:to know: the essence, meaning and necessity of applying the discipline "Finance"; the structure of the financial system in the Republic of Kazakhstan and its difference from other countries; be able to: master the basic terms and concepts of finance; master the application of theoretical knowledge in practice; master the basic issues of financial and credit activities of the state; acquire practical skills: in the field of public finance, income, expenses, finances of economic entities, the state budget, financial control, etc. to actively use the current economic practice on the application of market mechanisms in economics and finance.</p> <p>Competencies: economic, organizational and managerial</p>

4	Introduction of finance	4	Economic theory	Financing and lending investment activities of companies	<p>The goal of the Introduction to Finance course is to master the theoretical and practical foundations of finance at the macro and micro levels.</p> <p>Content: Discipline studies the theoretical and practical foundations of finance at the macro and micro levels, the nature and functions of finance, their role in the reproduction process; content and composition of the financial system of the Republic of Kazakhstan; fundamentals of financial management; effective use of financial, credit, investment and insurance instruments; financial management skills to make decisions on the formation and use of financial resources.</p> <p>Expected result: to know the basics of organization and management of public finance, finance of business entities and financial institutions; terminology and concepts of the activities of subjects of financial relations; be able to analyze the cash flows of the state, business entities and financial institutions; have financial management skills to make decisions on the formation and use of financial resources at different levels of social structure.</p> <p>Competencies: economic, organizational and managerial</p>
5	Financing and lending investments	5	Economic theory Finance. Introduction in finance	National economy. Strategic planning	<p>The purpose of studying this discipline is to familiarize students with the main sections of the course and equip them with scientific and practical knowledge in the field of investment.</p> <p>Content: this discipline studies the economic content, types, forms of investment, legislative support of investment activity, the investment mechanism, investment policy, sources of financing and lending, state regulation of investment activity, specifics of lending to investment projects, stages of investment design, examination procedures and methods for evaluating investment projects, preparation of the feasibility study of the investment project, lending by banks to the projects of enterprises and its risks.</p> <p>Expected result: to know the theoretical foundations of financing and lending investments; practical experience in financing and lending to investment activities; be able to collect and analyze information in the field of investment activity; to calculate the available data to assess the reliability of the enterprise, financial instruments; assess the level of investment risk; to manage a portfolio of securities; acquire practical skills: assessing the effectiveness of capital investments; choosing the most optimal way to finance investment projects.</p> <p>Competencies: economic, organizational and managerial, special</p>
5	Investment activities of companies	5	Economic theory Finance. Introduction in finance	National economy. Strategic planning	<p>Purpose: the assimilation of the theory and practice of organization of regulation and evaluation of investment activity in modern economic conditions.</p> <p>Content: The discipline “Investment activities of companies” studies the basics of investment activities of companies, the regulation of investment activities: legislation, regulations, government programs, investment design, direct investment and the basics of their planning, business planning of investment projects, economic evaluation of an investment project, features formation of investment policy and</p>

					<p>company strategy</p> <p>Expected result: to know: economic nature, types of investments and their classification, real, financial and other investments; investment activity in the context of: indicators; factors and organization; investment and financial markets, institutions and instruments; investment policy and methods of state regulation of investments and all investment activities; the procedure and mode of functioning of foreign investment in Kazakhstan and foreign countries; be able to determine the viability of investment projects, conduct their assessment, find critical points and conduct sensitivity analysis; analyze financial infrastructure as a source of investment activity; calculate cases on investment projects and publicly protect them; have skills: independent work, self-organization and organization of tasks; modern methods of calculation and analysis of socio-economic indicators characterizing investment processes at the meso- and macro levels.</p> <p>Competencies: economic, organizational and managerial, special</p>
6	Labor market economics	5	Basics of management and marketing Market infrastructure	Cost management Controlling	<p>Purpose: to reveal the mechanism of the labor market and the resulting socio-economic issues in the field of economy</p> <p>Contents: the subject acquaints students with modern topics and methods of scientific research in the field of the labor market. Students study modern theories of supply and demand of labor, characteristics of labor markets, negotiation processes between entrepreneurs on the conclusion of a collective agreement. The relationship of the labor market with various types of markets. The state of the labor market in Kazakhstan. The mechanism of regulation of the labor market.</p> <p>Expected result: to know: the range of issues and practical problems studied by the modern labor market economy, as well as to be guided by the peculiarities and patterns of the formation and development of labor markets in Kazakhstan and other countries; to be able to use previously mastered tools of macro- and microeconomic analysis to study the functioning of the labor market and the behavior of its main subjects; to have the skills of processing statistical information to obtain the main indicators of the functioning of the labor market and to measure the impact of socio-economic factors on the behavior of labor market subjects</p> <p>Competencies: economic, organizational and managerial, special</p>
6	Labor management	5	Basics of management and marketing Market infrastructure	Cost management Controlling	<p>Purpose: The main goal in the study of the course "Human Resource Management" is to master the theoretical foundations of students in the field of organizing and ensuring employment and the rational use of labor resources and to gain practical skills in the main areas of work in the labor market.</p> <p>Content: This discipline provides for the presentation of a new science of labor management, which is being formed at the junction of such sciences as production management, production economics, labor economics, labor sociology. The course involves the presentation of the basic concepts of the economy and the labor market, consideration of pressing issues of labor</p>

