

ALIKHAN BOKEIKHAN UNIVERSITY

Faculty of information technology and economics

Department of business and management

CATALOGUE OF THE ELECTIVE COURSES

6B04116 Economics

Year of entrance-2023

Semey 2023

Developed by the department of "Business and management"

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## Student's Memo

Dear student of "ALIKHAN BOKEIKHAN UNIVERSITY", a catalog of elective disciplines is offered to your attention. This is a systematic list of all optional academic subjects with a brief description. It is designed so that you can quickly, conveniently and comprehensively form an individual learning trajectory. This is an assistant in creating your own curriculum.

In accordance with the credit technology of education, all academic disciplines are divided into three cycles: general education disciplines (GED), basic disciplines (BD) and specialized disciplines (SD). Disciplines in each of these cycles are divided into types: mandatory component, university component and elective component (elective disciplines).

The disciplines of the compulsory component are determined by the state mandatory standard of higher education according to the educational program and are mandatory for students to study.

Disciplines of the elective component are presented according to the educational program at a meeting of the department with the participation of employers and students. From the entire list of elective courses offered, you can choose the most interesting ones.

The methodology for choosing elective courses using the catalog for inclusion in your individual curriculum is as follows:

1. Find the course and academic semester in the list.
2. Determine the number of credits in an elective subject issued from the structure of the educational program of higher education.
3. Carefully read the list of elective courses offered. Focus on combining academic subjects according to the selected courses. Only one subject can be selected from a group of elective courses.
4. Read a brief description of the elective courses you are interested in and make your choice.
5. Check whether the total number of credits for the courses you have chosen corresponds to the required amount of credit in accordance with the structure of the higher education program.
6. When choosing elective disciplines, use the help of an adviser.

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)
<b>BASIC DISCIPLINES</b>					
<b>Optional components (OC)</b>					
Modul 10 - Finance and statistics					
1	Statistics	5	Economic theory Mathematics in economics	Economic analysis	<p><b>Contents:</b> The purpose of the discipline: to form students' knowledge of the main stages of statistical research of populations, mastery of a complex of modern methods for collecting, processing and generalizing statistical information to study trends and patterns of socio-economic phenomena and processes, mastering the most important methods and techniques of statistical analysis for studying the main objects of applied statistical research ... In the course of studying the course, form students' abilities: mastering by students the techniques and methods of collecting, processing, generalizing and analyzing statistical information to study trends and patterns of economic phenomena and processes; application of statistical methods, methods of forecasting economic processes for making informed management decisions.</p> <p><b>Expected results:</b></p> <p>Know: sample 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, sample observation, series of dynamics, indices, statistical study of the interrelationships of social phenomena, statistics of the population and labor resources, system of national accounts, basic macroeconomic indicators, statistics of the standard of living of the population.</p> <p>Be able to: formulate the goals and objectives of statistical research; draw up statistical research programs, systematize and generalize economic information, analyze the structure and development trends of the Kazakhstani and 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 the main conclusions, carry out a comprehensive analysis of the studied socio-economic phenomena. apply the acquired knowledge and skills: in practice.</p> <p>Skills: use of statistical information in the further development of general and special economic disciplines; application of statistical methods for the processing and analysis of quantitative and qualitative information on the development of socio-economic processes and phenomena.</p> <p>Competencies: economic, organizational and managerial</p>

1	Socio-economic statistics	5	Economic theory Mathematics in economics	Economic analysis	<p><b>Contents:</b> studies the basics and the system of indicators of socio-economic statistics, population and labor statistics, statistics of national wealth, costs and intermediate consumption, commodity and monetary circulation, price statistics, production efficiency statistics, basic macroeconomic indicators, statistical study of the dynamics of socio-economic phenomena</p> <p><b>Expected results:</b>  <b>Know:</b> methodological foundations of the concepts of assessing the state of the economic, social, political environment; principles of statistical concretization of systems of indicators of various areas of socio-economic statistics, methods of their measurement or calculation; construction methodology and information capabilities of the system of generalizing statistical indicators  <b>Be able to:</b> systematize and summarize quantitative and qualitative statistical information; draw up a plan for a statistical study of the real socio-economic situation, form a circle of initial indicators characterizing it, conduct targeted data collection and statistical analysis using appropriate methods; develop specific proposals based on the results of research, prepare reference and analytical materials for management decisions  <b>Skills:</b> conducting a statistical study of the real socio-economic situation, evaluate the proposed options for management decisions and develop proposals for their improvement, taking into account the criteria of socio-economic efficiency  <b>Competencies:</b> economic, organizational and managerial</p>
<b>Modul 11 - Management and Marketing</b>					
2	Management	6	Psychology Fundamentals of a market economy and entrepreneurship	Labor economics Personnel management	<p><b>Content:</b> the formation of students' systematized knowledge of the theoretical foundations and applied aspects of management in modern conditions. In the course of studying the course to form students' abilities: to know the methods of management and the construction of organizational structures of management; apply methods, means and techniques of management in professional activities; analyze the organizational structures of management; plan and organize the work of the unit; evaluate the effectiveness of the main approaches in the management of the organization</p> <p><b>Expected results:</b>  <b>Know:</b> methods of management and building organizational structures of management; apply methods, means and techniques of management in professional activities.  <b>Be able to:</b> analyze organizational management structures; plan and organize the work of the department; evaluate the effectiveness of the main approaches in managing the organization.  <b>Skills:</b> development of specific skills for the implementation of effective management in the enterprise based on the use of world experience. Apply methods and methods of enterprise and personnel management  <b>Competencies:</b> economic, organizational and managerial</p>
2	Strategic management	6	Psychology Fundamentals of a market economy and entrepreneurship	Labor economics Personnel management	<p><b>Content:</b> features of strategic management in modern conditions; general patterns of managerial development; methodology of strategic management of the organization; methodology for planning the activities of the organization and means of achieving goals; principles of strategic management; stages of organizing the process of strategic management; the main tools for analyzing the external and internal environment; company's competitive behavior strategies, development strategies; ways to implement strategies.</p> <p><b>Expected results:</b></p>

					<p>Know: modern concepts of strategic management; methodological foundations of strategic management; modern analytical tools to support strategic decision making.</p> <p>be able to: choose methods of management adequate to strategic tasks; identify and organize the efficient use of available resources and information; to analyze the external and internal environment of the system; work in a team and organize teamwork in a strategic project.</p> <p>Skills: to explain the stages of organization of work on the preparation of strategic changes; collection, selection, generalization and transformation of information necessary for strategic analysis; identifying the weaknesses and strengths of the organization, opportunities and threats in the development of the system under study; application of the identified potentials, dependencies and risks of system development to develop strategic recommendations</p> <p>Competencies: economic, organizational and managerial</p>
<b>Modul 11 - Management and Marketing</b>					
3	Marketing	4	Fundamentals of a market economy and entrepreneurship	Quality control Assessment of innovative potential	<p><b>Contents:</b> the formation of students' holistic understanding of the study of the theoretical foundations of marketing and the mastery of categories, concepts, practical skills in the application of elements and principles of marketing in the activities of firms and companies. In the course of studying the course to form students' abilities: to determine the effectiveness of marketing planning and controlling at the enterprise; select, process and analyze marketing research data; present the results of research and analytical work in front of a professional and mass audience; evaluate the economic efficiency of marketing solutions</p> <p><b>Expected results:</b></p> <p>Know: the main tools of the marketing mix; marketing environment and its analysis; approaches to organizing the activities of marketing services; organization, management and design of processes in the field of marketing; advertising, specifics of logistics and sales.</p> <p>Be able to: analyze the situation on the labor market and other marketing research data, determine the effectiveness of marketing planning and controlling in the enterprise; select, process and analyze marketing research data; present the results of research and analytical work to a professional and mass audience; evaluate the economic efficiency of marketing decisions.</p> <p>Skills: own the mechanism and principles of organizing marketing and ensuring the competitiveness of firms, developing innovative methods, tools and technologies for marketing activities; analysis and evaluation of marketing activities to develop an organization's strategy</p> <p>Competencies: economic, organizational and managerial</p>

