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2.1 Compendium of Reformed Curricula in Armenia (GSU)

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| Work Package | WP2: Curriculum Reform of MA Programmes in Armenia and Moldova, Deliverable 2.1 |
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Erasmus+ Capacity Building in Higher Education Project:

“Reforming Master Programmes in Finance in Armenia and Moldova” (REFINE)

www.reforming-finance.eu | Project No. 585784-EPP-1-2017-1-AT-EPPKA2-CBHE-JP

Document History

| Version | Date | Author(s) | Description |
|---------|------------|------------------------------------|--------------------------|
| 1 | 15.05.2018 | Hrachya Zakoyan | WP 2 Report draft |
| 2 | 07.06.2018 | Siranush Khachatryan | WP 2 Report draft |
| 3 | 09.06.2018 | Arsen Aproyan | WP 2 Report |
| 4 | 30.07.2018 | Hrachya Zakoyan | WP 2 Report improved |
| 5 | 24.10.2018 | Hrachya Zakoyan | WP 2 Report improved |
| 6 | 04.11.2018 | Hrachya Zakoyan | WP 2 Report improved |
| 7 | 27.02.2019 | Hrachya Zakoyan, Hakob Ghuloyan | WP 2 Report minor change |

Disclaimer:

This project has been funded with support from the European Commission. This publication [communication] reflects the views only of the author, and the Commission cannot be held responsible for any use which may be made of the information contained therein.

Content

| | |
|---|---|
| 1. Summary of recommendations for reform from WP1 | 4 |
| 2. Overview of changes in the curriculum | 5 |
| 2.1 Changes in the structure and content of the curriculum | 5 |
| 2.2 Updates due to latest international trends in the subject area..... | 5 |
| 2.3 Reform of teaching methodology and pedagogical approaches | 6 |
| 2.4 Changes in reaction to labour market needs | 6 |
| 3. Reformed curriculum | 7 |
| 4. Course descriptions | 9 |

1. Summary of recommendations for reform from WP1

Explanation: Please insert the recommendations for the reform of your MA programme based on the reports of WP1.

Survey conducted in the frame of REFINE Project among employers, alumnis, students and academic revealed that Finance MA programme of GSU could be improved through implementation of following recommendations:

- Involve new disciplines aimed to improve communication skills, research capabilities and facilities,
- Involve employers in curriculum reforming process,
- Find a way for organizing internships with employers on mutually beneficial base,
- Increase practical and applied portions of Master thesis, add ours for research methodology courses,
- Include themes about innovative topics, such as cryptocurrencies in the content of the courses,
- Update contents of financial planning and budgeting courses,
- Improve courses related to using IT and software in financial sphere,
- Improve risk analyses and management courses,
- Update content of the courses related to tax codes as the RA Tax Code is a novelty in the RA legislative system, which came into force in 2018 and several laws and sub-legislative acts of Armenia have been applied since January 1, 2018, therefore the study of RA tax code is necessary and substantiated for economic faculties in RA higher educational institutions,
- Lectures should be done in more interactive way; case-study, group work, presentation, stimulation game etc.
- Lectures should be practice oriented,
- Apply role playing approaches,
- Apply practice of assigning homework need to be done by group,
- Modern educational technologies and modern teaching methods (E-learning, digital technologies, etc.
- Improve analytical and reporting skills,
- Improve communication and conflict management skills
- Improve foreign language skills, to give credit for the subject
- Update knowledge of tax legislation
- Develop financial resource management skills.
- Provision of basic general knowledge from the field of business,
- Improving research skills and capacity for analysis of MA graduates.
- Developing understanding about international context of a specific finance function (budget elaboration, taxation, state securities and so on), to be able to estimate and

propose some methods of diminish risks in public finance, to be able to work with information and big data, including through use of econometric and math methods.

Thus, MA programs in the field of Finance should try to focus on developing and improving courses and/or methodologies that will ensure enhancement of graduate's capacity for applying knowledge in practice, of analytical and synthetical skills as well as ability to work autonomously.

2. Overview of changes in the curriculum

Explanation: Please provide an overview of the changes that you conducted in the curriculum, taking into account the dimensions below.

2.1 Changes in the structure and content of the curriculum

Draft version of improved curriculum for Master of Finance speciality has been developed and will be presented for discussion and approval.

The following changes are suggested in the existing Master of Finance curriculum:

1. Add one new course – “Communication skills” into the curriculum,
2. To replace three courses of existing curriculum with new three courses, which will allow to improve analytical and research skills of MA graduates and to deepen their knowledge on financial legislation, especially on applying new-adopted Tax Code of Armenia,
3. Content of all courses will be revised aimed to increase practical part instead of existing theoretical part,
4. In the content of all compulsory and elective courses theme(s) on international experience of particular sphere of study need to be included.
5. Information on financial sector innovations (blockchain, cryptocurrencies, paying terminals, etc.) need to be included in the content of the appropriate courses.

2.2 Updates due to latest international trends in the subject area

Due to latest international trends in the sphere of information technologies in general and applying them during the researches and in the sphere of financial activities, particularly, “Information Technologies for Professional Research” course will be improved and additional two new IT related courses - “Banking information systems and electronic banking” and “Corporate Information Systems” will replace two other courses (“Organization of the Procurement Processes” and “Business in the sphere of Services”) of the MA Master curriculum.

Also information on financial sector innovations (blockchain, cryptocurrencies, paying terminals, etc.) will be included in the content of the appropriate courses.

2.3 Reform of teaching methodology and pedagogical approaches

Lectures should become more practice oriented and to be done in more interactive way and portion of case-studies, group works, individual works, presentations, simulation games should be increased.

Particularly, minor individual research works need to be assigned for each MA student in accordance with the theme of their master thesis, and result of the individual research need to be presented to the course mates and lecturer for discussion.

Besides, practice of assigning group works need to be applied to develop communication and cooperation skills of the students.

Opportunity of using modern educational technologies and teaching methods will increase also thanks to experience of EU partner HEIs involved in the REFINE project.

2.4 Changes in reaction to labour market needs

Based on the findings of the labour market survey conducted in the frame of REFINE Project, the following changes are suggested in the existing curriculum of Finance MA:

1. Add one new course – “Communication skills” and to replace three courses of existing curriculum with new three courses – “Current Accounting Problems in Financial Organizations”, “Banking Information Systems and Electronic Banking” and “Corporate Information Systems”, which will allow to improve communication, financial resource management, analytical and research skills of MA graduates and to deepen their knowledge on financial legislation, especially on new-adopted Tax Code of Armenia,
2. To improve content of foreign language course and to give credits for the subject,
3. To update content of “Tax and Custom Policy Issues” course and adapt it to the Tax Code of Armenia.

Form of assessment for all courses is the following:

- Max 10 points for attendance,
- Max 50 points for current activity in class, and
- Max 40 points for final exam (40% of which or minimum 16 points required to pass).

3. Reformed curriculum

Explanation: Please insert table of the reformed curriculum.