					<p>management, as well as experience in the use of labor resources in our country and abroad</p> <p>Expected result:to know: the theoretical foundations of human resources management in the Kazakh labor markets; the regulatory framework of human resources management; the level and degree of competence of state bodies in the regulation of the labor market; the place and role of the human resources management system in the formation of a socially oriented market economy; the infrastructure of the Kazakh labor market; types of employment and unemployment; the system of state regulation of employment;be able to: analyze the composition and calculate the number of labor resources, economically active population, labor force at the national and regional levels; determine the level and duration of unemployment in the region, in the country; analyze the state and predict the dynamics of the situation on the labor market;have the skills to develop measures to mitigate the problem of employment of the population when the situation on the labor market worsens.</p> <p>Competencies: economic, organizational and managerial, special</p>
7	Logistics	4	Enterprise economy	<p>Planning of the enterprise Organization and remuneration at the enterprise and remuneration at the enterprise</p>	<p>Purpose: to prepare students for independent formulation and meaningful solution of problems in the field of managing material, financial, informational and related flows</p> <p>Content: the discipline "Logistics" is focused on the consistent study and development of activities related to the organization, management and optimization of the movement of material, information and financial flows from source to consumer. In studying the course, students should be able to use knowledge about the methods of systemic rationalization of management of highly efficient organizational systems, based on the analysis and essence of each logistic flow.</p> <p>Expected result:to know: the place and role of logistics in the development of a new economic theory;the basics of the theory and methodology of organization logistics; the logistical nature of the economic efficiency of production processes and distribution of material goods; main functional areas of logistics and their role in the enterprise economy; methods for optimizing the movement and use of material and information flows in the enterprise; logistics requirements for a traditional enterprise management system; be able to: identify weaknesses of the enterprise management system based on the logistic concept of management; apply the logistic principles and methods of managing flow processes in the enterprise; skills: to possess - the skills of substantiation and selection of management decisions, methods of design and organization of logistics processes</p> <p>Competencies: economic, organizational and managerial</p>
7	Logistics by industry	4	Enterprise economy	<p>Planning of the enterprise Organization and remuneration at the</p>	<p>Purpose: to provide knowledge on logistics, systemic rationalization of the management of processes of development of agricultural production systems to improve their organization through synchronization, optimization and integration of stream processes in the agricultural sector.</p>

				enterprise and remuneration at the enterprise	<p>Content: This discipline is aimed at studying the science and practice of managing material flows in the production, distribution, exchange and consumption of products of certain sectors of the economy, including resource support and marketing of finished products in order to most fully meet the needs of the population and the national economy in raw materials and products of its processing.</p> <p>Expected result: to know: ways to minimize the costs of the logistics system as a whole and each of its links separately; how to respond quickly to market fluctuations and changes; strategy and technology for the physical movement of goods; how to determine the optimal volume of production; be able to: use modern methods of storage management; determine the optimal level of stocks; calculate the optimal levels of transportation; own skills: methods of management, planning, organization in the main functional areas of logistics, i.e. transport, warehousing, marketing of products and stocks; methods of a systematic approach to the logistics system to cover all activities for the movement, storage of materials within the company, the definition and purpose of all elements of material and technical resources; methods for solving the problems of transport logistics</p> <p>Competencies: economic, organizational and managerial</p>
8	Tax - budget policy	4	Economic theory	Sectoral economy Service economy	<p>The purpose of teaching the course is to develop students' knowledge and skills in the field of fiscal policy of the state and its importance for the effective management of the national economy.</p> <p>Content: this discipline studies the basics of the fiscal policy of the state, the role of taxes in the formation of the revenue side of the budget, state policy in the field of budget expenditures, management of state budget funds, fiscal policy of the state, indicators of the effectiveness of fiscal policy of the state</p> <p>Expected result: to know: the socio-economic nature of the budget; the structure of the budget system of the Republic of Kazakhstan; classification of budget revenues and expenses; problems of balanced budgets; budget policy objectives for the planning period and future; socio-economic nature of taxes; classical principles of taxation and their modern interpretation; elements of the legal composition of taxes and fees of the Republic of Kazakhstan; methods and methods of taxation; be able to: determine the content of concepts "Budget", "budget plan", "budget fund"; list the functions of the budget, disclose their contents; to characterize the budget structure, the principles of construction and functioning of the budget system of the Republic of Kazakhstan; analyze the structure and dynamics of revenues and expenditures of the federal budget; highlight elements of taxation; analyze, evaluate and summarize statistics on tax payments and fees; own: methods of calculation and methods for optimizing the taxation of organizations and solving problems;</p> <p>Competencies: economic, organizational and managerial</p>
8	Tax regulation	4	Economic theory	Sectoral economy	<p>Purpose: obtaining skills to identify current problems of tax regulation of economic activities and the ability</p>

				Service economy	<p>to participate in discussions and express their own scientific views on individual issues of taxation.</p> <p>Contents: The discipline "Tax Regulation" is studying features of tax regulation of economic activities, tax rates, the specifics of applying tax exemptions, deduction benefits in the regulation of economic activities, regulation of the tax burden on economic activities, administration of methods of tax regulation of economic activities</p> <p>Expected result: to know: socio-economic essence of the budget structure of the budget system of the Republic of Kazakhstan; classification of budget revenues and expenditures; problems of budget balance; objectives of budget policy for the planning period and the future; socio-economic essence of taxes; classical principles of taxation and their modern interpretation; elements of the legal composition of taxes and fees of the Republic of Kazakhstan; methods and methods of taxation; be able to: define the content of the concepts "budget", "budget plan", "budget fund"; list the budget functions, disclose their content; characterize the budget structure, principles of construction and functioning of the budget system of the Republic of Kazakhstan; analyze the structure and dynamics of budget revenues and expenditures; identify elements of taxation; analyze, evaluate and summarize statistical data on tax payments and fees; possess: methods of calculation and methods of optimization of taxation of organizations and problem solving</p> <p>Competencies: economic, organizational and managerial</p>
9	Automation and computerization of accounting	5	Accounting and auditing	Consulting and related services. Financial advisory	<p>The purpose of teaching this course is to systematize professional practical skills of future specialists in the field of accounting, analysis of financial information. Testing their knowledge and skills</p> <p>Content: having studied the discipline of automation of knowledge of the basic functionalities of the "Accounting for Kazakhstan" configuration, skills in accounting for banking and cash transactions, accounting for TMZ and long-term assets of an enterprise, personnel accounting and accounting for employees' wages, production accounting, accounting for tax liabilities of an organization, skills for filling out standard and regulated reports.</p> <p>Expected result: to know: methodological, regulatory, legislative and other organizational basis for accounting in organizations; functionality of an automated form of accounting; the specifics of computer accounting; the relationship between the real business operation and its adequate reflection in computer accounting; a document management system serving the process of creating accounts; the procedure for reflecting business transactions in an automated form of accounting; the procedure for the preparation and calculation of financial statements; be able to: document business transactions of various types; to develop accounting policies of the enterprise; compose correspondence of accounts and all necessary accounting calculations and procedures for business operations in an automated form of accounting using the program "1C: Accounting"; to solve the problems</p>