3	Competitiveness of industries and firms	4	Fundamentals of a market economy and entrepreneurship	Quality control Assessment of innovative potential	<p><b>The content</b> The purpose of the discipline: the formation of students' scientific approach to the formulation and practical solution of the problems of increasing the level of competitiveness of an enterprise based on the implementation of a systemic organizational and economic mechanism for regulating and managing competitiveness at the level of the country, industry, region and enterprise. In the course of studying the course, to form students' abilities: to know the principles and factors of enterprise competitiveness, the mechanism of enterprise competitiveness; be able to apply the acquired knowledge in a competitive environment; determine the level of competitiveness of the personnel of the enterprise, the products of the enterprise, the state of the enterprise in the industry; acquire the skills necessary to continue education with a higher degree of independence</p> <p><b>Expected results:</b>  Know: principles and factors of enterprise competitiveness; competitiveness of goods and services; the mechanism of enterprise competitiveness; strategic goals of the company's main competitors.  Be able to: apply acquired knowledge in a competitive environment; determine the level of competitiveness of the personnel of the enterprise, the products of the enterprise, the state of the enterprise in the industry.  skills: show the necessary practical problem solving to improve education with a higher degree of independence, master the mechanism and principles of organizing marketing and ensuring the competitiveness of firms.,  Competencies: economic, organizational and managerial</p>
<b>Modul 10 - Finance and statistics</b>					
4	Finance	5	Economic theory	Investment financing and lending Investment activity of companies Tax and taxation Tax law of the Republic of Kazakhstan	<p><b>Contents:</b> The purpose of the discipline is to form students' modern fundamental knowledge in the field of finance theory, disclosure of theoretical aspects of the essence of finance, their functions, role in a modern market economy, modern theoretical concepts of public finance. In the process of studying the discipline, students must know the concepts and principles of organizing finance, master the method of analyzing the financial condition. The role of finance increases in the conditions of developed market relations, since finance directly determines the process of forming and using funds of funds at the macro and micro levels, which, in turn, ensures the possibility of high-quality performance of economic and managerial functions by the state, organizations, and entrepreneurs.</p> <p><b>Expected results:</b>  Know: the concepts and principles of organizing finance, master the methodology of analyzing the financial condition, the role of finance in the conditions of developed market relations, the process of formation and use of cash funds at the macro and micro levels.</p>

					<p>Be able to: analyze the financial condition of the company and the situation in the financial market, own the basic terms and concepts of finance; learn the application of theoretical knowledge in practice; own the main issues of financial and credit activities of the state.</p> <p>Skills: To 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	World financial markets	5	Economic theory	<p>Investment financing and lending</p> <p>Investment activity of companies</p> <p>Tax and taxation</p> <p>Tax law of the Republic of Kazakhstan</p>	<p><b>Contents:</b> The discipline studies the financial market in the field of securities analysis (financial analytics). The aim of the course is to instill in students the ability to navigate in the global financial markets, to understand the architecture of the global financial market, to understand the interdependencies between different segments of the financial market, to estimate the impact of developments in global financial markets; to understand the features of the development of the securities market in the Republic of Kazakhstan, the development of techniques for cost-benefit analysis systems of type "device" and "production", know the advantages and disadvantages of Kazakhstan stock market.</p> <p><b>Expected results:</b></p> <p>Know: concepts and principles of the securities market, general patterns of development, structure, principles of organization of global financial markets, the main provisions of legislation in the field of regulation of global financial markets.</p> <p>Be able to: analyze and use various sources of information to solve economic problems; prepare analytical materials for evaluating activities in the field of international financial relations.</p> <p>Skills: using modern methods and tools to study the economic situation of individual sectors of the global financial market; analysis of economic processes taking place in the global financial markets.</p> <p>Competencies: economic, organizational and managerial</p>
Modul 14 - Fiscal policy					

5	Investment activity of companies	5	Finance World financial markets	National economy Strategic planning	<p><b>Content:</b> The purpose of the discipline: the acquisition by students of comprehensive knowledge in the field of investment activities and the mechanism of financing investments, planning business activities and the development of modern forms and methods of doing business. In the course of studying the course, students receive the basics of knowledge on the types and organization of investment activities in the conditions of the formation and development of market relations. In this regard, the course provides the basic definitions that reveal the essence of investment management in its main forms, discloses the content of certain types of investment activities. The course pays special attention to the issues of investment management, assessing the effectiveness of their implementation and the risks arising from this, as well as forms of state regulation of investment processes in the country's economy.</p> <p><b>Expected results:</b></p> <p><b>Know:</b> concepts and types of investments and investment activities, types and organization of investment activities in the conditions of formation and development of market relations, 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 investments in the Republic of Kazakhstan and foreign countries.</p> <p><b>Be able to:</b> create financial statements, determine the sources of investment and their effectiveness, determine the viability of investment projects, evaluate them, find critical points and conduct sensitivity analysis; analyze financial infrastructure as a source of investment activity; calculate cases for investment projects and publicly defend them.</p> <p><b>skills:</b> independent work, self-organization and organization of tasks; modern methodology for calculating and analyzing socio-economic indicators that characterize investment processes at the meso- and macro levels</p>
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					<b>Competences:</b> economic and organizational and managerial
5	Investment financing and lending	5	Finance World financial markets	National economy Strategic planning	<p><b>Content:</b> The discipline studies the economic content, types, forms of investments, legislative support of investment activity, investment mechanism, investment policy, sources of financing and crediting of real and financial investments. State regulation of investment activity, specifics of crediting investment projects, design stages. preparation of a technical and economic justification of an investment project, analysis of the investment policy of the state, financing and lending by banks of enterprise projects, ways to reduce financial risks.</p> <p><b>Expected results:</b>  <b>Know:</b> the essence and significance of investment; the infrastructure of the investment market and the mechanism of its functioning; theoretical and methodological foundations of investment; the functions of the investor and participant in the investment market, the role of financial intermediaries in investing; the essence of foreign investment and their necessity for the recipient country of capital; the mechanism of the investment market and the risks associated with investment; stages of formation of the company's investment strategy; the concept of an investment project and its life cycle; the essence of monitoring the investment process  <b>Be able to:</b> assess the attractiveness of the investment climate of the state and the region; determine the expediency for an investor to invest in financial and real assets; evaluate the possibilities of using investments in different directions.  <b>Skills:</b> to develop a financial model of an investment project, tools for assessing the economic efficiency of the implementation of an investment project; methods and means of developing and justifying investments of various projects</p> <p><b>Competences:</b> economic and organizational and managerial</p>

**Modul 12 Enterprise economic activity**

6	Labor economics	4	Management Strategic management	Cost management Controlling Manufacturing practice II	<p><b>Content:</b> The purpose of the discipline is aimed at forming a complex of knowledge on the scientific foundations and practical methods of designing work processes, establishing labor standards, organizing its payment and incentives, calculating indicators of the economic efficiency of measures to improve the organization and rationing of labor and formulating the simplest applied economic and mathematical models. In the course of studying the course, form students to demonstrate a systematic understanding of the participants in the labor market, the main problems of the functioning of the market and issues of state regulation of social and labor relations. be able to apply in practice the obtained values in the theory of the labor market, analyze and critically substantiate the situation on the labor market, have practical skills in providing and interpreting information regarding the activities of labor market actors, acquire the skills of self-collecting, analyzing and presenting information characterizing the processes taking place in the labor market</p> <p><b>Expected results:</b>  <b>Know:</b> a systematic understanding of labor market participants, the main problems of the functioning of the market and issues of state regulation of social and labor relations, know the range of issues and practical problems studied by the modern market economy</p>
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					<p>labor, as well as navigate the features and patterns of formation and development labor markets in Kazakhstan;          Be able to: analyze organizational structures, the competitive environment, the situation on the labor market, put into practice the obtained values in the theory of the labor market, analyze and critically justify the situation on the labor market, have practical skills in providing and interpreting information regarding the activities of labor market entities.</p> <p>skills: apply methods and methods of enterprise and personnel management, independent collection, analysis and presentation of information characterizing the processes taking place in the labor market.</p> <p>Competencies: economic, organizational and managerial,</p>
6	Personnel management	4	Management Strategic management	Cost management Controlling Manufacturing practice II	<p><b>Content:</b> to form students' knowledge of methods, technologies and procedures for personnel management and the method of optimizing human resources. In the course of studying the course, to form students' knowledge of theory and practice, methods and methods of personnel management; the ability to independently carry out the formulation and solution of personnel management tasks; mastering the skills of planning, organizing, motivating and controlling personnel management, as well as applying the main provisions of personnel management in existing problems and directions for the further development of the organization</p> <p><b>Expected results:</b></p> <p><b>Know:</b> theory and practice, methods and methods of personnel management, know the composition and the content of the stages of the personnel management process, the system of planning, recruitment and selection of personnel, the content of work on the social adaptation of workers, organizations salaries and motivation of personnel, methods of personnel assessment, management mechanisms personnel development and foreign experience in personnel management;</p> <p>Be able to: Apply methods and methods of enterprise and personnel management, formulate goals and missions of the enterprise;</p> <p>skills: analyze organizational structures, competitive environment, the situation on the labor market, planning, organizing, motivating and controlling personnel management, as well as applying the basic provisions of personnel management to existing problems and directions for further development of the organization.</p> <p>Competencies: economic, organizational and managerial,</p>
Modul 15 - Organization module and logistics					