Draft Reformed Curriculum of MA Finance

1st year

| N | Subject title | Total hours in a year | Total self-made hours | Total classroom hours | First term-14 weeks | | | | | |
|--|--|-----------------------|-----------------------|-----------------------|------------------------|--------------|-------------------|------------|-----------|-----------|
| | | | | | classroom hours in the | Weekly hours | Amount of credits | Lecture | Practical | Exam |
| 1 | Business law | 90 | 62 | 28 | 28 | 2 | 3 | 28 | | Exam |
| 2 | Monetary Policy Issues | 90 | 62 | 28 | 28 | 2 | 3 | 28 | | Exam |
| 3 | Philosophy of Economics | 60 | 32 | 28 | 28 | 2 | 2 | 28 | | Exam |
| 4 | Project Management | 90 | 62 | 28 | 28 | 2 | 3 | 28 | | Exam |
| 5 | Current accounting problems in financial organizations | 90 | 62 | 28 | 28 | 2 | 3 | 28 | | Exam |
| 6 | Local and Regional Economic Development | 90 | 62 | 28 | 28 | 2 | 3 | 28 | | Exam |
| 7 | Methodology of Scientific Research | 90 | 62 | 28 | 28 | 2 | 3 | 28 | | Exam |
| 8 | Problems of Financial System Development in Armenia | 90 | 62 | 28 | 28 | 2 | 3 | 28 | | Exam |
| 9 | Intellectual Property Right and Patent Case | 60 | 32 | 28 | 28 | 2 | 2 | 28 | | Exam |
| 10 | Foreign Language /English/ for Professional | 60 | 32 | 28 | 28 | 2 | 2 | | 28 | Exam |
| 12 | Seminars on Research | 90 | 90 | | | | 3 | | | |
| Subtotal in First Term of 1-st Year | | 900 | 620 | 280 | 280 | 20 | 30 | 252 | 28 | 10 |

| N | Subject title | Total hours in a year | Total self-made hours | Total classroom hours | Second term-14 weeks | | | | | |
|---|---|-----------------------|-----------------------|-----------------------|------------------------|--------------|-------------------|-----------|-----------|----------|
| | | | | | classroom hours in the | Weekly hours | Amount of Credits | Lecture | Practical | Exam |
| 13 | Foreign Language /English/ for Professional Communication | 60 | 32 | 28 | 28 | 2 | 2 | | 28 | Exam |
| 14 | Programme Budgeting | 90 | 62 | 28 | 28 | 2 | 3 | 28 | | Exam |
| 15 | Contemporary Issues of Securities Market Regulation | 90 | 62 | 28 | 28 | 2 | 3 | 28 | | Exam |
| 16 | Coprporate Financial Management | 60 | 32 | 28 | 28 | 2 | 2 | 28 | | Exam |
| 17 | Personnel Management | 60 | 32 | 28 | 28 | 2 | 2 | 28 | | Exam |
| 18 | Socio-Economic Prediction | 90 | 62 | 28 | 28 | 2 | 3 | 28 | | Exam |
| 19 | Problems of State Regulation of Economy | 90 | 62 | 28 | 28 | 2 | 3 | 28 | | Exam |
| 20 | Regulation of banking activities | 90 | 62 | 28 | 28 | 2 | 3 | 28 | | Exam |
| 21 | Information Technologies for Professional Research | 90 | 62 | 28 | 28 | 2 | 3 | 28 | | Exam |
| 22 | Seminars on Research | 90 | 90 | | | | 3 | | | |
| 23 | Research Work | 90 | 90 | | | | 3 | | | |
| Subtotal in Second Term of 1-st Year | | 900 | 648 | 252 | 252 | 18 | 30 | 22 | 28 | 9 |
| TOTAL IN FIRST YEAR | | 1800 | 1268 | 532 | 532 | | 60 | | | |

Draft Reformed Curriculum of MA Finance

2-nd year

| N | Subject title | Total hours in a year | Total self-made hours | Total classroom hours | Total classroom hours in the first term | First term 14 weeks | | | | | Total classroom hours in the second term | Second Term | | | | |
|-----------------------------|--|-----------------------|-----------------------|-----------------------|---|---------------------|-------------------|------------|-----------|----------|--|--------------|-------------------|---------|-----------|------|
| | | | | | | Weekly hours | Amount of credits | Lecture | Practical | Exam | | Weekly hours | Amount of Credits | Lecture | Practical | Exam |
| 1 | Tax and Custom Policy Issues | 90 | 62 | 28 | 28 | 2 | 3 | 28 | | Exam | | | | | | |
| 2 | Banking information systems and electronic banking | 90 | 62 | 28 | 28 | 2 | 3 | 28 | | Exam | | | | | | |
| 3 | Banking management | 90 | 62 | 28 | 28 | 2 | 3 | 28 | | Exam | | | | | | |
| 4 | Modern Issues of Insurance Policy | 90 | 62 | 28 | 28 | 2 | 3 | 28 | | Exam | | | | | | |
| 5 | Econometrics | 90 | 62 | 28 | 28 | 2 | 3 | 28 | | Exam | | | | | | |
| 6 | Sociology of Management | 90 | 62 | 28 | 28 | 2 | 3 | 28 | | Exam | | | | | | |
| 7 | Corporate Information Systems | 90 | 62 | 28 | 28 | 2 | 3 | 28 | | Exam | | | | | | |
| 8 | Communication Skills | 90 | 62 | 28 | 28 | 2 | 3 | 28 | | Exam | | | | | | |
| 9 | Scientific and Pedagogical Internship/ 4 weeks/ | 90 | 90 | | | | | | | | | | 3 | | | |
| 10 | Scientific and Research Internship/ 4 weeks/ | 90 | 90 | | | | | | | | | | 3 | | | |
| 11 | Scientific Seminar | 180 | 180 | | | | 3 | | | | | | 3 | | | |
| 12 | Scientific-Research Work | 360 | 360 | | | | 3 | | | | | | 9 | | | |
| 13 | Master's Thesis Defense | 360 | 360 | | | | | | | | | | 12 | | | |
| TOTAL IN SECOND YEAR | | 1800 | 1576 | 224 | 224 | 16 | 30 | 224 | | 8 | | | 30 | | | |

4. Course descriptions

Explanation: Please fill out one table per course (maximum length per course: 2 pages) – copy tables as required.

Title of the course: Business law

Semester: I

Number of ECTS credits: 3

Language of instruction: Armenian

Type of course: Compulsory course

Teaching methodology: Lecture, Presentations, Debate, Group work, other interactive methods

Learning outcomes: At the end of the course the student will know:

Knowledge

- Legal regulation of entrepreneurial legal relations, basic concepts of the science of entrepreneurial law, practice of application of legislation
- Procedure and means of creating entities of business law
- Legal basis for reorganization and liquidation of legal entities
- Specific types of entrepreneurial activity.

At the end of the course the student will be able to:

Competence

- Analyze the norms of civil law and orientate freely
- Systematize the legal acts regulating entrepreneurial relations
- Correctly solve the legal disputes arising from business activities
- Comprehensively analyze the current issues of business law, including business financing and crediting requirements.

At the end of the course the student will possess:

Skill

- Knowledge on legal regulation of entrepreneurial activity as well as the general provisions about the entities of entrepreneurial law and separate types of contracts in the business sector.
- The skill to present and apply key provisions in the legal regulation of foreign economic relations.

Brief summary of course content

The aim of the "Business Law" course is the implementation and application of the theoretical provisions of the civil and administrative law by the students in practice, as well as the study of development trends of the science of business law.

The meaning of "Business Law" as a course is to teach the basics of civil-legal regulation of business activity.

The economic reforms implemented in the Republic of Armenia, denationalization, transition to market relations, radical changes in the legal regulation of those relations impose needs for creation of new appropriate relations. Introduction of the legal basis for establishing commercial organizations / businesses with different organizational types / statuses. In this connection, new concepts, principles, terms, institutions are introduced into civil law.

Particularly, business, business freedom, commercial, non-commercial activity, business circulation habits, etc. The legal regulation of business activities of economic entities involved in market relations is important.

Main references and reading: The Lectures and professional literature are available on www.E-learning.gsu.am website.

Form of assessment: As described in page 6 of the report

Teacher(s) of the course: Hovhannisyan O.