					<p>of assessment, accounting registration, accumulation and formation of accounting information of a financial nature with examples of specific economic situations with a view to subsequent use in financial statements; must have the skills to reflect business transactions in accounting in an automated environment</p> <p>Competencies: economic, organizational and managerial, special</p>
9	Computer technologies in accounting	5	Accounting and auditing	Consulting and related services. Financial advisory	<p>The purpose of studying the discipline "Computer technologies in accounting" is to give students basic knowledge about the use of information systems and technologies in accounting and auditing.</p> <p>Content: teaching students on this discipline will ensure the possession of modern information technologies used at wholesale and retail trade enterprises, will allow them to develop their potential for finding and implementing new achievements in practical work.</p> <p>Expected results: to know: technology and methods of accounting information processing; tools and software for designing automated accounting systems; classification and types of information accounting systems; intelligent technologies and their application in the creation of information systems in the field of accounting; application of telecommunication technologies in accounting; the role and place of an accountant at the stages of the information system life cycle; tasks arising in the accounting process, as well as means of information support for solutions in this area; be able to: design the simplest information systems for data processing using MICROSOFT WORD, EXCEL and 1C office software products; define concepts and connections of the subject area, describe business processes of property assessment and management and decision-making schemes; use network technologies; possess: the skills of using software and tools for the analysis and processing of accounting.</p> <p>Competencies: economic, organizational and managerial, special</p>
10	Planning and budgeting system	5	Basics of management and marketing. Market infrastructure	Resource saving economics. Environmental economics	<p>The goal discipline is the formation of theoretical knowledge about the content, conditions for the implementation of budgeting and practical skills of budget management at the enterprise.</p> <p>Content: this discipline studies the system of budget planning, budgeting and efficient spending of budget funds. Types of planning and budgeting. Evaluation of the effectiveness of budget spending. Drawing up a program for the development of the territory and implementation of investment projects. Attracting private investment.</p> <p>Expected result: to know: basic management accounting systems; principles of goal setting, types and methods of planning and budgeting; varieties of budgets; models for the formation of the financial structure of the organization; be able to: calculate and analyze the cost of production and make informed decisions based on management accounting data; plan the operational activities of the organization; carry out the development of private budgets of the organization; to analyze the break-even of the organization; apply alternative methods of planning</p>

					the activities of the organization; own: methods for the implementation of basic management functions (decision-making, organization, motivation and control); information necessary to create a budget management system in the organization Competencies: professional, special
10	Internal planning and budgeting	5	Basics of management and marketing. Market infrastructure	Resource saving economics. Environmental economics	The purpose of the discipline is to teach students knowledge, skills in the field of planning production and business activities. Content: to form a complex of knowledge and skills among students on the main methodological, organizational and legal aspects of enterprise planning, familiarize them with the technology and the economic budgeting mechanism, problems of introducing a budgeting system at the enterprise based on the use of information technologies, and develop skills in developing social and economic plans development of the enterprise, skills of qualified management of financial and economic divisions of the enterprise. Expected result: to know: the basics of the organization of planned work at the enterprise; regulatory framework for planning; the basics of strategic planning; the basics of production planning; be able to: develop an algorithm for conducting planned work at the enterprise; evaluate planned indicators based on the use of a set of planning methods; to calculate and scientifically substantiate the production program of the enterprise; calculate the cost of production; have skills draw up a balance of working time and predict the number of employees; develop a financial plan. Competencies: professional, special
11	Cost management	5	Enterprise economy. Organization of production. Labor market economics. Labor management. Quality management.	Final certification	The goal: to study the discipline "Cost management" is the formation of students a holistic system of economic thinking and knowledge in the field of effective cost management, ensuring the achievement of the goals set by the organization in a timely manner when working in the market under regulatory conditions. Content: the role of the impact of costs on the formation of the financial result of the enterprise; ways and methods of accounting and cost analysis; to form practical skills for determining managerial decision making based on cost analysis. To systematize the results of research, to conduct analysis in the interests of ensuring the management of enterprise costs Expected result: to know: the specific features, main goals, ideas, techniques, methods and rules for the effective management of organization costs in a market economy; be able to independently make effective management decisions on cost management based on the analysis and assessment of the internal and external environment, comparison of costs, production volumes and prices; skills: correctly, logically reasonably express your thoughts, perform calculations and justifications, build graphs. Competencies: professional, special

11	Controlling	5	Enterprise economy. Organization of production. Labor market economics. Labor management. Quality management. Evaluation of innovative capacity	Final certification	<p>The purpose of studying the discipline “Controlling” is the education, development and upbringing of the student’s personality, capable of maximizing the possibility of enterprise development and effectively using its potential, capable of preparing the necessary management information that would guide the enterprise’s management to make management decisions</p> <p>Contents: Controlling as a scientific discipline deals with the theory of measuring resources, the results of production and business activities and processes. The task of controlling is to teach students the theory, methods and tools of measurement from various angles: resources (materials, labor, fixed assets, finance, etc.); functional areas and processes (production, R&D, procurement, sales, etc.); controls (accounting, planning, control, analysis).</p> <p>Expected result: to know: as the science of successful enterprise management, the relationship of controlling with accounting, financial analysis, financial, innovative, investment management; be able to determine the size of opportunity costs, analyze the composition of the costs of production and sales of products (services); developing skills in determining and calculating the costs of production and sale of products (services).</p> <p>Competencies: professional, special</p>
12	Consulting and related services	5	Automation and Computerization of Accounting. Computer technologies in accounting	Final certification	<p>The purpose of studying the discipline It is the acquisition of knowledge for the organization of IP and LLP activities, the organization of accounting in accordance with the Law of the Republic of Kazakhstan, the choice of accounting and tax policies, the formation of consulting skills in the field of enterprise management</p> <p>Content: When studying the discipline, knowledge is generated in the field of applying the rules for registering IP and LLP, conducting accounting and tax accounting under the simplified and generally established regime, filling out a declaration, generating statistical reports of an enterprise, drawing up design and estimate documentation and rendering services when drawing up business plans, filling out and preparation of annual financial statements.</p> <p>Expected result: to know: the theoretical foundations of management consulting, the possibilities and limitations of consulting as a type of professional activity, the search procedure and selection of a consulting organization, methods for evaluating the effectiveness of consulting; be able to: Analyze the problem of the situation, draw conclusions on the analysis, determine the criteria for choice, draw up a plan to achieve the goal, in order to optimize the business of the client; own skills application and use of acquired knowledge for the implementation of consulting activities.</p> <p>Competencies: professional, special</p>
12	Financial advisory	5	Automation and Computerization of Accounting.	Final certification	<p>The purpose of studying the discipline is the training of specialists who own a system of knowledge about the nature, features, stages of formation, development of financial consulting, skills to use methods of influencing the management structure of the organization and competencies in the field of</p>

