

Name of the educational program: Master's program in Business Administration

Degree awarded; Master of Business Administration

Program volume in credits: 120 credit

Language of instruction: Georgian

Level of higher academic education: Master

Goal of the program:

The goal of the master's program in business administration is to prepare highly qualified entrepreneurs-managers who will be able to successfully manage problematic organizations and solve problems in the private, public or society sector and increase the value of organizations.

In order to achieve abovementioned, the goal of the master's program in business administration is to provide the student with deep and systematic knowledge of:

- the main areas of business: management, finance, marketing, operations;

**The goal of the Master of Business Administration program is to provide the student with:**

- the ability to solve problems with a cross-disciplinary approach and manage challenges in the field of business administration based on evidence-based findings;
- the ability to think critically, analyze, formulate a results-oriented vision in problem solving, define strategy and plan, implement and draw a reasoned conclusion;
- the skills of independent planning of research, data collection, analysis and interpretation, carrying out relevant conclusions and their effective presentation to the public using the latest methods and approaches in the field of business administration;
- the ability to conduct group and independent work and constantly strive for professional growth in a multidisciplinary environment in compliance with professional ethical norms and principles;

Prerequisite for admission to the program:

Business Administration Master's program is intended for individuals who have already received higher education and wish to continue their studies in the field of business administration. The necessary prerequisites for enrollment in the master's program are:

- a bachelor's degree or equivalent academic degree;
- passing Unified National Master's Examinations;
- passing internal admission procedure, which in its turn consists of following steps:
  - English language test organized by the program (B2 level)
    - o - For those applicants who present a certificate confirming the relevant qualification (TOEFL (P/B 513 score; I/BT 87score); IELTS (5.5 Band); FCE; BEC Vantage; PTE (General level 3); PTE Academic ( 59p); Michigan ECCE) or have completed a bachelor's degree or higher education program in English are not required to pass English language test;
      - Oral exam/interview in the specialty, the purpose of which is to assess the applicant's field knowledge:
        - o - Sample exam questions (in English language and specialty) will be posted in advance on the websites of higher educational institutions.

Enrollment in a master's degree program without passing Unified National Master's Examinations is possible in a higher educational institution "On the approval of the procedure for submission and review of documents by Applicants/Master's Degree Candidates/Students who have the right to study without passing the Unified National Exams/Unified Master's Exams" in accordance to the Decree N224/N of the Minister of Education and Science of Georgia, issued at December 19, 2011, for the following persons:

- a) For candidates for master's degree, who received a document confirming the academic degree of the relevant higher education in a foreign country;
- b) For citizens of a foreign country (except for students participating in a joint higher education program), who study/studied and received credits/qualifications in a foreign country in the master's degree of a higher educational institution recognized in accordance with the legislation of this country;
- b1) For citizens of Georgia (except of the students, enrolled to the joint higher education degree and students, participating in the exchange programmes), who reside/resided, study/studied and obtained credits/qualification, at a foreign (or recognized by the legislation of a foreign country) Master's programme in accordance to the Paragraph D1 of the Decree 224/N of the Minister of Education and Science of Georgia (issued at December 19, 2011);
- c) For master's degree candidates who were enrolled in a higher educational institution in accordance with the first paragraph of this article;
- d) For citizens of foreign countries who obtained the right to continue their studies at a higher educational institution of Georgia before the implementation of the Law of Georgia "On Higher Education" and have a certificate of higher education recognized

by the state issued in Georgia.

**The Business Administration master's educational program is focused on preparing:**

**Entrepreneur-manager** - who analyzes the opportunities, challenges and risks facing the business; defines the vision, strategic business plans and risk management system that include evidence-based effective and efficient cross-functional solutions and evaluates the effect of these decisions on getting the organization out of a stressed situation, improving its results and increasing value.

**Financial officer** - develops financial and investment plans, defines budgeting models and procedures, evaluates the value of business and assets, determines capital raising and management strategies. **Operations manager** - analyzes business processes and operations gaps, defines strategies for their elimination, develops business processes and operations improvement plans.

**Marketing manager** - develops results-oriented marketing initiatives and plans; Defines strategies for market access, competition, offers and integrated marketing communications.

**Project manager** - who, in an unfamiliar and multidisciplinary environment, both as a team and individually, considering the risks, develops the goals and objectives of projects and initiatives, determines the sequence of actions and the resource plan for their achievement.