Title of the course: Monetary Policy Issues

Semester: I

Number of ECTS credits: 3

Language of instruction: Armenian

Type of course: Compulsory course

Teaching methodology: Lecture

Learning outcomes:

At the end of the course the student will know:

Knowledge

- Give a description of the "Central Bank" financial institution's description, identify the main problem, tasks and functions specified by law
- Know the essence of monetary policy, its functions and basic forms
- Identify monetary policy tools and clarify their role and significance in the macroeconomic stabilization process
- Recognize, differentiate the concepts of inflation and price stability and know the sources of inflationary pressures
- Scientifically to recognize the major mechanisms affecting prices, transmission chains and existing monetary strategies.

At the end of the course the student will be able to:

Competence

- Scientifically express himself/herself in contemporary financial-economic discussions
- Analyze, comment on, separate the monetary policy toolkit and select the most optimal options
- Comment on, describe the activities of the Central Bank Financial Institution
- Clarify the Central Bank's strategies and give its effectiveness assessment
- Comment on, analyze the economic norms of the Central Bank
- Present the international best practice of monetary policy

At the end of the course the student will possess:

Skill

- Identify the purposes of applying monetary tools by the Central Bank
- Apply the financial mechanisms proposed by the Central Bank
- Possess the RA Law on Central Bank and apply its provisions
- Comment on Central Bank's main mechanisms and its application areas
- Apply practical methods of economic calculations.

Brief summary of course contents:

The main purpose of the course is to introduce the students the essence, purpose, regulation and influence areas of monetary policy, the world theory and interpretation of policy interpretation, legislative regulation of monetary policy development and implementation in the Republic of Armenia, current trends and perspectives of monetary policy. While planning the course topics and their content, modern peculiarities of the development and implementation of monetary policy were taken into account.

Main references and reading: The Lectures and professional literature are available on www.E-learning.gsu.am website.

Form of assessment: As described in page 6 of the report

Teacher(s) of the course: Mardoyan A.

Title of the course: Philosophy of Economics

Semester: I

Number of ECTS credits: 2

Language of instruction: Armenian

Type of course: Compulsory course

Teaching methodology: Lecture

Learning outcomes:**At the end of the course the student will know:****Knowledge**

- Fundamentals of philosophy of economics
- Foundations of philosophy of economics in classical philosophy
- Foundations of the philosophy of economics in the classical Greek and Christian philosophy
- The idea of the Armenian Philosophy, the current state of the economy.

At the end of the course the student will be able to:**Competence**

- To present the development of philosophical thought
- Present the link between modern philosophical directions and economic directions
- to present the connection of existentialism with modern economic trends

At the end of the course the student will possess:**Skill**

- Modern Theories of Renaissance Philosophy and Economics
- the development of Armenian philosophical thought
- the social role of philosophy in public life
- the active role of modern information technologies in the context of solving social problems.

Brief summary of course contents:

The aim of the course is to develop a modern approach to the system of economic concepts, making them meaningful and considering them as the most important values of life and society as well as to highlight the role of social philosophy in social life as a methodology for understanding the economic realities in social and economic spheres.

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| Main references and reading: The Lectures and professional literature are available on www.E-learning.gsu.am website. |
| Form of assessment: As described in page 6 of the report |
| Teacher(s) of the course: Dr. Amirkhanyan S. |

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| Title of the course: Project Management |
| Semester: I |
| Number of ECTS credits: 3 |
| Language of instruction: Armenian |
| Type of course: Compulsory course |
| Teaching methodology: Lecture |
| <p>Learning outcomes:</p> <p>At the end of the course the student will know:</p> <p>Knowledge</p> <ul style="list-style-type: none"> ▪ Project management essence, stages, peculiarities and ways to increase productivity. <p>At the end of the course the student will be able to:</p> <p>Competence</p> <ul style="list-style-type: none"> ▪ Apply different tools to increase project management efficiency. <p>At the end of the course the student will possess:</p> <p>Skill</p> <ul style="list-style-type: none"> ▪ Specific features of project management phases and tools used during the application of each of them. |
| <p>Brief summary of course contents:</p> <p>The aim of the course is to help students to understand the phases of a project and the core concepts of project management, to develop a budget, schedule, business case and risk assessment, to use project management tools and to plan and to manage projects in different areas by developing resource and team management skills.</p> |
| <p>Main references and reading: The Lectures and professional literature are available on www.E-learning.gsu.am website.</p> <ol style="list-style-type: none"> 1. Making Things Happen: Mastering Project Management, Scott Berkun, 2008 2. The Lazy Project Manager: How to Be Twice As Productive and Still Leave the Office Early, Peter Taylor, 2010 3. Project Pain Reliever: A Just-In-Time Handbook for Anyone Managing Projects, Dave Garrett, 2011 4. A Guide to the Project Management Body of Knowledge, Project Management Institute, 2009 |
| Form of assessment: As described in page 6 of the report |
| Teacher(s) of the course: Tadevosyan N. |

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| Title of the course: Current accounting problems in financial organizations |
| Semester: I |
| Number of ECTS credits: 3 |
| Language of instruction: Armenian |
| Type of course: Compulsory course |
| Teaching methodology: Lecture |
| <p>Learning outcomes:</p> <p>At the end of the course the student will know:</p> <p>Knowledge</p> <ul style="list-style-type: none"> ▪ Approaches and principles of accounting and reporting in financial organizations ▪ Peculiarities of the application of IASs and FXs in banks and other financial institutions ▪ Legal and methodological regulations <p>At the end of the course the student will be able to:</p> <p>Competence</p> <ul style="list-style-type: none"> ▪ Analyze the reports of financial organizations ▪ Implementation of evaluation of timetables of calculations related to financial tools <p>At the end of the course the student will possess:</p> <p>Skill</p> <ul style="list-style-type: none"> ▪ Make synthetic formulations of financial transactions (recognition, measurement, reflection in reports) ▪ Analysis and comparative evaluation of key financial indicators of financial organizations |
| <p>Brief summary of course contents:</p> <p>The aim of the course is:</p> <ul style="list-style-type: none"> ▪ To provide the students with the knowledge on approaches and principles of accounting and reporting in financial organizations ▪ To teach the students to analyze the reports of financial organizations ▪ To help the students to make synthetic formulations of financial transactions |
| Main references and reading: The Lectures and professional literature are available on www.E-learning.gsu.am website. |
| Form of assessment: As described in page 6 of the report |
| Teacher(s) of the course: Hakobyan A. |

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| Title of the course: Local and Regional Economic Development |
| Semester: I |
| Number of ECTS credits: 3 |
| Language of instruction: Armenian |
| Type of course: Compulsory course |

Teaching methodology: Lecture

Learning outcomes:

At the end of the course the student will know:

Knowledge

The local and regional economic development, the functions of the Sectors responsible for local and regional economic development programs, the international experience of local and regional economic development, and the basic principles of the development and implementation of the local and regional economic development programs. During the course the student should know the types of competitive advantages, the basic principles of their development and formation, the role of competitive advantages in local and regional economic development. It is important to know what a systematic approach is, its importance and exceptional significance in the local and regional economic development. The student must know the structure of the local and regional economic development programs

At the end of the course the student will be able to:

Competence

Evaluate and identify the possibilities, potential and ways of economic development of the regions and communities. The student should be able to identify the potential competitiveness of each community and territory and the potential for creating new competitive advantages. The student should be able to offer, develop and coordinate local and regional economic development programs, assess short-term, mid-term and long-term outcomes and impacts of those programs on the socio-economic development of the given area or community. The student should be able to distinguish global, regional, and local economic developments.