			Computer technologies in accounting		<p>consulting to achieve the goals of the organization.</p> <p>Contents: The discipline “Financial Consulting” forms students' knowledge and skills in filling out primary documentation, preparing financial statements of business entities, as well as preparing the estimated part of business projects, development and optimization skills investment attraction schemes.</p> <p>Expected result: to know: the main theoretical and practical aspects of financial consulting for processing economic data, criteria for assessing the financial position of the organization, the content of the main forms of accounting, financial reporting; to be able to: analyze and interpret financial, accounting and other information contained in the statements of enterprises, justify them and present the results of work in accordance with the standards adopted by the organization; have the skills: calculations for the implementation of consulting activities on financial issues</p> <p>Competencies: professional, special</p>
13	Valuation of assets and business	5	Economic analysis Accounting and auditing	Planning of the enterprise. Organization and remuneration at the enterprise	<p>Purpose: Formation of the student's idea of the methodology for assessing the value of various types of assets and types of organizations (businesses);</p> <p>Content: Valuation of assets examines the theory of valuation, goals, principles of valuation, standards of value. Normative legal acts of the Republic of Kazakhstan in the field of valuation activities. Assessment methodology. Organization of market research in order to evaluate a specific object. Business analysis using internal and external information. Discount rates and capitalization ratios. Correct execution of the report in accordance with the requirements.</p> <p>Expected result: to know: the basic concepts used in valuation activities; the regulatory framework and the system of organization of valuation activities in Kazakhstan; the main methods of assessing the value of assets and businesses of companies; be able to: collect data for assessment, systematize and interpret them; assess the value of assets and businesses using various methods; compare the results and summarize them in the assessment report; have skills (gain experience) in collecting data, comparing objects and conducting a practical assessment of the value of a company, assets, business.</p> <p>Competencies: professional, special</p>
13	Business valuation	5	Economic analysis Accounting and auditing	Planning of the enterprise. Organization and remuneration at the enterprise	<p>The purpose of mastering the discipline is to form the listener's skills in applying business valuation methods using practical examples.</p> <p>Content: the discipline reveals the economic content of the basic concepts of valuation in general and business valuation in particular; examines the theoretical aspects of the valuation of the company's capital and shares in it; determines the array of information necessary for the assessment.</p> <p>Expected result: to know: the legislative and regulatory framework of the Republic of Kazakhstan in the field of valuation; principles of business valuation; requirements for appraisers and documents regulating the relationship between the customer and the appraiser; basic procedures for collecting and requirements for information necessary for business</p>

					<p>valuation; types of value; approaches and methods to business valuation; be able to: formalize the purpose of evaluation and priorities of using methods for specific evaluation purposes and features of the business being evaluated; collect and correlate financial and other information necessary for conducting evaluation work; prepare a final conclusion (report) on the valuation of the business; have the skills to apply various approaches and assessment methods.</p> <p>Competencies: professional, special</p>
14	Institutionaleconomy	4	Basics of management and marketing. Market infrastructure	Sectoral economy Service economy	<p>Purpose: to give students an idea of the basic concepts and patterns of institutional and modern neoinstitutional theory. The inclusion of institutions allows us to expand the range of problems and tools for their solution in the economy</p> <p>Content: Institutional economics studies the basic concepts of modern institutional economic theory, the essence of economic interactions at the institutional level. The assimilation of institutional economics is necessary for the formation of practical skills in the theory of property rights, transaction costs, contracts, institutional changes, knowledge in the field of fundamental, social, and economic sciences in the volumes envisaged for students to study economic specialties.</p> <p>Expected result: to know: the main historical schools of institutionalism; methodological foundations of a new institutional economy; concepts and properties of institutions within the framework of the latest institutional approach; classification of institutional concepts; the role of enterprises in the institutional process; role of the state in the institutional process; to be able to: master the technique of system analysis of institutions; make up the "institutional atlas" of the enterprise; to study: the provisions of the institutional theory of economic development of Kazakhstan; basic network models of the market and networks of states existing in the field of international relations.</p> <p>Competencies: economic, organizational and managerial</p>
14	Operational management	4	Basics of management and marketing. Market infrastructure	Sectoral economy Service economy	<p>The purpose of the discipline is the formation of a set of knowledge and competencies for conducting professional activities in the field of management of production and service systems</p> <p>Content This discipline reveals the basics of managing operational activities in an increasingly globalized economy. As a result of studying the discipline, students study topics such as the formation of operational and process strategies, quality management, forecasting the future of the operating system, the basics of developing new products and services, placing production and equipment, managing human and material resources, and projects.</p> <p>Expected result: to know: the purpose, objectives and principles of operational management; the relationship between strategic, tactical and operational planning of logistics activities in supply chains; the tools of production management systems; the main stages of the organization of operational processes; the methodology of planning and management of production in accordance with various management</p>

					<p>systems; to have a holistic view of the processes and phenomena occurring in production systems; be able to: use methods and tools of production logistics in order to improve the efficiency of logistics systems management; make production, procurement and sales plans at the levels of summary, preliminary and detailed planning; use specialized software for planning and management of production systems; possess: methods of planning and management of production processes</p> <p>Competencies: economic, organizational and managerial</p>
15	Resource saving economics	4	Planning and budgeting system Internal planning and budgeting	Sectoral economy Service economy	<p>Purpose: the study of discipline involves the acquisition by students of fundamental specialized knowledge in the field of organizing the consumption of material resources in various fields of production and rationalizing their use.</p> <p>Content: the discipline is aimed at successfully managing the economic activity of the enterprise and the national economy in the field of realizing the problems of resource conservation and increasing resource efficiency in changing business conditions, taking into account world experience, thus revealing knowledge on the rationale for making effective management decisions in the field of implementing resource conservation problems at various levels of economic management .</p> <p>Expected result: to know: the basics of rational use of resources; the formation of consumption norms for various types of material resources in relation to individual technological processes; factors affecting the consumption of material resources; organizational basis of the processes of rationing and rational use of resources at enterprises; be able to: using modern methods, analyze the use of raw materials; use directions and evaluate sources of saving material resources in various sectors of the economy; apply a system of indicators characterizing the level of use of material resources and calculation; have an idea: about the possibilities and the need to use secondary resources; about the problem of saving material resources and its relationship with the financial situation of enterprises; about modern areas of resource-saving policies at various levels: enterprise, industry, region</p> <p>Competencies: economic, organizational and managerial, special</p>
15	Environmental economics	4	Planning and budgeting system Internal planning and budgeting	Sectoral economy Service economy	<p>Purpose: theoretical development by students of the economic foundations of the interaction of society and nature - obtaining knowledge and practical skills in the field of economic laws of rational use of natural resources and environmental protection.</p> <p>Content: the subject of study is the economic interactions that arise within the framework of this system and are associated with the use of natural resources. Discipline is a synthesis of economics and ecology and studies the processes of production, redistribution and consumption of goods and services, as well as the state of ecosystems, taking into account the influence of human economic activity on them.</p> <p>Expected result: to know: of the theoretical foundations of environmental economics: the basic</p>