7	Logistics	5	Enter-prise economy	Cost management Controlling Big Data and business analytics Cloud computing services	<p><b>Content:</b> The purpose of the discipline: training of specialists in the field of planning, organization, management, control and regulation of traffic, material and information flows in space and in time from their primary source to the final consumer. As a result of mastering the discipline, the student must: know the basic concepts, concepts, mechanisms of functioning and types of logistics; describe the ways and methods of organizing the logistics of material flows; organize material flows in time and space with the least loss, carry out organizational and planned calculations for the creation or reorganization of production sites, plan the work of personnel, as well as draw up requests for equipment and spare parts.</p> <p><b>Expected results:</b>  Know: basic concepts, concepts, mechanisms of functioning and types of logistics; describe the ways and methods of organizing the logistics of material flows;  Be able to: distinguish between the main methods and types of logistics of material and information resources, organize material flows in time and space with the least losses, carry out organizational and planning calculations for the creation or reorganization of production sites, plan the work of personnel, and also draw up applications for equipment and spare parts .  skills: give justification and explain the choice of management decisions, methods of designing and organizing logistics processes  Competencies: economic, organizational and managerial</p>
7	Information flow logistics	5	Enter-prise economy	Cost management Controlling Big Data and business analytics Cloud computing services	<p><b>Contents:</b> The purpose of the discipline: to train students to understand and accept the concept of logistics, to know the main methods of logistic organization of information flows, to be able to view the resulting effect from the logistic approach to the organization of production. Possession of the skills of organizing the logistics of information flows in order to create harmoniously organized, easily manageable high-performance enterprise models. The knowledge, skills and abilities acquired during the study of this course can be used in marketing research, industrial marketing, business planning.</p> <p><b>Expected results:</b>  Know: the main ways of logistical organization of information flows. features and methods of managing information flows in logistics systems; modern solutions to information and communication problems of a logistics company with the help of specialized software products; modern communication technologies and automation of process management in supply chains;  Be able to: distinguish between the main methods and types of logistics of material and information resources, view the emerging effect of the logistics approach to the organization of production.  skills: to organize production processes, material and information-financial flows in time and space, organize the logistics of information flows in order to create harmoniously organized, easily managed, highly efficient enterprise models.  Competencies: economic, organizational and managerial</p>
Modul 14 -Fiscal policy					

8	Tax and taxation	5	Economic theory Finance World financial markets Fundamentals of law and anti-corruption culture	Planning and budgeting system In-house planning and budgeting	<p><b>Contents:</b> The discipline forms knowledge in the field of taxes and taxation, the principles of construction and elements of tax systems, the ability to use regulatory documents in the field of taxes, calculate taxes and fees paid by organizations and individuals, draw up payment documents for transferring taxes and fees to the budget; skills in calculating taxes and fees levied to the state budget.</p> <p><b>Expected results:</b> Know: concepts in the field of taxes and taxation, the principles of construction and elements of tax systems, the basics of the tax system of the Republic of Kazakhstan, the theoretical and methodological principles of levying taxes, the methodology for their calculation; forms of tax accounting and tax reporting for the calculation of taxes and fees and be able to fill them out. Be able to: operate with the rules related to taxation; be able to fill out tax reporting forms; distinguish between the main types of taxes, give legal advice in the field of taxation, use regulatory documents in the field of taxes, calculate taxes and fees paid by organizations and individuals, draw up payment documents for transferring taxes and fees to the budget. Skills: calculate the main indicators of the company's work to identify the tax base, according to the calculation of taxes and fees levied in the state budget, use the available information bases to ensure the taxation of legal entities and individuals. Competencies: economic, organizational and managerial, special</p>
8	Tax law of the Republic of Kazakhstan	5	Economic theory Finance World financial markets Fundamentals of	Planning and budgeting system In-house planning and budgeting	<p><b>Contents:</b> The purpose of the discipline: the need for knowledge of the theoretical foundations of tax law, tax practice and the main problems of legislation on taxes and other mandatory payments to the state budget at the present stage. As a result of studying the course, students should: have a clear understanding of the basic concepts of tax law, tax and legal regulations and tax legal relations; to learn the characteristics of the current taxation system, the difference and relationship between taxes and other obligatory payments to the state budget and their characteristic features; master the normative materials related to taxation and tax activities, as well as the problems of building the tax system of the state; understand the content of legal rights and obligations of subjects of tax legal relations, the mechanism of their interaction; draw up and execute legal documents, provide qualified legal advice.</p> <p><b>Expected results:</b></p>

			law and anti-corruption culture		<p>Know: basic concepts of tax law, tax legal norms and tax legal relations; to know the characteristics of the current taxation system, the difference and correlation between taxes and other obligatory payments to the state budget and their characteristic features; to assimilate normative materials relating to taxation and tax activities, as well as the problems of building the tax system of the state.</p> <p>To be able to: operate with legal concepts and norms of tax law, draw up and draw up legal documents, give qualified legal advice, understand the content of the legal rights and obligations of subjects of tax legal relations, the mechanism of their interaction.</p> <p>skills: determine the tax base; calculate the main performance indicators of the company and taxes by type; give legal advice in the field of taxation, systemic, structural and logical analysis, drafting legal documents, correct use of terminology</p> <p>Competencies: economic, organizational and managerial,</p>
Modul 14- Fiscal policy					
9	1C accounting	5	Accounting and auditing	Assessment of the value of assets and business valuation	<p><b>Contents:</b> The discipline studies a universal system of automation of the company's activities, designed for accounting and tax accounting and accounting operations; accounting of goods and material assets, settlements with counterparties, payroll, depreciation of fixed assets, accounting for any sections for the formation of high-quality and timely information about the financial and economic activities of the entity, functions and capabilities of the software "1C Accounting" for the organization and accounting at the enterprise. Preparation of regulated and tax reporting forms</p> <p><b>Expected results:</b></p> <p>Know: the structure of the program 1C Accounting and financial reporting of firms, legislative and guidance materials on the organization of accounting and financial reporting in various organizations of various forms of ownership, international financial reporting standards for accounting, the system of accounting accounts, the basics of accounting automation.</p> <p>Be able to: fill in and edit the information base; fill out documents and perform operations in various areas of accounting; prepare and read accounting reports; search for previously entered information; edit the mistakes made, etc.</p> <p>Skills: determine the tax base; comprehensively apply the rules and methods of accounting, including in the 1C accounting program, acquire practical skills to create new records in the information base; edit previously entered entries in the infobase; delete unnecessary objects from the infobase; draw up accounting records in various ways, etc</p> <p>Competencies: professional</p>