At the end of the course the student will possess:

Skill

The tools for analyzing and evaluating the situation of this or that branch of economy some sectors in the communities (Porters Diamond, etc.), skills of developing of local and regional economic development programs and their implementation skills. The student should master the tools of the analysis that will raise the competitive advantages of the territories and communities in a participatory manner and the possibilities for the formation of new competitive prerequisites.

Brief summary of course contents:

The course is intended for the third semester of the Master's course "Business Organization". The basis for this course are the courses of "Macroeconomics", "Economics Theory", "Microeconomics", "Basis of Entrepreneurship". The purpose of the course is to present the key issues of local and regional economic development, the structure of local economic development, mechanisms and tools for solving problems, the role of state, public, private and public sectors in the local development, the structure and content of local economic development programs, the importance of systemic approach in the local and regional economic development programs, competitive advantages as the main driving force of local and regional economic development programs. Local and regional economic development is one of the main courses of Business Organization Master's Program, exploring the features of local and regional economic development and effective ways to address IT issues.

The course contains 5 topics related to subject matter, problems and up-to-date content, the local and regional economic development programs structure, problem-solving mechanisms and tools, key principles local and regional economic development programs.

Topics covered include the concept of local and regional economic development, definition,

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| international experience, the role of public, state and private sectors in local and regional economic development. |
| Main references and reading: The Lectures and professional literature are available on www.E-learning.gsu.am website. |
| Form of assessment: As described in page 6 of the report |
| Teacher(s) of the course: Martirosyan R. |

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| Title of the course: Methodology of Scientific Research |
| Semester: I |
| Number of ECTS credits: 3 |
| Language of instruction: Armenian |
| Type of course: Compulsory course |
| Teaching methodology: Lecture |
| <p>Learning outcomes:</p> <p>At the end of the course the student will know:</p> <p>Knowledge</p> <ul style="list-style-type: none"> ▪ The Scientific Research Methodology examines the process of science development and the internal, logical functionality of the scientific mechanism. ▪ Identify the criteria for scientific knowledge, its main characteristics in contemporary scientific thinking; ▪ Interpret the socio-cultural point of view of science (science sociology) ▪ Distinguish between the scientific and non-scientific (daily)knowledge ratio ▪ To illustrate the problem of methodology in philosophy is the beginning of a neoconal philosophical school which leads to philosophy of methodology ▪ Describe the problems of philosophy of science, democratization, paradigms and the justification of approaches to them. <p>At the end of the course the student will be able to:</p> <p>Competence</p> <ul style="list-style-type: none"> ▪ Introduce the basic stages of the development of science, from the prehistory to the 19th century ▪ Identify the peculiarities of classical and non-classical sciences ▪ Interpret the issue of the method in the context of empiricism and rationalism - the science of the new era. ▪ Explain the levels of scientific knowledge, the relationships and differences between empirical and theoretical, sensual, intelligent couples. ▪ Distinguish peculiarities of social cognition in comparison with natural sciences, complexities of the object of social cognition connected with the limitations on the application of experimental methods. ▪ Identify the facts about the local and global scientific revolutions. |

At the end of the course the student will possess:**Skill**

- To build scientific hypotheses, according to the basic stages, nominate, verify, approve
- To express a concrete historical approach to social phenomena,
- To understand the relative nature of scientific truths
- To apply general scientific methods- analysis, combination, elimination, simulation.
- To present the contradictory understanding of science development-cognitive and anti-cognitive
- To disclose the secrets of scientific work in the context of creativity-discovery
- To systematize the gained knowledge to write a scientific work.

Brief summary of course contents:

The aim of the course is to introduce a number of key issues that will help the students to develop their professional knowledge and achieve more tangible results. In particular, what is science and what is the three qualities in which science is examined? - a/ science as knowledge, b/ science as a kind of intellectual activity, c / science as a social institution. The students will be able to recognize the peculiarities of scientific knowledge and methods of science, as well as the structure and functions of scientific knowledge, to comprehend the basic concepts of philosophy of science, the relation between science and philosophy, the basic stages of science origin and development. Particular attention is paid to modern methodological concepts of science development.

Main references and reading: The Lectures and professional literature are available on www.E-learning.gsu.am website.

Form of assessment: As described in page 6 of the report

Teacher(s) of the course: Ghajoyan H.

Title of the course: Problems of Financial System Development in Armenia

Semester: I

Number of ECTS credits: 3

Language of instruction: Armenian

Type of course: Compulsory course

Teaching methodology: Lecture

Learning outcomes:**At the end of the course the student will know:****Knowledge**

- Introduce the theoretical bases of management of financial-credit relations
- Define financial-credit relations and management methods
- Describe modern tools for managing financial-credit relations

At the end of the course the student will be able to:**Competence**

- Analyze contemporary trends in the financial-credit system
- Analyze, predict and plan loan types

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| <ul style="list-style-type: none"> ▪ Plan the financial and credit relations of the commercial bank ▪ Manage financial-credit relations of commercial banks and credit organizations. <p>At the end of the course the student will possess:</p> <p>Skill</p> <ul style="list-style-type: none"> ▪ Know the mechanisms of credit capital formation and market regulation ▪ Cover the peculiarities of financial and credit relations ▪ To justify the peculiarities of regulation of financial organizations relations. |
| <p>Brief summary of course contents:</p> <p>The course will enable the student to deeply explore the peculiarities and trends of the credit capital market, the issues, the imperatives of the improvement and development of the financial- credit system in Armenia. By studying the course students will be able to introduce theoretical bases of management of financial and credit relations, to analyze contemporary trends in the financial-credit system, as well as to know the mechanisms of credit capital formation and market regulation in Republic of Armenia.</p> |
| <p>Main references and reading: The Lectures and professional literature are available on www.E-learning.gsu.am website.</p> |
| <p>Form of assessment: As described in page 6 of the report</p> |
| <p>Teacher(s) of the course: Harutunyan H.</p> |

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| <p>Title of the course: Intellectual Property Right and Patent Case</p> |
| <p>Semester: I</p> |
| <p>Number of ECTS credits: 2</p> |
| <p>Language of instruction: Armenian</p> |
| <p>Type of course: Compulsory course</p> |
| <p>Teaching methodology: Lecture</p> |
| <p>Learning outcomes:</p> <p>At the end of the course the student will know:</p> <p>Knowledge</p> <ul style="list-style-type: none"> ▪ Peculiarities of the relations that are regulated by means of copyright and patent right, peculiarities of legal protection of means of individualization of goods and services of participants of civil turnover <p>At the end of the course the student will be able to:</p> <p>Competence</p> <ul style="list-style-type: none"> ▪ Understand the peculiarities of the legal protection of non-traditional intellectual objects of property law. <p>At the end of the course the student will possess:</p> <p>Skill</p> <ul style="list-style-type: none"> ▪ Mechanisms for the protection of intellectual property rights from unfair competition |
| <p>Brief summary of course contents:</p> <p>The aim of the course is to introduce students to the notion of intellectual property, the institutions of</p> |

intellectual property legal regulation, to provide knowledge on peculiarities of the relations that are regulated by means of copyright and patent right, peculiarities of legal protection of means of individualization of goods and services of participants of civil turnover

Main references and reading: The Lectures and professional literature are available on www.E-learning.gsu.am website.

Form of assessment: As described in page 6 of the report

Teacher(s) of the course: Mkhitarian A.

Title of the course: Foreign Language /English/ for Professional Communication - 1 Module

Semester: I

Number of ECTS credits: 2

Language of instruction: English - Armenia

Type of course: Compulsory course

Teaching methodology: Practical

Learning outcomes:

At the end of the course the student will know:

Knowledge

- Knowledge in the field of professional vocabulary required to communicate in English
- Knowledge of the relevant professional terms required to analyze, discuss, and present professional texts in English,
- Techniques of professional translation from English into Armenian and knowledge on practical ways of written and oral interpretation of professional topics.