					<p>concepts of terms and definitions: the legal foundations of environmental management and the basic methods of management and regulation of environmental management and environmental protection; the ability to correctly use the regulatory documentation for the economic justification of environmental activities and the calculation of economic damage; determine the parameters and performance indicators of environmental protection measures; skills of independent, creative use of theoretical knowledge in practical activities</p> <p>Competencies: economic, organizational and managerial, special</p>
Specialized disciplines					
Optional components (OC)					
1	Scientific organization of labor	5	Economic theory	<p>Cluster economy Cluster development of the agro-industrial complex</p>	<p>Purpose: to give students ideas about modern approaches to the organization and regulation of labor in the enterprise, types and methods of calculating labor standards, forms and systems of remuneration, skills in the practical application of legislative acts in the organization of labor in the enterprise.</p> <p>Content: The scientific organization of labor studies the essence of the organization of labor and the need for its improvement on a scientific basis, considering the tasks of minimizing costs in the production of a competitive product while ensuring favorable working conditions and a rational mode of work and leisure for its staff. Practical methods: organization of labor processes, structure, content of labor of workers, organization of labor standards.</p> <p>Expected result: to know: the theoretical foundations of organization, regulation and remuneration, principles and methods of optimizing labor processes; theoretical foundations in the field of organization and regulation of labor; current regulatory materials on the organization and regulation of labor; methodological foundations of the design of rational labor processes, their rationing;to be able to: apply the principles of the theory of organization, standardization and remuneration at the enterprise in the analysis of socio-economic processes; design labor processes, labor standards and wage systems in order to increase the efficiency of the enterprise, taking into account a range of economic, technical and social factors; use the skills of analysis of labor processes and labor costs; find rational decisions on the organization of remuneration.</p> <p>Competencies: special, economic, organizational and managerial</p>
1	Scientific organization of labor in agriculture	5	Economic theory	<p>Cluster economy Cluster development of the agro-industrial complex</p>	<p>The purpose of mastering the discipline is the formation of professional skills of future specialists for the successful construction and conduct of production at the enterprises of the agro-industrial complex and entrepreneurship in modern conditions</p> <p>Content: Discipline allows you to expand students' knowledge in the field of knowledge of the problems of the economy of agricultural labor in modern conditions: new approaches to the organization of labor relations, assessment of the effectiveness of labor activity; modern criteria and methods for calculating the labor efficiency of individual workers, departments, the organization as a whole; socio-</p>

					<p>psychological aspects of labor organization; methodology for the regulation of agricultural labor, calculations of the labor standards system.</p> <p>Expected result:to know: legislative and regulatory acts governing the activities of enterprises of various organizational and legal forms; farm introduction system; laws and principles of organization of production at agricultural and other agricultural enterprises; scientific methods of substantiation of the production and organizational structure of the enterprise; methods and techniques of rational construction and production in the departments of enterprises; the organization of the rational construction of crop production sectors, their size and combination with other industries; essence, principles, types and forms of entrepreneurial activity; contents of business plans of entrepreneurs, features of commercial activities, risk and choice of strategy in entrepreneurial activities; to be able to: make decisions on choosing effective ways of organizing production and work processes; creatively use existing knowledge in the development of production development projects and in the process of self-education; to calculate organizational and economic indicators in technological maps of cultivation and harvesting of agricultural crops, draw up work plans for periods of agricultural work, justify the choice of a rational option for constructing progressive processes in agricultural and other agricultural enterprises; to evaluate the activities of units and the enterprise as a whole; to have skills to calculate the effectiveness of the use of progressive forms of organization and material incentives; skills to justify the combination of industries in agricultural enterprises; skills to justify the organization of auxiliary and service industries in agricultural enterprises; the methodology for compiling business plans for various entrepreneurial decisions.</p> <p>Competencies: special, economic, organizational and managerial</p>
2	Cluster economy	5	<p>Organi- zation of production Scientific organiza- tion of labor. Scientific organi- zation of labor in agricu- lture</p>	<p>Agribusiness basics. Rural economics</p>	<p>The purpose of the discipline: the formation of skills in choosing goals, objectives, areas of socio-economic development of the region, making managerial decisions in the field of regional points of economic growth; familiarization with the types of cluster structures localized in the region, their main parameters and principles of their development; familiarization with the content of the region's strategy for the development and implementation of decisions directly related to territorial clusters; development of skills to develop programs and plans for the development of territories and evaluate their effectiveness.</p> <p>Content: A cluster economy studies the concept of a cluster, cluster policy, cluster strategy, and features of building clusters in various sectors of the economy. Methods of cluster analysis, to assess the activities of clusters. The mastering of the discipline of the cluster economy is formed by the skills of solving the problems of competitive clusters and implementing cluster policy in a specific industry, region.</p> <p>Expected result: to know:the theoretical foundations of cluster theory; patterns of production location;</p>