9	Financial statements of the company	5	Accounting and auditing	Assessment of the value of assets and business valuation	<p><b>Content:</b> The purpose of the discipline is to develop the knowledge and skills of students in understanding and applying international accounting standards and conceptual frameworks in the preparation of financial statements of companies, including groups of companies, as well as in the analysis of financial statements. For successful mastering of the discipline, the student must: know the structure of financial statements; be able to choose tools for processing economic data in accordance with the task at hand, analyze the results of calculations and substantiate the findings; have the skills to document business transactions, prepare analytical and informational materials on the financial statements of a group of companies for the company's management and stakeholders, necessary for making strategic decisions, has the ability to analyze and use information sources to solve problems in the field of presentation and interpretation of the financial statements of a group of companies.</p> <p><b>Expected results:</b>  Know: the composition and content of the financial statements of enterprises of the Republic of Kazakhstan; financial reporting structure; tools for processing economic data in accordance with the task.  Be able to: analyze the financial condition of the company and the situation in the financial market, create financial statements, calculate financial ratios with the development of conclusions; has the ability to analyze and use sources of information to solve problems in the field of presentation and interpretation of the financial statements of a group of companies  skills: documenting business transactions, preparing analytical and informational materials on the financial statements of a group of companies for the company's management and stakeholders necessary for making strategic decisions.  Competencies: professional</p>
<b>Modul 13 - Market planning</b>					
10	State regulation of the economy	5	Economic theory Macroeconomics	National economy Strategic planning	<p><b>Contents:</b> The discipline studies the main functions of the state in the field of economic regulation, the system of governing bodies and regulation of the economy in the Republic of Kazakhstan, the main methods and mechanisms, the content of key scientific research and the field of state regulation of the economy, the basics of the organization and regulation of material production, investment, labor market, social sphere, environmental protection, foreign economic activity.</p> <p><b>Expected results:</b>  Know: patterns of functioning of the modern economy at the macro level, the main features of the country's economy; the main methods and means of state regulation of the economy, the features of their impact on the activities of industries and enterprises.  Be able to: determine the features of the development of the country's economy; analyze in interconnection economic phenomena, processes and institutions at the macro level; identify problems of an economic nature, propose ways to solve them, taking into account the criteria of socio-economic efficiency and possible consequences.  skills: evaluate the effectiveness of the main methods of state regulation; modern methods of calculation and analysis of socio-economic indicators characterizing economic processes at the macro level  Competencies: professional</p>

10	Public private partnership	5	Economic theory Macroeconomics	National economy Strategic planning	<p><b>Content:</b> The purpose of the discipline: obtaining knowledge on general issues of legal regulation and implementation of public-private partnership projects: mastering basic knowledge about the content of the institution of public-private partnership (PPP), including the concept of PPP, forms, types and models of public-private partnership, objects and subjects of PPP, the nature and content of public-private partnership agreements, the specifics of their conclusion, execution, modification and termination. As a result of studying the discipline, students should: know the goals and objectives of the legal regulation of public relations in the field of public-private partnership at the present stage, the directions of improving legal regulation in the field of PPP; be able to apply the rules of law governing public relations in the relevant area, including in cases of gaps and contradictions between the rules; to reason the decisions made, including, taking into account the possible consequences, to foresee the consequences of the decisions he made; to competently interpret legal acts in their interaction; have the skills to master the basic methods of interpreting civil law norms governing PPP obligations.</p> <p>-----  WebKitFormBoundaryqZwRkP6vAtBT9LbA Content-Disposition: form-data; name="SyllabusKZ"; filename=""  Content-Type: application/octet-stream</p> <p><b>Expected results:</b>  Know: the goals and objectives of the legal regulation of public relations in the field of public-private partnership at the present stage, directions for improving the legal regulation in the field of PPP.  Be able to: determine the features of the development of the country's economy and the content of public-private partnerships, apply the rules of law governing public relations in the relevant area, including in case of problems and contradictions between the rules; to argue the decisions made, including, taking into account the possible consequences, to foresee the consequences of his decisions; competently interpret legal acts in their interaction.  skills: evaluation of PPP models; possession of the main methods of interpreting the norms of civil law governing obligations in the field of PPP.  Competencies: professional</p>
Modul 16 - IT technologies in the economy					

11	Big Data and business analytics	4	Logistics Information flow logistics	Information flow logistics Business valuation	<p><b>Contents:</b> The aim of the discipline is to intensively teach students the theoretical and practical aspects of data analysis, as well as improve their skills in related fields such as mathematics, project management and entrepreneurship. In the course of studying the course, the student must: be able to formulate and solve problems arising in the course of production activities that require in-depth professional knowledge; choose the necessary approaches and methods for analyzing problems, as well as modify existing ones and develop new ones, depending on the tasks of a particular case; analyze and design software tools for data analysis, as well as algorithms, models and methods required for the development of software systems, effective data analysis and extraction of knowledge from data; apply quantitative and qualitative methods and techniques for collecting primary information for research, as well as developing effective solutions to problems</p> <p><b>Expected results:</b></p> <p>Know: algorithms, models and methods required for the development of software systems, effective data analysis and knowledge extraction from data, the main methods of data preprocessing and visualization data mining technologies, methods and models of Data Mining features of the Big Data direction, its main differences from the direction business analytics methods for solving problems of processing and analyzing big data.</p> <p>Be able to: describe the possibilities of using information technologies and an innovative approach, choose the method of software tools for data analysis and cloud services; describe the possibilities of using information technologies and innovative approach; own the techniques and methods of collecting socio-economic and other statistical information, formulate and solve problems that arise in the course of production activities that require in-depth professional knowledge; choose the necessary approaches and methods for analyzing problems, as well as modify existing ones and develop new ones, depending on the tasks of a particular case; analyze and design data analysis software tools.</p> <p>Skills: master the methodology of collecting information, design algorithms, models and methods for software and cloud architectures, apply quantitative and qualitative methods and techniques to collect primary information for research, as well as develop effective solutions to problems..</p> <p>Competencies: professional</p>
11	Cloud computing services	4	Logistics Information flow logistics	Information flow logistics Business valuation	<p><b>Contents:</b> The aim of the discipline is the mastery of cloud technologies by students. During the course of the course, the student must know the network models of cloud services and the design features of cloud architectures. Manage and store data. Design and cost cloud solutions. Define the</p>

					<p>stages of transition to a multi-tenant, dedicated, customizable, multi-tenant architecture. Create models for organizing a multi-tenant data warehouse.</p> <p>Expected results:</p> <p>Know: network models of cloud services and design features of cloud architectures, basic concepts and terminology of cloud technologies; scopes of cloud technologies; the concept of cloud computing in relation to business activities; know the basic principles of cloud computing, the principles and methods of developing applications for cloud systems using various platforms; cloud computing infrastructure;</p> <p>Be able to: choose software tools for data analysis and cloud services, describe the possibilities of using information technologies and an innovative approach; manage and store data, determine the stages of transition to a multi-tenant, dedicated, customizable, multi-tenant architecture, use cloud programming techniques, evaluate the effectiveness of the application, long-term prospects, studying the economics of cloud computing;</p> <p>skills: design algorithms, models and methods for software and cloud architectures, create models for organizing a multi-tenant data warehouse, developing software for cloud systems, system administration for developing and maintaining applications deployed in the clouds</p> <p>Competencies: professional</p>
<b>Modul 18 - Business valuation</b>					
12	Cost management	4	Labor economics Personnel management Logistics / Information flow logistics	Final certification Manufacturing practice III	<p>Content: The purpose of the discipline: the formation of systemic knowledge in the field of methods and means of cost management at the enterprise to identify and mobilize reserves to reduce the costs of production and sale of products (works, services), as well as informed management decisions. To successfully master the discipline, the student must: know the essence, meaning, goals and objectives, techniques and methods, principles of effective cost management of an enterprise in a market economy; be able to independently make effective management decisions on cost management based on analysis and assessment of the internal and external environment, comparison of costs, production volumes and prices; calculate the costs of the enterprise; possess the skills of cost management in the short, medium and long term, as well as cost management methods to justify management decisions.</p> <p>Expected results:</p> <p>to know the essence, meaning, goals and objectives, techniques and methods, principles of effective cost management of an enterprise in a market economy;</p> <p>to be able to independently make effective management decisions on cost management based on analysis and evaluation of the internal and external environment, comparing costs, production volumes and prices; to calculate the costs of the enterprise; to possess the skills of cost management in the short, medium and long term, as well as cost management methods to justify management decisions.</p> <p>Competencies: special</p>