At the end of the course the student will be able to:

Competence

- Communicate in the English language in the field of economics freely
- Make professional translations from Armenian into English
- Reproduce the professional text, analyze it, discuss it in the group, make comparisons in the professional context.

At the end of the course the student will possess:

Skill

- Communicate professionally in English
- Use active professional vocabulary whenever necessary
- Written and oral translation of English-Armenian professional texts
- Analyze and discuss professional texts, present professional opinions

Brief summary of course contents:

The course provides an opportunity to teach professional English to the students at the Faculty of Economics and give students the ability to communicate in the English language through this course. The course focuses on the development of students' professional communication skills, the professional vocabulary, as well as the skills needed to translate professional English texts into Armenian.

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| Main references and reading: The Lectures and professional literature are available on www.E-learning.gsu.am website. |
| Form of assessment: As described in page 6 of the report |
| Teacher(s) of the course: Khachatryan S. |

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| Title of the course: Foreign Language /English/ for Professional Communication - 2 Module |
| Semester: II |
| Number of ECTS credits: 2 |
| Language of instruction: English - Armenia |
| Type of course: Compulsory course |
| Teaching methodology: Practical |
| <p>Learning outcomes:</p> <p>At the end of the course the student will know:</p> <p>Knowledge</p> <ul style="list-style-type: none"> ▪ Understanding of professional English at an advanced level ▪ Professional terminology ▪ Reading, writing, speaking and listening peculiarities of professional English ▪ Professional translation techniques ▪ Important topics relating to trade and industry domains ▪ Important features of foreign and Armenian Economic environment <p>At the end of the course the student will be able to:</p> <p>Competence</p> <ul style="list-style-type: none"> ▪ Successfully implement the obtained language knowledge in the workplace ▪ Critically evaluate the obtained knowledge and skills in economic environment ▪ Use English language sources for oral and written communication in English. <p>At the end of the course the student will possess:</p> <p>Skill</p> <ul style="list-style-type: none"> ▪ Professional reading and listening comprehension of the English language ▪ Written and oral communication skills in english for professional purposes ▪ Successfully communicate in the international economic environment (socialising, participating in meetings, giving presentations, writing esseys, reports, summaries, etc.) |
| <p>Brief summary of course contents:</p> <p>The aim of the course is to:</p> <ul style="list-style-type: none"> ▪ Develop and reinforce the four basic language skills: professional reading, writing, speaking and listening ▪ Enlarge students' knowledge of economics terminology ▪ Foster students' critical attitude towards the topics discussed and build up their competence in using English. |
| Main references and reading: The Lectures and professional literature are available on www.E-learning.gsu.am |

learning.gsu.am website.

Form of assessment: As described in page 6 of the report

Teacher(s) of the course: Khachatryan S.

Title of the course: Tax and Custom Policy Issues

Semester: III

Number of ECTS credits: 3

Language of instruction: Armenian

Type of course: Compulsory course

Teaching methodology: Lecture

Learning outcomes:

At the end of the course the student will know:

Knowledge

- Origin of taxes and history of formation and development of taxation process in global politics
- Concept of tax law structure and elements
- Legal definition of tax. Tax features and characteristic features
- Taxes and tax systems and mechanisms
- Types and types of tax policy implementation
- Peculiarities of tax legislation
- Economic and legal content of tax planning
- Concepts of tax control and tax supervision and their legal content
- Rights and obligations of taxpayers
- Types of taxes and their legal regulation in the Republic of Armenia.

At the end of the course the student will be able to:

Competence

- Classify taxes,
- Describe the structure of the tax system
- Describe the norms of tax legislation
- Discuss and cover tax policy subjects
- Disclose the tax policy peculiarities, goals and problems
- Present the main concepts defined in the Tax Code
- Present the organizational principles of the tax system
- Study and present the taxes of the RA and analyze the peculiarities of their manifestation
- Assess the role and significance of taxes as important element of the economy
- Analyze the factors characterizing the taxation area according to international estimates
- Assess the role of taxes in the formation of budget revenues
- Examine the ways of improving the efficiency of the tax system of the Republic of Armenia
- Assess the effectiveness of tax policy on direct and indirect taxes
- Analyze the role of tax policy in the state regulation system of economy
- Analyze effective ways of determining tax burden.

At the end of the course the student will possess:**Skill**

- Tax calculation methodology
- Forms and directions of tax policy
- Types of tax control
- Tax burden calculation methodology
- The inspection procedure
- Peculiarities of Direct and Indirect Tax Ratio of the RA
- Role and significance of taxes as important element of economic regulation
- Key approaches to raising tax efficiency
- The main provisions of the Tax Code of the Republic of Armenia
- Tax laws to interpret the procedure and culture

Brief summary of course contents:

The "Tax and Customs Policy Issues" course consists of 1 module.

Among the issues of constant attention of each state and society are the peculiarities of taxation of the state, tax legislation reforms, tax system formation and legal regulation, tax policy development and implementation.

Legal and economic reforms in the Republic of Armenia have been focused on the full introduction and development of market relations in the economy. These reforms are also conditioned by the increase of the role of the tax as an economic category and legal phenomenon and its impact on the spheres of life of the state.

Through this study the students will be able to gain initial knowledge of the basics of tax law, the basic provisions and concepts of the tax code, the tax legislation system, tax control and surveillance, the real tax system regulation, tax incarceration measures and directions, tax service spheres and tax legal status of participants, taxation process and planning, the structure of tax law.

Main references and reading: The Lectures and professional literature are available on www.E-learning.gsu.am website.

Form of assessment: As described in page 6 of the report

Teacher(s) of the course: Khachatryan G.

Title of the course: Contemporary Issues of Securities Market Regulation

Semester: II

Number of ECTS credits: 3

Language of instruction: Armenian

Type of course: Compulsory course

Teaching methodology: Lecture

Learning outcomes:

At the end of the course the student will know:

Knowledge

- Know the essence of the financial market and the securities market, securities market functions and financial instruments, market segmentation and key market analysis techniques, market

participants, basic types of their business, basic trading rules and organizational methods

At the end of the course the student will be able to:

Competence

- Describe the securities market, describe and classify securities issuers, describe types of securities, define and characterize the securities, their release and circulation features, possess the accounting mechanisms of gain control over capital formation.

At the end of the course the student will possess:

Skill

- Basics of activity of securities market, fundamentals of traditional methods and ways, basic forms of state regulation of the economy, integrated financial market surveillance system, principles for creating self-regulatory organizations, and structural peculiarities in capital of different organizations in different sectors.

Brief summary of course contents:

The aim of the course is to develop and deepen the knowledge of the students about securities and securities market regulation, and discuss the latest trends in the regulation and development of securities market and changes in their organization. The curriculum provides the definition of securities, their functions, classification, mutual relation between financial and stock markets and their investment quality. The current state of the securities market regulation in Armenia and in developed countries as well as the issues of management, information provision and computerization and regulation of securities circulation are explained.

Main references and reading: The Lectures and professional literature are available on www.E-learning.gsu.am website.

Form of assessment: As described in page 6 of the report

Teacher(s) of the course: Baghdasaryan A.

Title of the course: Corporate Financial Management

Semester: II

Number of ECTS credits: 3

Language of instruction: Armenian

Type of course: Compulsory course

Teaching methodology: Lecture, individual homework, discussions

Learning outcomes:**At the end of the course the student will know:****Knowledge**

- the principles of corporate governance in a modern company,
- how to assess the effectiveness of funding sources of corporations,
- principles of development an effective strategy of corporations.