					<p>subject and objectives of cluster policy; methods for intensifying the clustering processes of regional and national economies used in developed and developing foreign countries to assess the conditions for clustering economies on a regional scale; be able to: conduct a comparative analysis of cluster development processes in Kazakhstan and in foreign countries; evaluate the conditions of economic clustering on a regional scale; assess the effectiveness of the functioning of territorial clusters;own skills: performing calculations of economic and statistical indicators for the subsequent analysis of the clustering conditions of the economy of Kazakhstan and its regions. preparation of an analytical review of various (domestic and foreign) information sources covering the issues of clustering the economy of the country and its regions; scientific description of modern clustering processes and problems of regional development</p> <p>Competencies: special, economic, organizational and managerial</p>
2	Cluster development of the agro-industrial complex	5	<p>Organi- zation of production Scientific organiza- tion of labor. Scientific organi- zation of labor in agricu- lture</p>	<p>Agribusiness basics. Rural economics</p>	<p>Purpose to study the scientific foundations of the organization of cluster production and the effectiveness of the economy in agriculture</p> <p>Content: the discipline examines the development trends of integrated forms of management, reflecting the influence of various forms, types of integration on economic growth, the sustainability of economic development, and the competitiveness of agricultural products. Students are exposed to the evolution of the development of integrated structures, with particular attention to the organization of cluster structures in the agricultural sector. The course shows the effectiveness of their functioning, the tasks of becoming in the country.</p> <p>Expected result: to know: the theoretical foundations of cluster economic theory; patterns of production location; subject and objectives of cluster policy; forms of organization of geographically concentrated economic activity, regional points of economic growth; methods of intensifying the processes of clustering of regional and national economies used in developed and developing foreign countries; be able to: conduct a comparative analysis of cluster development processes in Kazakhstan and in foreign countries; evaluate the conditions of economic clustering on a regional scale; assess the effectiveness of the functioning of territorial clusters;to possess skills: performing calculations of economic and statistical indicators for the subsequent analysis of the clustering conditions of the economy of Kazakhstan and its regions; preparing an analytical review of various (domestic and foreign) information sources covering the issues of clustering the economy of the country and its regions;scientific description of modern clustering processes and problems of regional development</p> <p>Competencies: special, economic, organizational and managerial</p>
3	Planning of the enterprise	6	Logistics Logistics by industry.	Final certification	<p>The purpose of the discipline is to teach students knowledge, skills in the field of planning production and business activities.</p> <p>Contents: Theoretical knowledge of the basics of enterprise planning, studying the organization of</p>

			Valuation of assets and business Business valuation		production at the enterprise, considering the features of enterprise planning, analyzing the system of enterprise plans and the procedure for their implementation. To analyze the current state of the enterprise and company. Expected result: to know: the basics of the organization of planned work at the enterprise; regulatory framework for planning; the basics of strategic planning; the basics of production planning; be able to: develop an algorithm for conducting planned work at the enterprise; evaluate planned indicators based on the use of a set of planning methods; to calculate and scientifically substantiate the production program of the enterprise; calculate the cost of production; draw up a balance of working time and predict the number of employees; develop a financial plan; skills: must have the skills to calculate the economic indicators of forecasting and planning Competencies: special
3	Organization and remuneration at the enterprise	6	Logistics Logistics by industry. Valuation of assets and business Business valuation	Final certification	The purpose of the training course is the formation of knowledge, skills in organizing jobs, calculating labor standards and designing pay systems. Content: The course is devoted to conceptual and practical issues of scientific organization, rationing and remuneration in a modern company, taking into account current trends in the development of the business environment. The goal is to provide students with knowledge about modern approaches to creating a progressive enterprise labor management system, about organizing labor, organizing wages in order to effectively use labor potential. Expected result: to know: forms and systems of remuneration of labor, material and moral stimulation, the procedure for establishing additional payments, allowances and coefficients for wages legislative and normative legal acts (the basis of labor legislation) and forms of statistical reporting on labor; be able to: identify problems in the analysis of specific situations, propose ways to solve them and evaluate the expected results; systematize and summarize information, prepare references and reviews on professional activities; to develop a regulation on bonuses at the enterprise; to organize and conduct practical research in the field of organization, standardization and remuneration; have skills: analysis of the number of personnel by professional and qualification composition; organization of research of labor processes at the enterprise; establishing standards for labor costs for enterprises; the use of information technology in planned work. Competencies: special
4	Sectoral economy	5	Resource saving economics. Environmental economics. Institutional economics. Operations management. Tax -	Final certification	Purpose: students gain theoretical knowledge on the functioning of the modern economic mechanism that ensures the livelihoods of enterprises in a market and competition. Content: Discipline studies the conditions for the functioning of economic sectors in various market structures, develop a business plan, strategic plan, company plans, calculate, analyze and interpret the main economic indicators of the enterprise's economic activity, identify factors and find reserves for their growth or optimization; to creatively use the theoretical knowledge gained in business planning in the process of subsequent training.

			budget policy. Tax regulation. National economy Strategic planning		<p>Expected result: to know: the theoretical foundations of the functioning of industry markets, basic models of various types of industry markets; theoretical and methodological foundations of scientific analysis of the system of economic relations at the micro level; patterns of functioning of industries, markets and firms; trends in the development of industry markets in domestic and foreign economies; the main types of state industry policy and ways to improve its effectiveness; areas of application of antimonopoly legislation and reforms in the branches of natural monopolies; be able to: analyze various models of industry markets, calculate indicators of market concentration; identify problems of development of market structures in the analysis of specific situations, suggest ways to solve them, taking into account the criteria of economic efficiency, risk assessment and possible socio-economic consequences; identify the main factors of competition in a particular market, its tools, specifics and limitations; evaluate the effectiveness of public policy measures in relation to the regulation of markets and industries; apply the conclusions made on the basis of the analysis of the industry markets of foreign countries for long-term forecasting of the development of markets in Kazakhstan; possess: methods of analyzing industry markets using standard theoretical models; skills of applying theoretical positions in solving practical problems</p> <p>Competencies: special, professional</p>
4	Service economy	5	Resource saving economics. Environmental economics. Institutional economics. Operations management. Tax - budget policy. Tax regulation. National economy Strategic planning	Final certification	<p>Objective: to form students' theoretical knowledge in the field of services and to form an idea of current trends and problems in the service sector.</p> <p>Content: The course discusses the theoretical foundations of the services market in the context of globalization, the classification of services, their evolution, and the features of services. Currently, the expansion of the production of services poses new challenges and poses various problems in the theory and practice of management.</p> <p>Expected result:to know: the essence of services and their place in the economic system; the classification of activities in the service sector; the evolution of services in Kazakhstan; the basics of strategic marketing management in the service sector; to be able to: analyze the services market in the region; design the work of the organization of the service sector, to form the resources of production of specific types of services; to determine the characteristics of consumer behavior in the market of business and leisure services, to develop a package of promotion of a specific service; possess: specifics of the functioning of the services market; features of the formation of competitive advantages in the service sector</p> <p>Competencies: special, professional</p>
5	National economy	5	Macroeconomics Financing and lending investment Investment	Sectoral economy Service economy	<p>Purpose: the formation of students' understanding of the functioning of the national economic system; development of skills of analysis of economic processes at all levels of the national economy.</p> <p>Content: studies the types of national economic systems; interconnections in the national economy; system of potentials of the national economy;</p>