12	Controlling	4	Labor economics Personnel management Logistics / Information flow logistics	Final certification Manufacturing practice III	<p><b>Content:</b> The discipline studies the theory and practice in the areas of controlling, supporting and coordinating planning processes, provision of information, monitoring and adaptation evaluate and determine the effectiveness of enterprise management, the essence of the foundations of controlling to support effective management of the enterprise planning and budgeting in the system of applying the strategies of enterprises, control techniques, sequence analysis of value creation in the enterprise, the tools of cost management, techniques of budgetary control and variance analysis, application development strategy of the enterprise.</p> <p><b>Expected results:</b> to know the basic concepts of controlling, their essence, interrelation and interdependence; the basics of modern approaches to controlling management in an organization; to be able to use a system of knowledge of methods of controlling organization in an enterprise (company); to use the knowledge gained in order to form a management and product controlling system; to apply practical skills in assessing the costs of controlling; to identify problems when analyzing specific situations and suggest ways to solve them in the field of controlling management in an enterprise; analyze controlling management processes.</p> <p>Competencies: special</p>
<b>Modul 13 - Market planning</b>					
13	Planning and budgeting system	4	Tax and taxation Tax law of the Republic of Kazakhstan Sectoral economics Service economy	Resource saving economics Resource saving economics	<p><b>Content:</b> The discipline studies the system of budget planning, the formation of budgets and the effective spending of budget funds. Types of planning and budgeting. Assessment of the effectiveness of budget spending. Drawing up a program for the development of the territory and the implementation of investment projects. Attracting private investment.</p> <p><b>Expected results:</b> Know: indicators of achievement of competencies, set goals and formulate tasks related to the implementation of professional functions. To be able to: develop plans for enterprises and carry out calculations of business planning sections and evaluate the effectiveness of individual business processes and management decisions; perform calculations on sections of the business plan, draw up medium-term budgets. Skills: implement a budgeting system and draw up medium-term budgets of firms; analyze and meaningfully interpret the results obtained in accordance with the standards adopted by the organization</p> <p>Competencies: professional</p>

13	Internal planning and budgeting	4	Tax and taxation Tax law of the Republic of Kazakhstan Sectoral economics Service economy	Resource saving economics Resource saving economics	<p><b>Contents:</b> The discipline studies a set of knowledge and skills on the main methodological, organizational and legal aspects of planning at the enterprise, introduces them to the technology and economic mechanism of budgeting, with the problems of implementing a budgeting system at the enterprise based on the use of information technology, forms skills for developing plans for socio-economic development of the enterprise, skills of qualified management of financial and economic divisions of the enterprise.</p> <p><b>Expected results:</b>  <b>Know:</b> the basics of organizing planned work at the enterprise; regulatory framework for planning; basics of strategic planning; basics of production planning;  <b>To be able to:</b> develop plans for enterprises and carry out calculations of sections of business planning, implement a budgeting system and draw up medium-term budgets of firms, draw up an algorithm for carrying out planned work at an enterprise; evaluate planned indicators based on the use of a set of planning methods; 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 staff; develop a financial plan.  <b>Skills:</b> to form the skills of developing plans for the socio-economic development of the enterprise, the skills of qualified management of the financial and economic divisions of the enterprise. Implement a budgeting system and draw up medium-term budgets for firms  <b>Competencies:</b> professional</p>
<b>Modul 18 - Business valuation</b>					
14	Valuation of assets and business	5	Economic analysis Big Data and business analytics Cloud computing services 1C accounting Financial statements of the company	Resource saving economics Resource saving economics Manufacturing practice III	<p><b>Content:</b> The discipline studies the valuation of assets, the theory of valuation, goals, principles of valuation, standards of value. Regulatory legal acts of the Republic of Kazakhstan in the field of appraisal activity. Methodology of the assessment. Organization of market research in order to evaluate a specific object, according to the principles and methods of business valuation. Business analysis using internal and external information. Discount rates and capitalization coefficients. Preparation of the report in accordance with the requirements.</p> <p><b>Expected results:</b>  <b>Know:</b> basic concepts used in valuation activities; the regulatory framework and system for organizing valuation activities in Kazakhstan; the main methods for assessing the value of assets and business of companies;  <b>Be able to:</b> apply various methods and methods of asset value analysis; collect data for evaluation, systematize and interpret them; assess the value of assets and business by various methods; compare the results obtained and summarize them in the evaluation report.  <b>Skills:</b> own tools for analysis and forecasting, methods for assessing the value of individual business assets: real estate,</p>

					<p>machinery and equipment, intangible assets, financial assets, etc.</p> <p>Competencies: professional</p>
14	Business valuation	5	<p>Economic analysis</p> <p>Big Data and business analytics</p> <p>Cloud computing services</p> <p>IC accounting</p> <p>Financial statements of the company</p>	<p>Resource saving economics</p> <p>Resource saving economics</p> <p>Manufacturing practice III</p>	<p><b>Content:</b> The discipline studies the concepts and goals of business valuation, the system of principles, approaches, methods and techniques of business valuation, the economic content of the basic concepts of valuation in general and business valuation in particular. The theoretical aspects of assessing the company's capital and participation in it are considered, the array of information necessary for the assessment is determined, the analysis of factors affecting the market value of the business, as well as the formation of a reasonable conclusion about the value of the object is determined.</p> <p><b>Expected results:</b></p> <p>Know: fundamental concepts of valuation, goals and principles of business valuation; the main characteristics of enterprises and organizations as an object of assessment; methods of financial analysis and the technique of its application in business valuation; approaches and methods of business valuation</p> <p>Be able to: apply methods and tools for business valuation; analyze information for its application in order to assess the value of property objects; use the information provided by the appraiser in the appraisal report;</p> <p>Skills: own the methodology for collecting and preparing information for business valuation in order to make managerial decisions, identifying an array of information for conducting business valuation.</p> <p>Competencies: professional</p>
Modul 15 Organization module and logistics					
15	Institutional economy	5	<p>Microeconomics</p> <p>Enterprise economy</p>	<p>World economy and IEE</p> <p>International economics</p>	<p><b>Contents:</b> The purpose of the discipline: the formation of students a detailed understanding of the current development of the new institutional theory, the main tools and approaches of institutional analysis. In the course of studying the course, to form students' abilities: to systematize the most important categories of modern institutionalism; to establish the main areas of application of institutional analysis; show how institutions work in different areas; explain real phenomena using the tools of institutional theory; analyze the quality of the institutional environment.</p> <p><b>Expected results:</b></p> <p>Know: the main historical schools of institutionalism formation; methodological foundations of the 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; the role of the state in the institutional process;</p> <p>Be able to: systematize the most important categories of modern institutionalism; to establish the main areas of application of institutional analysis; to show how institutions work in various fields; to explain real phenomena using the tools of institutional theory;</p> <p>Skills: To have the skills to analyze the quality of the institutional environment, the application of the provisions of the institutional theory of economic development of Kazakhstan; the main network models of the market and the network of states existing in the field of international relations</p> <p>Competencies: special</p>

15	Operations management	5	Microeconomics Enterprise economy	World economy and IEE International economics	<p><b>Contents:</b> The purpose of studying the discipline is the acquisition by students of basic knowledge of the theory and practice of operations management, carrying out a wide variety of activities; obtaining skills of independent creative work to improve processes and methods of operations management. As a result of studying the discipline, the student must: know the purpose, objectives and principles of operational management; be able to use methods and tools of operational management in order to improve the efficiency of process management; draw up plans for production, procurement and sales at the levels of summary, preliminary and detailed planning; use specialized software for planning and managing production systems; own methods of planning and managing production processes.</p> <p><b>Expected results:</b> 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 systems; to have a holistic view of the processes and phenomena occurring in production systems; be able to use methods and tools of operational management in order to improve the efficiency of process 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; Skills: to master the methods of planning and managing production processes, to have the ability to find organizational and managerial decisions in professional activities and the willingness to bear responsibility for them Competencies: special</p>
Modul 19 - Module digital activity and development of world economic relations					
16	Business Law	3	Quality control Assessment of innovative potential Planning and budgeting system In-house planning and budgeting Assessment of the value of assets and business Business valuation	Final certification	<p><b>Contents:</b> The discipline studies business law, principles of business law, legal features of the creation, reorganization and liquidation of business entities, state regulation of business activity, features of the protection of the rights of entrepreneurs and the resolution of economic disputes, legal regulation of exchange activities, investment activities, foreign economic activity and a simple partnership, a joint activity agreement, a consortium.</p> <p><b>Expected results:</b> Know: composition of the budget system and stages of the budget process; issues of legal regulation of state revenues and expenditures; the procedure for budgetary financing; legal bases of monetary circulation, crediting and settlements; forms, types and methods of financial control, as well as the competence of the bodies exercising it in the Republic of Kazakhstan; Be able to: systematize, generalize legal information on the activities of financial institutions and economic entities for use in professional, including entrepreneurial activities, analyze and legally qualify typical violations of accounting, tax and cash management discipline. Skills: examination of payment and settlement documents used in the implementation of financial and economic operations in commercial and budgetary institutions subordinate to the authorities of the Republic of Kazakhstan Competencies: special</p>