At the end of the course the student will be able to:**Competence**

- design the organizational structure of a corporation taking into account trends in capital markets,
- analyze of factors and conditions of internal and external changes of corporate environments,
- organize work on financial risk assessment for corporations,
- organize research on the evaluation of modern corporation and efficient use of financial tools,
- analyze the activities of the Corporation in conditions of changes in capital markets.
- ability to assess the nature of financial risks for corporations various industries and financial institutions,
- analyze financial statements.

At the end of the course the student will possess:**Skill**

- have basic skills in financial analysis of economic information,
- preparation and adoption of short-term and long-term financial decisions,
- preparation and implementation of dividend policy,
- prepare financial forecast of the Corporations' development,
- assess risks, profitability and efficiency of financial decisions, including strategic decisions on long-term financing.

Brief summary of course contents:

The purpose of the course is to introduce methodical and theoretical basics of corporate financial management, issues underlying the corporate relationships, functions related to the highest level of corporate governance, the principles and rules for protection of shareholders' interests, the issues related to the relationship between company managers and owners, as well as to provide information, knowledge and develop skills on the sources of financial resources and ways of their effective investments, operative management of finance, financial planning and budgeting, as well as on financial analysis of companies.

The course develops theoretical framework for understanding and analysing major financial problems of modern company in market environment. The course covers basic models of valuation of corporate capital, including pricing models for primary financial assets, real assets valuation and investment projects analysis, capital structure and various types of corporate capital employed, derivative assets and contingent claims on assets. It provides necessary knowledge in evaluating different management decisions and its influence on corporate performance and value.

Main references and reading: The Lectures and professional literature are available on www.E-learning.gsu.am website.

Form of assessment: As described in page 6 of the report

Teacher(s) of the course: Hakob Ghuloyan

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| Title of the course: Personnel Management |
| Semester: II |
| Number of ECTS credits: 2 |
| Language of instruction: Armenian |
| Type of course: Compulsory course |
| Teaching methodology: Lecture |
| Learning outcomes: |
| <p>Brief summary of course contents:</p> <p>At the end of the course the student will know:</p> <p>Knowledge</p> <ul style="list-style-type: none"> ▪ Basic approaches and principles of modern staff management ▪ Theoretical and practical methods for effective staff management <p>At the end of the course the student will be able to:</p> <p>Competence</p> <ul style="list-style-type: none"> ▪ Apply key aspects of HR management during socio-economic processes ▪ Perform work description and analysis, make staff planning. <p>At the end of the course the student will possess:</p> <p>Skill</p> <ul style="list-style-type: none"> ▪ Apply key aspects of HR management during socio-economic processes ▪ Perform work description and analysis, make staff planning. |
| <p>Main references and reading:</p> <p>The aim of the course is to introduce human resource management principles, in particular the study of the human resources structure, management stages, selection and recruitment of staff, work payment and the improvement of working life quality. Personnel management features in foreign enterprises are also studied. The course is developed for educators, lecturers, and especially master students who teach and study the subject of "Economic Sociology".</p> |
| Form of assessment: As described in page 6 of the report |
| Teacher(s) of the course: Sahakyan A. |
| Title of the course: Socio-Economic Prediction |
| Semester: II |
| Number of ECTS credits: 3 |
| Language of instruction: Armenian |
| Type of course: Compulsory course |
| Teaching methodology: Lecture |
| Learning outcomes: |
| <p>At the end of the course the student will know:</p> <p>Knowledge</p> <ul style="list-style-type: none"> ▪ To comment on the nature of the forecast, problems, methodology, methods in material production and socio-economic areas, |

- Explain the forecasting methodology and theoretical bases, macroeconomic indicators system.

At the end of the course the student will be able to:

Competence

- Assess macroeconomic indicators
- Detect the effectiveness of indicators by factors, create their prospects of development
- Use the results of the study in practice
- Analyze, forecast and invest socio-economic forecasting methods of social-economic indicators.

At the end of the course the student will possess:

Skill

- Take advantage of statistical data, literature
- Make reports at various levels during economic discussions
- Make research
- Be active in different discussions, make suggestions
- Demonstrate skill in calculating macroeconomic indices, analyzing, predicting and formulating essays.

Brief summary of course contents:

The aim of the course is to develop a student's ability to forecast socio-economic indices, giving them an information base for decision-making on economic policy. Also, acquisition of reports, essay writing skills based on analyzes and predictive indicators.

Main references and reading: The Lectures and professional literature are available on www.E-learning.gsu.am website.

Form of assessment: As described in page 6 of the report

Teacher(s) of the course: Amirkhanyan S.

Title of the course: Problems of State Regulation of Economy

Semester: II

Number of ECTS credits: 3

Language of instruction: Armenian

Type of course: Compulsory course

Teaching methodology: Lecture

Learning outcomes:

At the end of the course the student will know:

Knowledge

- Discuss the main provisions of the concept of human development,

- Cover the economic growth and human development interconnections
- Discuss the role of the State in trade regulation
- Introduce the characteristic features of industrial policy and identify industry development issues
- Highlight the transport and communication performance indicators
- Explain the methodology for calculating capital construction development indicators
- Introduce the country's climate change and desertification issues
- Highlight the methods and indicators of agricultural land evaluation
- Present the key issues in the formation of the land market competitive field and identify the risks in the agrarian sector,
- Describe the forms of tourism and identify the factors affecting tourism development
- Determine the content, role, types, and classification of innovations

At the end of the course the student will be able to:

Competence

- Identify the issues of state regulation of trade and public food
- Comment on the issues of people's access to natural resources and identify the importance of rational nature use
- Cover the concept of social mission in the context of human development
- Identify the future of the right and the State in the context of human development
- Cover theoretical bases of state regulation of economic competition
- Make an international tourism experience analysis.

At the end of the course the student will possess:

Skill

- Analyze macroeconomic indices,
- Identify the Republic of Armenia's economic competitiveness issues
- Evaluate impact of state support projects on economy,
- Identify the risks in the economy requiring state regulations.

Brief summary of course contents:

The aim of the "Problems of State Regulation of Economy" is to examine the public (state) sector economics and the main mechanisms of state regulation of the economy. The Master level students, acquiring basic general knowledge, master the principles of payment and calculation system regulation, gain ability to evaluate system changes and develop strategies, gain knowledge about global economic development, acquire abilities to discuss public processes and economic issues, to describe the macroeconomic situation of the economy based on statistical data analysis, to treat the theory and practice development and development trends critically, to analyze and interpret the results of the research, an objective assessment of the real sector of the economy.

Main references and reading: The Lectures and professional literature are available on www.E-learning.gsu.am website.

Form of assessment: As described in page 6 of the report

Teacher(s) of the course: Hergnyan M..