			activities of companies		<p>indicators of the investment process; principles of forecasting the national economy, strategic planning; proportions in the national economy; macro models of economic growth and development of the national economy; state regulation of the economy, antitrust regulation; economic security of the national economy; the impact of globalization on the choice of national economic development strategy</p> <p>Expected result:to know: basic economic categories, patterns of functioning of the modern economy at the micro, meso and macro levels; objective basis for the functioning of the economy and the behavior of economic agents; operating conditions of the national economy and factors of economic growth; be able to: Analyze the economic information necessary for making informed decisions in the professional field; use the knowledge of basic economic concepts and patterns when working in business structures, in non-profit organizations, government bodies and local self-government; skills: methods of planning professional activities, making sound economic decisions, using economic knowledge in professional practice.</p> <p>Competencies: special, economic, organizational and managerial</p>
5	Strategic planning	5	Macroeco- nomics Financing and lending investment Investment activities of companies	Sectoral economy Service economy	<p>The goal of the course “Strategic Planning” is determined by the contribution to the preparation of the graduate for professional activities in all areas of the national economy, which is aimed at professionally servicing the functioning of business entities of all legal forms of ownership, the state budget and extra-budgetary institutional structures.</p> <p>Containment: provide basic information about the types and purpose of plans, goals, objectives, means, methods, and technology for substantiating planned decisions; acquisition of skills in developing strategic plans. In the process of studying the course, students solve the following problems: acquiring skills for analyzing the external and internal environment with tools of the joint venture; the ability to conduct competitive analysis and determine a competitive strategy; ability to develop an enterprise development strategy; ability to put into practice strategic analysis tools (portfolio matrices, SWOT analysis, etc.)</p> <p>Expected result: to know: decision functions in the methodology and organization of the strategic planning process, typology of strategic plans, conditions and factors of strategic planning, models, methodology and organization of the strategic planning process, efficiency and control in strategic planning, be able to: analyze alternatives, the external environment and its impact on the implementation of alternatives; skills: development of strategic plans, target orientation of the strategy.</p> <p>Competencies: special, economic, organizational and managerial</p>
6	Competitive ness of industries and firms	5	Organizati on of production. Quality manage- ment Evalua-	Agribusiness basics Rural economics	<p>Purpose: to give the concepts of the main factors influencing the competitiveness of the enterprise; competitiveness of goods and services; about the essence of the enterprise as an object of management, its place and role in the system of the national economy</p> <p>Content: competitiveness of industries and firms studies the formation of a scientific approach to the</p>

			tion of innovative capacity		<p>formulation and practical solution of problems of increasing the level of competitiveness of an enterprise based on the implementation of a systematic organizational and economic mechanism for regulating and managing competitiveness at the level of the country, industry, region and enterprise. The factors of competitiveness of the industry and the company, forms and methods of ensuring and stimulating the processes of increasing the competitiveness of enterprises are studied.</p> <p>Expected result: to know: factors of competitiveness of the enterprise and the agro-industrial complex; competitiveness of goods and services; the mechanism of competitiveness of the enterprise; strategic goals of the main competitors of the company; be able to: apply the acquired knowledge in the competitive environment of the national economy, apply this knowledge when drawing up business plans, determine the factors of competitiveness; collect information in the field of ensuring the competitiveness of the enterprise, analyze, divide by risk groups and KPF levels; determine the level of competitiveness of the personnel of the enterprise, the products of the enterprise, the state of the enterprise in the industry; have skills: acquire the skills necessary to continue education with a higher degree of independence</p> <p>Competencies: special</p>
6	Competitiveness of industries and firms in the agroindustrial complex	5	Organization of production. Quality management. Evaluation of innovative capacity	Agribusiness basics Rural economics	<p>Purpose: to give the concepts of the main factors influencing the competitiveness of the agro-industrial complex; the competitiveness of goods and services; about the essence of the enterprise as an object of management, its place and role in the system of the national economy.</p> <p>Content: the discipline is aimed at studying industry features and features of economic relations in the agro-industrial complex system. Students of this course will gain skills in forming and analyzing the competitive capabilities of agricultural entities to ensure high development of economic activity, taking into account the capabilities and activities of competitors' firms, the potential of imported products at the level of a particular industry, region and country as a whole.</p> <p>Expected result: to know: basic concepts and theoretical approaches to determining the factors of competitiveness of the agro-industrial complex; be able to: apply this knowledge to solve practical problems; have an idea of the main methodological approaches to determining the competitiveness of the agro-industrial complex; have the skills to: assess the competitiveness of the agro-industrial complex; identify the factors of competitiveness; possess o the methodology and methodology of conducting scientific research in the professional field; o the skills of independent research work.</p> <p>Competencies: special</p>
7	Agribusiness basics	2	Cluster economy. Cluster development of the agro-industrial	Final certification	<p>Purpose: is to develop students' practical skills in choosing tools for analyzing the economic performance of enterprises of the agribusiness system, as well as the skills of generating and selecting business ideas, developing and substantiating proposals for their improvement.</p> <p>Content: The discipline studies the theoretical</p>