16	Competition law	3	Quality control Assessment of innovative potential Planning and budgeting system In-house planning and budgeting Assessment of the value of assets and business Business valuation	Final certification	<p><b>Content:</b> economic interactions arising within this system and related to the use of natural resources. The 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 impact of human economic activity on them.</p> <p><b>Expected results:</b></p> <p><b>know:</b> Knows the experience of Kazakhstan and foreign antimonopoly authorities; features of legal regulation of competition; features of regulatory regulation of competitive relations; the role, place and importance of competition policy; models of competition and competition law.</p> <p><b>be able to:</b> Be able to organize work on the legal regulation of competition and on the conduct of competition policy; develop the main types of contracts and agreements taking into account the requirements of antimonopoly legislation; develop local regulations of the organization taking into account the requirements of antimonopoly legislation; link together economic and legal processes in the field of competition regulation and the application of antimonopoly legislation.</p> <p><b>possess:</b> Has the skills of drafting local regulations of the organization, taking into account the requirements of ensuring compliance with the current antimonopoly legislation when making legal decisions in the field of competition; drafting contracts and agreements in the field of competition and taking into account the requirements of antimonopoly legislation.</p> <p>Competencies: special</p>
<b>Profiling disciplines</b>					
<b>Optional components (OC)</b>					
Modul 19 - Module digital activity and development of world economic relations					
1	Digital economy	6	Information and communication technologies (in english) Macroeconomics	National economy Strategic planning	<p><b>Contents:</b> The purpose of the discipline: the formation and development of students' understanding of the features and capabilities of modern and promising infocommunication technologies that form the basis of the digital economy, teaching students a systemic vision of business processes, the skills of applying the best international practices and the implementation of the acquired competencies in their professional activities. students' ability: know the main areas of application of information technology and systems in economics; process economic information using software; demonstrate financial and economic calculations in MS Excel; analyze the business processes of the enterprise and evaluate their effectiveness; - to organize economic and management activities using information technology.</p> <p><b>Expected results:</b></p> <p><b>Know:</b> the main provisions of the national program "Digital Economy of Kazakhstan in their application to the chosen branch of professional activity, the main areas of application of information technologies and systems in the economy.</p> <p><b>Be able to:</b> describe the possibilities of using information technology and innovative approach, process economic information using software; demonstrate financial and economic calculations in MS Excel; analyze the business processes of the enterprise and evaluate their effectiveness.</p> <p><b>Skills:</b> master the methodology of collecting information, organize economic and managerial activities using information technology.</p> <p>Competencies: special</p>

1	Innovative economy	6	Information and communication technologies (in english) Macroeconomics	National economy Strategic planning	<p><b>Contents:</b> The purpose of the discipline is to develop students' professional competencies in the field of innovation economics, as well as research and analytical activities in the field of innovation economics. As a result of mastering the discipline, the student must: know the main possibilities of applying the innovative approach, the definitions and categories of innovations, the most important types of innovations and the regularities of the functioning of the innovation market, as well as the stages of creating innovations, about the key players in the intellectual property market, about the legal aspects and prospects for the development of an innovative economy; be able to analyze the situation in the innovation market and predict its development; be able to assess the risks, profitability and efficiency of innovation, including strategic decisions on long-term financing, evaluate innovative projects by various methods and make decisions regarding the possibility of capital investments; have skills (gain experience): analysis of economic information; preparation and adoption of investment decisions of a short-term and long-term nature; drawing up and implementing a policy of behavior in the innovation market etc.</p> <p><b>Expected results:</b></p> <p>To know: the main possibilities of applying the innovative approach, the definitions and categories of innovations, the most important types of innovations and the patterns of functioning of the innovation market, as well as the stages of creating innovations, about the key players in the intellectual property market, about legal aspects and prospects for the development of an innovative economy. To be able to: describe the possibilities of using information technologies and an innovative approach, analyze the activities and quality of a company's work, including with the help of software products to assess the production, innovative potential of firms, as well as situations on the innovation market, analyze situations on the innovation market and predict its development, be able to assess the risks, profitability and effectiveness of introducing innovations, including strategic decisions on long-term financing, evaluate innovative projects by various methods and make decisions regarding the possibility of making capital investments .</p> <p>Skills: possess the skills of analyzing economic information; preparation and adoption of investment decisions of a short term and long-term nature; drawing up and implementing behavior policy in the innovation market, etc..</p> <p>Competencies: special</p>
Modul 17 - Economics and industry planning					

2	Sectoral economics	6	Enterprise economy	<p>Planning and budgeting system</p> <p>In-house planning and budgeting</p> <p>Agribusiness</p> <p>Economy of the agro-industrial complex</p>	<p><b>Contents:</b> the conditions for the functioning of economic sectors in various market structures, the development of a business plan, a strategic plan, intra-company plans, interpret the main economic indicators of the enterprise's economic activity, factors and reserves for their growth or optimization.</p> <p><b>Expected results:</b></p> <p>Know: organization of production and technological processes; material and technical, labor and financial resources of the industry and organization (enterprise), indicators of their effective use;</p> <p>Be able to: draw up a business plan; determine the current state of industries, evaluate the performance of industries, analyze the industry using economic models; find organizational and managerial decisions and be responsible for them; evaluate the performance of industries; analyze consumer behavior in different types of markets and the competitive environment of the industry.</p> <p>Skills: to have the skills to collect, process and analyze the data necessary to calculate the socio-economic indicators that characterize the activities of the organization; methods of planning the main directions of the organization's activities, substantiation of management decisions and evaluation of the organization's activities.</p> <p>Competencies: special</p>
2	Service economy	6	Enterprise economy	<p>Planning and budgeting system</p> <p>In-house planning and budgeting</p> <p>Agribusiness</p> <p>Economy of the agro-industrial complex</p>	<p><b>Contents:</b> The economic foundations of the service sector, the nature and essence of the service, the evolution of the service sector, the main problems and trends in the development of socially significant services: health care, education, social protection, public administration services.</p> <p><b>Expected results:</b></p> <p>Know: the specifics of the service model of society, the role of the service sector in the modern socio-economic life of society, the essence of services and their place in the economic system; classification of activities in the service sector; the evolution of services in the Republic of Kazakhstan;</p> <p>Be able to: determine the current state of the service sector; evaluate the performance of the service sector, systematize various approaches to understanding the essence of the service sector and its structure; conduct a comparative analysis of various approaches to the classification of services, analyze the market for services in the region. design the work of the organization of the service sector. to form resources for the production of specific types of services. determine the characteristics of consumer behavior in the business and leisure services market. develop a complex for promoting a specific service</p> <p>Skills: use analysis methods to identify the state and main trends in the development of the service sector, the national and world market for services; evaluate the efficiency of the service sector in the country, the specifics of the functioning of the service market; - features of the formation of competitive advantages in the service sector.</p> <p><b>Competencies: special</b></p>