**Researcher** - to make a decision, determines the need, task and strategy of the research, in accordance with the strategy, independently determines the research design, organizes and conducts research specific to the field of business administration, on the basis of which develops recommendations and reasoned decisions.

**Homo Moralis** - an ethical, moral person who understands the relationship between people and business, considering social responsibility of business in the decision-making process and acts in compliance with ethical values.

**Program learning outcomes:**

**After completing the program, the graduate:**

**Learning outcome 1** - describes in depth and systematically the theoretical and conceptual framework of the main directions of business administration - the principles, theories, approaches and models of organizational entrepreneurship,

management, human resources, operations, finance, marketing and project management;

**Learning outcome 2** - critically and argumentatively discusses key issues of business strategies, leadership, organization operations and resource management;

**Learning outcome 3** - by observing the environment, analyzes business development opportunities, trends, chooses an effective management model, develops the organization's vision, structure and, considering the organizational culture, makes a decision on the development strategy;

**Learning outcome 4** - develops goals and targets of projects and initiatives in an unfamiliar and multidisciplinary environment, both as a team and individually, determines the sequence of actions and resource plan for their achievement.

**Learning outcome 5** - identifies problems related to the field of business management, analyzes the main risks facing the company, develops a business plan, a risk management system and in original ways (including using modern technologies and innovations) makes evidence-based decisions and evaluates the impact of these decisions on the organization's results and on the increase of its value. **Learning Outcome 6** - makes evidence-based decisions using quantitative and qualitative methods, statistical data analysis, interpretation and extrapolation.

**Learning Outcome 7** - through independent data collection, processing and presentation, expands knowledge based on current innovations in the field of business administration and independently determines further learning and development needs.

**Learning outcome 8** - in compliance with the principles of academic honesty and ethical standards, independently organizes and conducts research typical for the field of business administration, develops recommendations and substantiates decisions with arguments.

**Learning Outcome 9** - using modern information technology, effectively presents in oral and written form research results, findings, arguments and conclusions to both the academic and professional community and stakeholders.

**Learning outcome 10** - consistently and comprehensively evaluates the importance of ethics and organizational culture, considers the social responsibility of business in the decision-making process and acts in accordance with ethical values.

### Map of goals and outcomes

<b>Goals</b>	<b>Learning outcomes</b>
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<p>Ability to independently plan, collect, analyze and interpret data, develop relevant conclusions and effectively present them to the public using the latest methods and approaches in the field of business administration;</p>										
<p>In a multidisciplinary environment, the ability to work in a team and independently, in accordance with professional ethical norms and principles, and the ability to independently conduct learning and constantly strive for professional growth;</p>										

**Teaching-learning methods:**

- Verbal Method
- Demonstrate Method
- Presentation
- Group work

- ☒ Practical work
- ☒ Learning by Doing
- ☒ Case Study
- ☒ Simulation Study
- ☒ Project Based Study
- ☒ Problem Based Study
- ☒ E-learning
- ☒ Other

Academic and visiting staff may use one or more of the abovementioned methods or any other one depending on the task of the particular course. The teaching-learning methods of a specific course are outlined in the syllabus of the relevant study course.

### **Evaluation system of student knowledge:**

The learning component of the Business Administration Master's Program encompasses students' active participation in the teaching process and is based on the principle of continuous assessment of acquired knowledge.

Assessment of acquired knowledge on Business Administration Master's Program is organized in accordance with the Order No. 3 by the Minister of Education and Science of Georgia, January 5<sup>th</sup>, 2007 - "The Rule of Calculation of Higher Education Program Credits".

Evaluation of student's learning results in each component of the Business Administration Master's Program includes midterm (Onetime or Multiple) and summative evaluation, which is a result for final assessment (100 Points).

Midterm and summative evaluations (Evaluation forms) include evaluation component/components, what determine ways to assess student's knowledge and/or ability and/or competence (written/oral exam, written/oral quiz, homework, practical/theoretical work, etc.). Assessment component unites homogeneous assessment methods (test, essay, presentation, discussion, performance of theoretical/practical assignment, teamwork, participation in discussion, simulations etc.). Assessment method/methods are measured by assessment criteria, by which achievement of learning outcomes is being measured.

Each assessment form and component have certain value allocated from the final score (100 Points), which is indicated in each Syllabus and is being communicated to each student in the beginning of the semester.

It is not allowed to award credit by using only one form of evaluation (midterm or summative evaluation). Credits are awarded to the student only if he receives a positive assessment.

The specific share of the minimum competence limit of the Business Administration master's educational program student's midterm and final assessment is reflected in a specific syllabus and is communicated to the student at the beginning of the study semester.