			complex. Competitiveness of industries and firms. Competitiveness of industries and firms in the agroindustrial complex		<p>foundations of the organization of production, entrepreneurship and agricultural business, the laws of the Republic of Kazakhstan related to agribusiness, the organizational and economic foundations of agricultural enterprises and their associations, their specialization and production planning, the rational use of land and other means of production, the interconnection and interdependence of all sides of production.</p> <p>Expected result: to know: the main processes in the enterprises of the agribusiness system; the fundamentals of constructing, calculating and analyzing a modern system of indicators characterizing the activities of economic entities in agribusiness, methods of formulating a business idea; be able to: collect, analyze and process the data necessary to solve economic problems in the agribusiness system; find and evaluate new market opportunities and formulate a business idea; to develop projects in the field of economics and agribusiness, taking into account regulatory, resource, administrative and other restrictions; own: modern methods of project development in the agribusiness system; methods for collecting, processing and analyzing economic and social data; formulating and implementing strategies at the level of enterprises of the agribusiness system.</p> <p>Competencies: special, economic, organizational and managerial</p>
7	Rural economics	2	Cluster economy. Cluster development of the agro-industrial complex. Competitiveness of industries and firms. Competitiveness of industries and firms in the agroindustrial complex	Final certification	<p>Purpose: the discipline "Rural Economics" is studied in order to acquire students the basic theoretical knowledge and practical skills in economics, management and marketing based on the rational and effective organization of production in agricultural and processing enterprises.</p> <p>Content: Discipline is an integral part of the system of economic sciences. It contains theoretical material on the main issues of agricultural economics. It is aimed at developing skills in applying objective economic laws, their manifestations in agriculture, and finding ways to increase the efficiency of agricultural production. The discipline is focused on the development of professional competence of future agricultural specialists.</p> <p>Expected result: to know: the methodology for determining the economic efficiency of agricultural production and the profitability of production, the efficient use of labor and land resources, fixed assets, working capital and capital investments, economic assessment of land, conditions, requirements and directions for stabilizing the agricultural economy in modern conditions, the basics of management theory and practice, management functions, main directions of marketing, product sales strategies, methods of setting product prices; be able to: apply management knowledge in practice, master management methods, improve the main management functions, take reasonable risks; possess skills: resolve conflict and critical situations in daily work.</p> <p>Competencies: special, economic, organizational and managerial</p>
8	Quality management	4	Economic analysis Competitiv	Cost management Controlling	<p>The purpose of the discipline "Quality management" is to teach students the content of the quality category as an object of management, the methodological foundations of quality management. Much attention is</p>

			ness of industries and firms Competitiveness of industries and firms in the agroindustrial complex		<p>paid to quality assessment methods. The knowledge gained will allow us to competently and competently analyze and evaluate the level of quality of products and services</p> <p>Content: the course forms a holistic systematic understanding of quality management as a modern management concept, as well as skills in the field of quality management of products, services, works, activities of domestic enterprises and organizations. The relevance of the study of discipline is dictated by the needs of a market economy, in which the successful operation of enterprises is based on the competitiveness of products.</p> <p>Expected result:to know: features of existing management and quality assurance systems, evolution and the main stages of development of quality management and general management; modern methods for predicting and ensuring a given level of product quality of complex technogenic products used at various stages of its life cycle: from the stages of its design, development and creation of prototypes to mass production and operation; procedures for certification of products and quality management systems; be able to: use probabilistic and statistical methods to assess the quality level of complex man-madesystems and quality changes during their operation at various stages of the life cycle; skills: to correctly select probabilistic and statistical distribution laws for correct estimation calculations of the level of quality and reliability of various man-made systems</p> <p>Competencies: special, professional</p>
8	Evaluation of innovative capacity	4	Economic analysis Competitiveness of industries and firms Competitiveness of industries and firms in the agroindustrial complex	Cost management Controlling	<p>The purpose of studying the discipline "Assessing innovative potential" is to deepen and consolidate the knowledge gained of the methodological foundations of the research of innovative processes taking place in society, to reveal the essence of the scientific approach to reality on the basis of general scientific and specific subject research methods, as well as to develop students' ability to make effective decisions in the field of innovation management</p> <p>Content: Management and evaluation of innovative potential is an integral part of innovative management and solves the issues of planning and implementation of innovative strategies that ensure sustainable development of the enterprise. Based on the study of the discipline, students will gain skills in developing innovative strategies of the company based on assessing the potential of the enterprise and its innovative potential.</p> <p>Expected result:to know: conceptual and terminological apparatus in the field of innovation management; basic models of innovative development; basic concepts and methods of analysis and selection of innovations; the relationship of innovative activity and competitive development of enterprises;to be able to: formally describe the project as a management object; carry out business planning of innovative projects; identify and analyze the risks of innovative projects and formulate approaches to managing these risks; skills use of instrumental (software and hardware) project management tools; uses of software packages</p> <p>Competencies: special, professional</p>

SCROLL

elective courses for educational program 6B04116 "Economics"

Form of training-full-time on the basis of T and VT, term of study 2 years 8 months

Year of receipt 2021.

Name of Discipline	Discipline Code	Amount Credits	Semester
Basic disciplines			
Elective component 1			
Statistics	Sta 2211	4	2
Socio-economic statistics	SES2211		
Elective component 2			
Basics of management and marketing	BMM 2212	5	2
Market infrastructure	MI 2212		
Elective component 3			
Basics of economic analysis	BEA 2213	4	2
Functional cost analysis	FCA 2213		
Elective component 4			
Finance	Fin 2214	4	2
Introduction finance	IF 2214		
Elective component 5			
Financing and lending investment	FLI 3215	5	3
Investment activities of companies	IAC 3215		
Elective component 6			
Labor market economics	LME 3216	5	3
Labor management	LM 3216		
Elective component 7			
Logistics	Log 3217	4	5
Logistics by industry	LBI 3217		
Elective component 8			
Tax – budget policy	TBP 3218	4	5
Tax regulation	TR 3218		
Elective component 9			
Automation and computerization of accounting	ACA 3219	5	4
Computer technologies in accounting	CTA 3219		
Elective component 10			
Planning and budgeting system	PBS 3220	5	4
Internal planning and budgeting	IPB 3220		
Elective component 11			
Cost management	CM 4221	5	6
Controlling	Con 4221		
Elective component 12			
Consulting and related services	CRS 4222	5	5
Financial advisory	FA 4222		
Elective component 13			

Valuation of assets and business	VAB 4223	5	5
Business valuation	BV 4223		
Elective component 14			
Institutional economics	IE 4224	4	5
Operations management	OM 4224		
Elective component 15			
Resource saving economics	RSE 4225	4	5
Environmental economics	EE 4225		
Profiling disciplines			
Elective component 1			
Scientific organizationof labor	SOL 3306	5	3
Scientific organization of labor in agriculture	SOLA 3306		
Elective component 2			
Cluster economy	CE 3307	5	4
Cluster development of the agro-industrial complex	CDAIC 3307		
Elective component 3			
Planning of the enterprise	PE 3308	6	6
Organization and remuneration at the enterprise	ORE 3308		
Elective component 4			
Sectoral economy	SecE 3309	5	6
Service economy	SerE 3309		
Elective component 5			
National economy	NE 4310	5	4
Strategic planning	SP 4310		
Elective component 6			
Competitiveness of industries and firms	CIF 4311	5	4
Competitiveness of industries and firms in the agroindustrial complex	CIFAC 4311		
Elective component 7			
Agribusiness basics	AB 4312	2	6
Rural economics	RE 4312		
Elective component 8			
Quality management	QM 4313	4	5
Evaluation of innovative capacity	EIC 4313		