Modul 15 - Organization module and logistics

3	Cluster economy	6	Organiza tion of produ- ction	Agribusiness Economy of the agro- industrial complex Manufacturi ng practice II	<p><b>Contents:</b> The purpose of the discipline is to deepen students knowledge in the field of applications of cluster analysis methods for researching the activities of enterprises, sectors of the economy, socio-economic systems of various levels and to improve the skills of solving applied problems using the tools of multivariate statistical analysis. As a result of mastering the discipline, the student must: know the basic provisions of the theory and methodology of cluster analysis of multidimensional observations; methodology for applying cluster analysis to study the functioning and forecast of socio-economic systems; be able to carry out the formulation of clustering tasks in economics and finance, the construction of cluster structures and the assessment of their quality; to carry out economic interpretation of clustering results at various levels; conduct cluster analysis and related other types of multivariate statistical analysis of specific socio-economic systems of various levels using statistical and econometric software packages; possess the skills of setting cluster analysis tasks and choosing the most appropriate methods and tools for solving them; determine the effectiveness of cluster creation and its multiplier effect</p> <p><b>Expected results:</b></p> <p>Know: the theoretical foundations of the regional economy, the main problems of regional socio-economic development, understand regional processes and their socio-economic factors and consequences;</p> <p>Be able to: carry out regional analysis, assess the effect of creating clusters and other measures for the development of regions; assess the threats to the economic security of the national economy; carry out a comprehensive assessment of the use of all resources of the enterprise, as well as the effectiveness of measures to protect the environment; analyze and evaluate current trends, forms, use reference materials, data and indicators of population statistics and on their basis, be able to carry out social and economic diagnostics of the development of the regions of the Republic of Kazakhstan; compare the main economic and statistical indicators with each other and substantiate conclusions about territorial differences in the state of socio-economic processes.</p> <p>skills: choice of directions of socio-economic development of the region, evaluate the effectiveness of measures for the development of regions.</p> <p>Competencies: special</p>
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3	Regional economy	6	Organization of production	Agribusiness Economy of the agro-industrial complex Manufacturing practice II	<p><b>Content :</b> The purpose of the discipline is to deepen students knowledge in the field of applications of cluster analysis methods for researching the activities of enterprises, sectors of the economy, socio-economic systems of various levels and to improve the skills of solving applied problems using the tools of multivariate statistical analysis. As a result of mastering the discipline, the student must: know the basic provisions of the theory and methodology of cluster analysis of multidimensional observations; methodology for applying cluster analysis to study the functioning and forecast of socio-economic systems; be able to carry out the formulation of clustering tasks in economics and finance, the construction of cluster structures and the assessment of their quality; to carry out economic interpretation of clustering results at various levels; to carry out cluster analysis and related other types of multivariate statistical analysis of specific socio-economic systems of various levels using statistical and econometric software packages; possess the skills of setting cluster analysis tasks and choosing the most appropriate methods and tools for solving them; determine the effectiveness of cluster creation and its multiplier effect</p> <p><b>Expected results:</b>  Know: the main provisions of the theory and methodology of cluster analysis of multivariate observations; methodology for applying cluster analysis to study the functioning and forecasts of socio-economic systems.  Be able to: carry out cluster analysis; evaluate the effect of creating clusters and other measures for the development of regions; analyze and evaluate current trends, forms of building cluster structures and assessing their quality; conduct an economic interpretation of the results of clustering at various levels; carry out cluster analysis and other related types of multivariate statistical analysis of specific socio-economic systems at various levels using statistical and econometric software packages.  skills: setting problems of cluster analysis and choosing the most appropriate methods and tools for their solution; determine the efficiency of clustering and its multiplicative effect.  Competencies: special</p>
<b>Modul 17 - Economics and industry planning</b>					
4	National economy	6	Investment financing and lending	World economy and IEE International economics	<p><b>Contents</b> The purpose of the discipline: acquainting the student with the theoretical foundations of regional and spatial economics, the main problems of regional and territorial governance, factors and consequences of changes in the socio-economic processes of the country, foreign</p>

			<p>Investment activity of companies.  State regulation of the economy  Public-private partnership  Digital economy  Innovative economy</p>	<p>experience in analyzing the economic development of regions and territories. As a result of mastering the discipline, the student must: know the theoretical foundations of the regional economy, the main problems of regional socio-economic development, understand regional processes and their socio-economic factors and consequences; be able to use reference materials, data and indicators of population statistics and, on their basis, be able to carry out social and economic diagnostics of the development of the regions of the Republic of Kazakhstan; compare the main economic and statistical indicators with each other and substantiate conclusions about territorial differences in the state of socio-economic processes; possess the skills of choosing directions for the socio-economic development of the region, assess the effectiveness of measures for the development of regions.</p> <p><b>Expected results:</b>  Know: methods of forecasting and strategic planning of the national economy, economic categories, patterns of functioning of the modern economy at the micro, meso and macro levels; objective foundations for the functioning of the economy and the behavior of economic agents; conditions for the functioning of the national economy and factors of economic growth.  Be able to: assess the threats to the economic security of the national economy; formulate a categorical and conceptual apparatus for the main sections of the discipline; apply the main methods of forecasting the national economy; substantiate the forms and methods of state regulation of the national economy and its effectiveness; analyze the structure of the economy of Kazakhstan by industry and in the regional context; assess the threats to the economic security of the national economy.  Skills: possession of methods for planning professional activities, making informed economic decisions, using economic knowledge in professional practice, methods for calculating and comprehensively analyzing its main indicators based on actual data; skills of professional argumentation in the analysis of standard situations in the field of future activities.  Competencies: special</p>
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4	Strategic planning	6	Investment financing and lending Investment activity of companies. State regulation of the economy Public private partnership Digital economy Innovative economy	World economy and IEE International economics	<p><b>Content:</b> The purpose of the discipline: the formation of a systematic understanding of the structure and functioning of the national economy, taking into account the differences in its types. In the course of studying the course, form students abilities: to formulate a categorical and conceptual apparatus for the main sections of the discipline; - apply the main methods of forecasting the national economy; - to substantiate the forms and methods of state regulation of the national economy and its effectiveness; to analyze the structure of the economy of Kazakhstan by industry and regionally; assess the threats to the economic security of the national economy.</p> <p><b>Expected results:</b></p> <p><b>Know:</b> methods of forecasting and strategic planning of the national economy, 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.</p> <p><b>Be able to:</b> develop an enterprise development strategy; put into practice strategic analysis tools (portfolio matrices, SWOT analysis, etc.), form the main elements of the goal-setting process and conduct strategic segmentation of the organization's market environment; justify the choice of a basic or alternative strategy for the development of the organization; apply analytical methods and strategic tools in the process of developing an organization's strategy for the short and long term</p> <p><b>Skills:</b> analysis of the external and internal environment with the tools of the joint venture; determine a competitive strategy, methods for calculating the main economic indicators of the organization's strategic plan and methods for evaluating the results obtained, followed by the development of strategic decisions; - analytical methods and strategic tools in the process of developing an organization's strategy for the short and long term; - a method for balancing a set of strategic business zones by stages of the demand life cycle and economic indicators in the short and long term</p> <p><b>Competencies:</b> special</p>
Modul 17 - Economics and Industry Planning					

5	Quality control	6	Marketing Competitiveness of industries and firms Organization of production	Resource saving economics Environmental economics	<p><b>Content:</b> The purpose of the discipline: the formation of students' holistic systemic understanding of quality management as a modern management concept, as well as skills and abilities in the field of analysis of the quality of work and the use of methods for managing the quality of products, services, works, activities of domestic enterprises and organizations.</p> <p><b>Expected Result</b> Know: features of existing management and quality assurance systems, evolution and main stages of development of quality management and general management; modern methods of forecasting and ensuring a given level of product quality of complex man-made 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; product certification procedures and quality management systems. Be able to: analyze the activities and quality of the company, including with the help of software products, to assess the production, innovative potential of firms, use probabilistic-statistical methods for assessing the quality level of complex man-made systems and quality changes during their operation at various stages of the life cycle. Skills: to determine the effectiveness of business processes and methods of product quality management, to correctly select probabilistic and statistical distribution laws for correct assessments of the level of quality and reliability of various man-made systems Competencies: special</p>
5	Assessment of innovative potential	6	Marketing Competitiveness of industries and firms Organization of production	Resource saving economics Environmental economics	<p><b>Content:</b> The purpose of the discipline is to study by students the basic laws of the development of innovative activities of business entities, the formation of a complex of theoretical, methodological and applied foundations of effective management of innovative processes in modern conditions, the development of practical skills in working with the latest techniques and tools for managing innovations. As a result of studying the discipline, the student must: know the history of development, basic terms, provisions, trends and features of innovative activity; features of the formation and assessment of the innovative potential of enterprise projects; be able to reveal the content of the organizational and economic mechanism for managing innovation processes; substantiate the quantitative parameters of the innovative potential of enterprise projects; apply various methods for evaluating the effectiveness of innovative projects based on the available information; possess modern methods of collecting, processing and analyzing data for the development and implementation of innovative projects.</p> <p><b>Expected results:</b> Know: analyze the activities and quality of the company, including with the help of software products, to assess the production, innovation potential of firms, as well as situations in the innovation market, development history, basic terms, provisions, trends and features of innovation; features of the formation and evaluation of the innovative potential of enterprise projects. Be able to: reveal the content of the organizational and economic mechanism for managing innovative processes; substantiate the quantitative parameters of the innovative potential of enterprise projects; apply various methods for evaluating the effectiveness of innovative projects based on available information.</p>