**There are five types of positive assessment** in the evaluation system:

- (A) Excellent – 91-100 points of evaluation;
- (B) Very good – 81-90 points of evaluation;
- (C) Good – 71-80 points of evaluation;
- (D) Satisfactory – 61-70 points of evaluation;
- (E) Sufficient – 51-60 points of evaluation.

**And two types of negative evaluation:**

(Fx) Did not pass – 41-50 out of the maximum evaluation, which means that the student needs to work more to pass the exam and he/she shall be given the possibility to retake the exam after the self-study;

(F) Fail – 40 points or less out of the maximum evaluation, which means that the work done by the student is not enough and he/she has to retake the course.

In case of (Fx) evaluation in any component of the Business Administration Master's educational program, an additional exam is scheduled within not later than 5 days after the announcement of the results of the summative examination. The points awarded to the student in the summative evaluation, shall not be added to the evaluation obtained by the student at the additional examination. The evaluation obtained by the student at the additional examination is the summative evaluation and shall be included in the final evaluation of the component of the educational program. In case of taking 0-50 points in the final evaluation, including the evaluation obtained at the additional examination, the student evaluation will be F-0 points.

**The scientific-research component** (execution and defense of the Master's Thesis) of the Master's in Business Administration educational program must be evaluated in the same or the following semester in which the student completes the work on it. The scientific-research component of the master's degree program in business administration is evaluated only once (with a final evaluation).

The evaluation system of the scientific-research component of the business administration master's educational program allows:



**Five types of positive evaluation:**

- (A) excellent - 91-100 points of assessment;
- (B) very good - 81-90 points of the maximum assessment;
- (C) good - 71-80 points of the maximum assessment;
- (D) satisfactory - 61-70 points of the maximum assessment;
- (E) sufficient - 51-60 points of the maximum assessment.

**Two types of negative evaluation:**

- (Fx) Did not pass – 41-50 out of the maximum evaluation, which means that the student will be given the possibility to submit the revised master's thesis during the next semester;
- (F) Fail – 40 points or less out of the maximum evaluation, which means that the student loses the right to submit the same master's thesis.

The calculation of the Grade Point Average (GPA) is part of the system of evaluation of the student's knowledge. The student's Grade Point Average (GPA) is calculated by multiplying the evaluation, obtained by the student in every course of the educational program, to the credits of that course. The product of multiplication of the subjects and credits is summed up and divided by the total number of credits of the taken courses. The weight of the point in the calculation of the average number is:

$$A = 4$$

$$B = 3, 2$$

$$C = 2, 4$$

$$D = 1, 6$$

$$E = 0, 8$$

**Employment opportunities:**

Graduates of the Business Administration Master's Program will be able to successfully work in the private, public or society sector.

**Opportunity for continuing education process:**

Graduates of the Business Administration Master's Program are authorized to continue studies at Georgian or other countries' higher educational institutions at Business Administration PHD program, which is focused on training the next-level researcher.

### Human resources necessary for the program implementation:

Business Administration Master's program is provided by appropriate human resources. The educational components provided by the educational program are led by the academic staff of the university, as well as by the invited specialists with appropriate experience and competences.

Additional information on human resources is available in Appendix No. 2.

### Material resources necessary for the program implementation:

The University infrastructure and material-technical resources are fully available for students to reach the learning outcomes of the Business Administration Master's program, in particular:

- Learning auditoriums and conference halls equipped with appropriate inventory;
- Library, equipped with computer hardware and informational-communicational technologies;
- Computer classes, computer hardware connected to internet and internal network and adequate computer software in learning/teaching process;
- Different technical equipment and et cetera.

The educational program is provided with appropriate manual and methodical literature. The University's library provides students with electronic textbooks relevant to the syllabus, educational-methodical and scientific literature, as well as the library's database.

Material resources owned and possessed by the University, ensures the Master's program of Business Administration to implement its objectives and achieve planned learning outcomes.

**Buildings and Structures** – Business Administration Master's program is carried out in the buildings and structures owned and leased by the university, where sanitary-hygienic and safety norms are highly respected (the buildings are equipped with installed alarms, fire extinguishers, video control system on the perimeter, order is maintained by the custodial servant of the university). The building is in full accordance with the technical requirements established for the institutions, lecturing and practicum auditoriums are equipped with relevant technique and inventory (projector, chairs, desks, boards and et cetera).