Title of the course: Regulation of banking activities

Semester: II

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| Number of ECTS credits: 3 |
| Language of instruction: Armenian |
| Type of course: Compulsory course |
| Teaching methodology: Lecture |
| <p>Learning outcomes:</p> <p>At the end of the course the student will know:</p> <p>Knowledge</p> <ul style="list-style-type: none"> ▪ Introduce the subject of banking activity, goals and problems ▪ Recognize the powers of the Central Bank in the supervision of commercial banks ▪ Identify commercial banking supervision peculiarities ▪ Identify peculiarities of banking activity regulation ▪ Clarify the commercial banks' regulatory mechanisms ▪ Know the principles of banking regulation and supervision in a scientific manner. <p>At the end of the course the student will be able to:</p> <p>Competence</p> <ul style="list-style-type: none"> ▪ Identify and apply banking regulation mechanisms ▪ To comment on the scope of regulation of banking activities ▪ Analyze banking activities by applying modern economical methods ▪ Interpret the efficiency of banks in the economic process ▪ Present international experience in banking regulation. <p>At the end of the course the student will possess:</p> <p>Skill</p> <ul style="list-style-type: none"> ▪ Identify methods of banking regulation ▪ Apply the legislative mechanisms of CB-commercial bank relationships ▪ Interpretation of the Basel Committee Regulation Mechanisms ▪ Know the methods of calculation of prudential standards ▪ Identify the issues that arise during banking activities ▪ Apply the provisions of banking legislation. |
| <p>Brief summary of course contents:</p> <p>The course examines the economic and legal bases for the regulation of banking activities, the process of banking regulation in the Republic of Armenia</p> <p>In the central place are the laws governing the regulation of banking activities, the regulations approved by the CBA, which regulate the main sectors of the banking activity</p> <p>The purpose of the course is to present the basics of regulation of banks' activities, within the framework of which special attention is paid to the norms regulating the activities of the banks of Armenia and the role of the Central Bank as a regulatory and supervisory body.</p> |
| <p>Main references and reading: The Lectures and professional literature are available on www.E-learning.gsu.am website.</p> |
| <p>Form of assessment: As described in page 6 of the report</p> |
| <p>Teacher(s) of the course: Mardoyan A.</p> |

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| Title of the course: Information Technologies for Professional Research |
| Semester: II |
| Number of ECTS credits: 3 |
| Language of instruction: Armenian |
| Type of course: Compulsory course |
| Teaching methodology: Lecture |
| <p>Learning outcomes:</p> <p>At the end of the course the student will know:</p> <p>Knowledge</p> <ul style="list-style-type: none"> ▪ The basics of organizing electronic document circulation ▪ Cloud-based management technologies and services (GDrive, Mail.ru, Office 365) for online storage, sharing, data processing, display organization, conducting survey ▪ Application of MS Word text editor in the data processing process ▪ MS Power Point editor application in preparing and making presentations ▪ The meaning and classification of information systems according to different criteria, scope of solved tasks, subsystems ensuring the information system, implemented processes. ▪ Information technology components, basic IT used during the professional activity - the e-document circulation, office automation, networking, teaching, expertise and intelligent systems' as well as the IT supporting a decision making process. ▪ The basic concepts of the information society, information culture, information resource, information potential, information services of informational warfare and information market. <p>At the end of the course the student will be able to:</p> <p>Competence</p> <ul style="list-style-type: none"> ▪ To organize electronic document circulation in a technically competent way ▪ Use cloud technologies during professional research ▪ Apply advanced opportunities of MS Word and MS Power Point editors, ▪ Identify and describe information systems, distinguish IT technologies and areas of application ▪ Take advantage of global information and scientific resources ▪ Introduce the concepts of information society, information resource, information security, artificial intelligence systems, cyber-physical things, intelligent (smart) solutions, and information market services. <p>At the end of the course the student will possess:</p> <p>Skill</p> <ul style="list-style-type: none"> ▪ Skills to use cloud technologies and services ▪ Electronic document management skills ▪ Skills of preparing and presenting text documents, presentations based on template principle ▪ Skills for using scientific research resources and implementing effective research |
| <p>Brief summary of course contents:</p> <p>The purpose of the course is to introduce modern information systems and information technologies for the implementation of scientific research tasks, professional activities management. The types of</p> |

information systems and information technologies, providing subsystems, structural and functional peculiarities, their applications in the field of professional activity are studied. Information technology in organizing electronic document circulation is being discussed, cloud technologies and services are addressed. Practicums are organized, using cloud technologies, MS Office Word, Power Point editors, online file creation and editing, collaborative utilization, Unicode and ANSI texts conversion, comparison of documents, templates' application in presentations, preparation and use of content elements via online resources and modern design.

Main references and reading: The Lectures and professional literature are available on www.E-learning.gsu.am website.

Form of assessment: As described in page 6 of the report

Teacher(s) of the course: Avetisyan V.

Title of the course: Programme Budgeting

Semester: II

Number of ECTS credits: 3

Language of instruction: Armenian

Type of course: Compulsory course

Teaching methodology: Lecture, Interactive discussions

Learning outcomes:

At the end of the course the student will know:

Knowledge

- Main methods of budgeting, peculiarities of programme budgeting and process of applying it in the budgetary system of the RA

At the end of the course the student will be able to:

Competence

- To study development programs based on which budgets are elaborating and evaluate their compliance with the program budgeting standards, as well as make recommendations for improving these programs and bringing them closer to program budgeting requirements.

At the end of the course the student will possess:

Skill

- Approaches used during the budget's planning in the budget system of RA and the general content of Medium - Term Public Expenditure Framework, based on which state budget is being elaborated.

Brief summary of course contents:

Main methods of budgeting, the concept and peculiarities of Programme Budgeting, expediency and opportunities of applying it into different levels of budget system of RA and the works done and the works to be done towards applying Programme Budgeting in the budgetary system of the RA.

Acquaintance with the approaches being applied in RA during the budget planning with general content of Medium-Term Expenditure Frameworks, based on which state budget are elaborated.

Main references and reading: The Lectures and professional literature are available on www.E-learning.gsu.am website.

Form of assessment: As described in page 6 of the report

Teacher(s) of the course: Zakoyan H.

Title of the course: Banking Information Systems and Electronic Banking

Semester: III

Number of ECTS credits: 3

Language of instruction: Armenian

Type of course: Compulsory course

Teaching methodology: Lecture

Learning outcomes:

At the end of the course the student will know:

Knowledge

- Know the information technology components used in the banking activity and the directions of their application
- Know the types of internet ads, the main problems that arise during the planning of ads' implementation and ways of the solution to these problems.
- Knowledge and understanding of contemporary theories and models of economics and management
- Knowledge of automation problems of enterprise activity
- Understanding of management information systems' design and methods of their introduction in the economy
- Basic knowledge on information communication networking environment and basic Technologies

At the end of the course the student will be able to:

Competence

- Can explain a number of economic-statistical issues in the banking system for the development of electronic banking in Armenia
- Expression of stable knowledge and ability to learn continuously, justification of own point of view
- Teamwork and communication opportunities with the professional community

At the end of the course the student will possess:

Skill

- Apply the OLAP analysis system in the banking sector
- Implement independent professional activity and research work in economic management, business and services
- Develop and implement managerial decisions on information technologies and systems in different sectors of the economy
- In the management process have a targeted use of modern software tools and software

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| packages applied in the economy. |
| <p>Brief summary of course contents:</p> <p>The aim of the course is to study management information systems' design and methods of their introduction in the economy, opportunities of using information technologies in the banking activities and the directions of their application, networking and communication opportunities with the professional community, as well as peculiarities of applying modern methods / technologies in the banking system.</p> |
| <p>Main references and reading: The Lectures and professional literature are available on www.E-learning.gsu.am website.</p> |
| <p>Form of assessment: As described in page 6 of the report</p> |
| <p>Teacher(s) of the course: Ghazaryan A.</p> |

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| Title of the course: Banking Management |
| Semester: III |
| Number of ECTS credits: 3 |
| Language of instruction: Armenian |
| Type of course: Compulsory course |
| Teaching methodology: Lecture |
| <p>Learning outcomes:</p> <p>At the end of the course the student will know:</p> <p>Knowledge</p> <ul style="list-style-type: none"> ▪ RA banking laws ▪ The essence of the subject of "Banking Management" ▪ The main functions of management. <p>At the end of the course the student will be able to:</p> <p>Competence</p> <ul style="list-style-type: none"> ▪ Analyze the activities of commercial banks, the peculiarities of staff, its management, ▪ Carry out an analysis and evaluation of the financial results of the commercial bank's economic activity. <p>At the end of the course the student will possess:</p> <p>Skill</p> <ul style="list-style-type: none"> ▪ Management forms of the modern banking system in the conditions of modern market economy ▪ Mechanisms for solving situational problems and decision-making |
| <p>Brief summary of course contents:</p> <p>The aim of the course is to study the banking system, commercial banks' activity, structure and</p> |

management of activity, banking laws and their application in the current market economy, management forms of the modern banking system in the conditions of market economy and mechanisms for solving situational problems and decision-making, as well as to conduct analysis and evaluation of the financial results of the commercial bank's economic activity.