					Skills: own modern methods of data collection, processing and analysis for the development and implementation of innovative projects.. Competencies: special
Modul 17- Economics and industry planning					
6	Agribusiness	4	Cluster economy Regional economy Sectoral economics Sectoral economics	Final certification	<p><b>Contents:</b> The discipline is aimed at the formation of students' competencies aimed at mastering theoretical knowledge of the principles and patterns of functioning of the organization in the field of agribusiness, skills and assessment, planning and management of its activities of the organization in order to increase economic efficiency.</p> <p><b>Expected results</b></p> <p><b>Know:</b> the main processes in the enterprises of the agribusiness system; the basics of building, calculating and analyzing a modern system of indicators that characterize the activities of economic entities in agribusiness, ways of formulating a business idea.</p> <p><b>Be able to:</b> evaluate the performance of the agricultural sector and the service sector, distinguish between the principles and market conditions for the functioning of the agricultural economy as a whole and agribusiness entities, distinguish between the principles and market conditions for the functioning of the agricultural economy as a whole and agribusiness entities, collect, analyze and process the data necessary to solve set economic tasks in the agribusiness system; find and evaluate new market opportunities and formulate a business idea; develop projects in the field of economy and agribusiness, taking into account regulatory, resource, administrative and other restrictions; modern methods of project development.</p> <p><b>skills:</b> how to collect in the agribusiness system; methods of collection, processing and analysis of economic and social data; formulation and implementation of strategies at the level of enterprises of the agribusiness system.</p> <p>Competencies: special</p>

6	Economy of the agro-industrial complex	4	Cluster economy Regional economy Sectoral economics Sectoral economics	Final certification	<p><b>Content:</b> The discipline is aimed at familiarizing students with the essence of the economy of the industry in the system of the agro-industrial complex, market conditions of functioning, indicators, factors, ways to increase the socio-economic efficiency of the industry and specific activities, the specifics of the manifestation of objective economic laws.</p> <p><b>Expected results:</b>  Know: the methodology for determining the economic efficiency of agricultural production and the profitability of production, the efficiency of the use of labor and land resources, fixed, working capital and capital investments, the economic valuation of land, the conditions, requirements and directions for stabilizing the agricultural economy in modern conditions, the basics of theory and management practices, management functions, main marketing directions, product sales strategies, product pricing methods.  To be able to: evaluate the performance of the agricultural sector and the service sector, distinguish between the principles and market conditions for the functioning of the agricultural economy as a whole and agribusiness entities, put into practice knowledge in the field of management, master management methods, improve the main management functions, take reasonable risks.  skills: evaluate, plan and manage assessment, planning and management of its organization's activities in order to improve economic efficiency  Competencies special</p>
Modul 19- Module digital activity and development of world economic relations					

7	World economy and IEE	4	Institutional economy Operations management National economy Strategic planning	Final certification	<p><b>Contents:</b> The purpose of the discipline: formation of knowledge about the structure of the world economy, about the modern resource potential and global problems of the development of the world economy; development of a systematic approach to the analysis and assessment of the sectoral structure of the world economy, the main directions, forms and trends in the development of modern international economic relations; formation of an idea of the role of industrially developed and developing countries in the development of world economic relations; about the place and potential of Kazakhstan in the world arena; study of theories of international trade, detailed consideration of international monetary, financial and credit relations, migration of capital and labor, international economic integration</p> <p><b>Expected results:</b> to know the basic theories of the world economy, international trade and international capital movement; patterns of dynamics of the international movement of capital and labor; the main characteristics of the resources of the development of the world economy, including natural, labor, financial and intellectual; the main trends in the development of the world economy, the features of the processes of globalization, transnationalization and international integration; be able to: collect and summarize information about the state and prospects of the development of the world economy and international economic relations from sources in the scientific press; work with special reference literature, thematic maps; analyze the state and main trends in the development of the world economy; assess the feasibility and effectiveness of the participation of subjects of international economic relations in foreign economic activity; possess the skills to apply the acquired knowledge in the practice of solving problems of analysis and forecasting of the economy of individual enterprises, firms, financial institutions conducting foreign economic activity, countries and regions of the world, as well as the world economy as a whole.</p> <p>Competencies: special</p>
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7	International economics	4	Institutional economy Operations management National economy Strategic planning	Final certification	<p><b>Contents:</b> The purpose of the discipline: to teach students the ability to analyze the functioning of the modern world economy, international markets for goods, resources and money, as well as the main directions of modern state policy related to the regulation of international economic relations. deepening the skills of analyzing and assessing the country's foreign economic policy; - expanding the understanding of modern trends in the development of the international economy and new areas of its application</p> <p><b>Expected results:</b></p> <p>Know: forms of international economic relations and foreign economic policy of the country and its potential in the international arena, the main directions of modern state policy related to the regulation of international economic relations.</p> <p>Be able to: analyze current trends ,analyze and evaluate current trends, forms of international economic relations and foreign economic policy of the country and its potential in the international arena, analyze the current situation in the field of international relations; predict the results of foreign trade economic policy.</p> <p>skills: analysis; evaluation and evaluation of the country's foreign economic policy; expanding understanding of modern trends in the development of the international economy and new areas of its application</p> <p>Competencies special</p>
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**SCROLL**  
elective courses for educational program  
6B04116 "Economics"

duration of study - 4 years  
Form of study- full-time

Year of receipt 2023.

Name of Discipline	Discipline code	Amount credits	Semester
<b>Basic disciplines</b>			
<b>Component of choice 1</b>			
Statistics	Sta 2211	5	3
Socio-economic statistics	SES2211		
<b>Component of choice 2</b>			
Management	Man 2212	6	3
Strategic management	SM 2212		
<b>Component of choice 3</b>			
Marketing	Mar2213	4	4
Competitiveness of industries and firms	CIF 2213		
<b>Component of choice 4</b>			
Finance	Fin 2214	5	4
World financial markets	WFM 2214		
<b>Component of choice 5</b>			
Investment financing and lending	IFL 3215	5	5
Investment activity of companies	IAC 3215		
<b>Component of choice 6</b>			
Labor economics	LE 3216	4	5
Personnel management	PM 3216		
<b>Component of choice 7</b>			
Logistics	Log 3217	5	5
Information flow logistics	IFL 3217		
<b>Component of choice 8</b>			
Tax and taxation	TT 3218	5	5
Tax law of the Republic of Kazakhstan	TLRK 3218		
<b>Component of choice 9</b>			
1C accounting	1CA 3219	5	6
Financial statements of the company	FSC 3219		
<b>Component of choice 10</b>			
State regulation of the economy	SRE 3220	5	6
Public private partnership	PPP 3220		
<b>Component of choice 11</b>			
Big Data and business analytics	BDBA 3221	4	6
Cloud computing services	CCS 3221		
<b>Component of choice 12</b>			
Cost management	CM4222	4	7

Controlling	Con4222		
<b>Component of choice 13</b>			
Planning and budgeting system	PBS 4223	4	7
In-house planning and budgeting	IPB 4223		
<b>Component of choice 14</b>			
Assessment of the value of assets and business	AVAB 4224	5	7
Business valuation	BV 4224		
<b>Component of choice 15</b>			
Institutional economy	IE4225	5	7
Operations management	OM4225		
<b>Component of choice 16</b>			
Competition law	CL 4226	3	8
Business Law	BL 4226		
<b>Profiling disciplines</b>			
<b>Component of choice 1</b>			
Digital economy	DE 3306	6	5
Innovative economy	IE 3306		
<b>Component of choice 2</b>			
Sectoral economics	SecE 3307	6	6
Service economy	SerE 3307		
<b>Component of choice 3</b>			
Cluster economy	CE 3308	6	6
Regional economy	RE 3308		
<b>Component of choice 4</b>			
National economy	NE4309	6	7
Strategic planning	SP4309		
<b>Component of choice 5</b>			
Quality control	QC 4310	6	7
Assessment of innovative potential	AIP 4310		
<b>Component of choice 6</b>			
Agribusiness	Agr 4311	4	8
Economy of the agro-industrial complex	EAIC 4311		
<b>Component of choice 7</b>			
World economy and IEE	WEIEE 4312	4	8
International economics	IE 4312		