Main references and reading: The Lectures and professional literature are available on www.E-learning.gsu.am website.

Form of assessment: As described in page 6 of the report

Teacher(s) of the course: Qaloyan M.

Title of the course: Modern Issues of Insurance Policy

Semester: III

Number of ECTS credits: 3

Language of instruction: Armenian

Type of course: Compulsory course

Teaching methodology: Lecture

Learning outcomes:

At the end of the course the student will know:

Knowledge

- The student will know the prerequisites for insurance coverage as well as will describe its need, border insurance principles, present its importance in the 21st century in the competitive international economic relations market
- Record the significance in any business area
- Connect the sale of contracts on different types of insurance for the same organization

At the end of the course the student will be able to:

Competence

- Analyze the degree of risk of the insured objects
- Solve the problems related to insurance premiums and insurance indemnities
- Edit insured and non-insured risks
- Separate from the rules the compensation of accidents that are for exceptional reasons according to law

At the end of the course the student will possess:

Skill

- Peculiarities of insurance types, life and non-life insurance types' differentiation
- Compare the peculiarities of the same kind of insurance offered by different insurance companies and their tariffs
- Debate on compensation's refusal decision issues, highlight the international peculiarities of the insurance market

Brief summary of course contents:

The aim of the course is to teach the students the importance of the role of insurance in ensuring the continuity of economic activity in the conditions of market economy.

The course aims at providing students with the necessary information on the need for insurance and its application areas thus fostering insurance culture in their ideas.

Main references and reading: The Lectures and professional literature are available on www.E-learning.gsu.am website.

Form of assessment: As described in page 6 of the report

Teacher(s) of the course: Baghinyan A.

Title of the course: Econometrics

Semester: III

Number of ECTS credits: 3

Language of instruction: Armenian

Type of course: Compulsory course

Teaching methodology: Lecture

Learning outcomes:**At the end of the course the student will know:****Knowledge**

- Explain the main stages of econometric analysis
- Justify the way and direction of communication between the investigated phenomena and the chosen method of econometric analysis.

At the end of the course the student will be able to:**Competence**

- Use econometric analysis methods
- Perform econometric analyzes through statistical programs
- Explain and evaluate the results obtained.

At the end of the course the student will possess:**Skill**

- Process the statistical data
- Build econometric models
- Make meaningful conclusions.

Brief summary of course contents:

The aim of the course is to introduce the students the econometric methods of analysis and forecasting of interrelations between socio-economic phenomena, to provide them with the information about the interpretation peculiarities of the results of the econometric analysis.

The course aims at introducing ways and methods of econometric analysis of economical data by space and time as well as the modern statistical programs of econometric analysis. It tries to present the

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| scope of the application of econometric analysis and the need to acquire the respective professional skills and abilities. |
| Main references and reading: The Lectures and professional literature are available on www.E-learning.gsu.am website. |
| Form of assessment: As described in page 6 of the report |
| Teacher(s) of the course: Khachatryan A. |

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| Title of the course: Sociology of Management |
| Semester: III |
| Number of ECTS credits: 3 |
| Language of instruction: Armenian |
| Type of course: Compulsory course |
| Teaching methodology: Lecture |
| <p>Learning outcomes:</p> <p>At the end of the course the student will know:</p> <p>Knowledge</p> <ul style="list-style-type: none"> ▪ Contents of baseline concepts of modern management sociology, its basic laws, principles and methods <p>At the end of the course the student will be able to:</p> <p>Competence</p> <ul style="list-style-type: none"> ▪ Explore the peculiarities of the most effective social technologies and ways of their application within the management sociology ▪ Use his/her theoretical knowledge in practice. <p>At the end of the course the student will possess:</p> <p>Skill</p> <ul style="list-style-type: none"> ▪ Skills for applying information analysis and management techniques. |
| <p>Brief summary of course contents:</p> <p>The aim of the course is to:</p> <ul style="list-style-type: none"> • Form the knowledge and skills on theoretical bases and methods of management sociology • Provide the knowledge on the methods of the organization's management and development technologies and develop application skills of these technologies. |
| Main references and reading: The Lectures and professional literature are available on www.E-learning.gsu.am website. |
| Form of assessment: As described in page 6 of the report |
| Teacher(s) of the course: Sahakyan A. |

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| Title of the course: Corporate Information Systems |
| Semester: III |
| Number of ECTS credits: 3 |
| Language of instruction: Armenian |
| Type of course: Compulsory course |
| Teaching methodology: Lecture |
| <p>Learning outcomes:</p> <p>At the end of the course the student will know:</p> <p>Knowledge</p> <ul style="list-style-type: none"> ▪ Knowledge about electronic documents, their functions, advantages and circulation. ▪ Fundamental knowledge about modern information technology in computing systems and network environments. ▪ Knowledge about making management decisions through information systems. <p>At the end of the course the student will be able to:</p> <p>Competence</p> <ul style="list-style-type: none"> ▪ Use existing electronic document circulation systems and offering new, software and hardware solutions to improve their performance ▪ Protect information and control leakage ▪ Solve problems related to efficiency increase of the various units of the organization. <p>At the end of the course the student will possess:</p> <p>Skill</p> <ul style="list-style-type: none"> ▪ Management of technological development processes ▪ Development of information circulation logistic systems ▪ Development and implementation of managerial decisions using information technology and systems. |
| <p>Brief summary of course contents:</p> <p>The aim of the course is to study the latest methods and features of corporate information systems, advantages and disadvantages of their application, as well as the experience of using electronic document circulation in local and State Regulation self-governing bodies.</p> |
| <p>Main references and reading: The Lectures and professional literature are available on www.E-learning.gsu.am website.</p> |
| <p>Form of assessment: As described in page 6 of the report</p> |
| <p>Teacher(s) of the course: Ghazaryan A.</p> |

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| Title of the course: Communication Skills |
| Semester: III |

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| Number of ECTS credits: 3 |
| Language of instruction: Armenian |
| Type of course: Compulsory course |
| Teaching methodology: Lecture, Tests, Interactive discussions |
| <p>Learning outcomes:</p> <p>To know effective communication rules, general requirements and peculiarities of business communication, which can causing success or containing threats for business and career.</p> <p>Is able to establish effective relationships with partners and clients, to conduct business negotiations, communicate via using advanced and traditional technologies, and to participate successfully in job interviews.</p> <p>To possess the norms and protocols being used for official receptions and other business relations, the communication techniques with different technologies and business ethics.</p> |
| <p>Brief summary of course contents:</p> <p>General information on methods of communication, especially on business communication, the art of establishing mutually beneficial cooperation, and the opportunities to succeed in business and career through skillful communication.</p> |
| <p>Main references and reading: The Lectures and professional literature are available on www.E-learning.gsu.am website.</p> |
| Form of assessment: As described in page 6 of the report |
| Teacher(s) of the course: Zakoyan H. |