**Library** - In the library of the University the relevant printed and electronic fund of the master's educational program is preserved, which is available for the students, invited and academic personnel. The library has a reading hall equipped with appropriate

equipment (chairs, tables, computers). There is a multifunctional photocopier in the library, which the student can use with the help of a library employee. In the reading hall, students have the opportunity to use internet and international electronic resources (EBSCO; JSTOR; Cambridge Journals Online; Bio One Complete; e-Duke Journals Scholarly Collection; Edward Elgar Publishing Journals and Development Studies e-books; IMechE Journals; New England Journal of Medicine; Open-edition Journals; Royal Society Journals Collection; SAGE Premier). The library of the university has electronic catalogue. s Collection; SAGE Premier). The library of the university has electronic catalogue.

**Working Space of Academic Personnel** - The working space of academic personnel is equipped with the relevant inventory and technical equipment (chairs, tables, wardrobes, computers with the access to internet, Xerox multifunctional machine

**Information and communication technologies** - The University uses information and communication technologies in order to facilitate the implementation and administration of master's educational program in Business Administration. The university uses information and communication technologies. There is a corresponding software for the master's educational program in Business Administration, the existing computer hardware meets the contemporary requirements and is connected to the internet and is available for students, academic, invited and administration personnel. Electronic system – Portal.gipa.ge – is used for assessing student's knowledge and to coordinate teaching process. The system provides students with access to assessments, facilitates the control of academic attendance of students and the learning process in general. Through the webpage, which contains information about the educational programs and the learning process, the University provides publicity and accessibility of information.

### Head of the Program

Nikoloz Abuashvili

Professor

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### Head of the Program

Giorgi Turkia

Professor

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№	Course code	Prerequisite	Module/course	ECTS credit				Hour Distribution for Students <sup>1</sup>	
				I year		II year		Contact hours <sup>2</sup>	Independent hours <sup>3</sup>
				Semester					
				I	II	III	IV		
<b>Learning component<sup>4</sup></b>									
<b>Mandatory courses</b>				<b>22</b>	<b>34</b>	<b>11</b>	<b>14</b>		
<b>Module I - Business and its components</b>									
1.	BABEFI 206	N/A	Business and its elements: Finances	6/150				45	105
2.	BABEMA 206	N/A	Business and its elements: Marketing	6/150				45	105
3.	BABEMNG 206	N/A	Business and its elements: Management	6/150				51	99
4.	BAPS 206	N/A	Professional and research skills	4/100				51	49

<sup>1</sup>The time required to achieve the learning outcomes defined by the educational program. The student's teaching load is based on independent and contact hours.

<sup>2</sup>The time determined for the student's educational activities with the involvement of the personnel implementing the component of the educational program.

<sup>3</sup>The time of the student's educational activities (preparation of homework and exams, etc.) without the involvement of the personnel implementing the educational program component.

<sup>4</sup> A component of an educational program presented as a course, module, practice or other component.

			<b>Module II - Financial module</b>						
5.	BAMAFACF 206	BABEFI 206	Microfinances - management of corporate finances		6/15 0			39	111
6.	BAMIFA 206	BABEFI 206	Microfinance - financial and managerial accounting		6/15 0			39	111
7.	BAMAFaar 206	BABEFI 206	Microfinances - analysis and risks		6/15 0			30	120
8.	BAAFm204	BABEFI 206	Finances in action		4/10 0			30	70
			<b>Module III - Operations Module</b>						
9.	BAPRM 206	BABEMNG 206	Project management		6/15 0			30	120
10.	BAOPM 208	BABEMNG 206	Project management		6/15 0			45	105
			<b>Module IV – Marketing module</b>						
11.	BAMA 204	BABEMA 206	Market analysis			5/12 5		30	95
12.	BAIMC 208	BABEMA 206	Integrated marketing communication			6/15 0		48	102
			<b>Module V - Leadership</b>						
13.	BASL 208	BAFPM 2031; BAFPM 2032; BAFPM 2033; BAFPM 2034;	Strategic leadership				8/2 00	60	140

14.	BASAE 205	N/A	State and economics				6/15 0	42	108
		Elective courses				12 <sup>5</sup>			
1.	BAMIS 204	N/A	Management information systems			4/10 0		27	73
2.	BAAGM 204	BABEFI 206; BABEMA 206	Access to global markets			4/10 0		24	76
3.	BAES 204	N/A	Etiquette and Sommelier			4/10 0		27	73
		<b>Research component<sup>6</sup></b>		<b>3</b>	<b>3</b>	<b>6</b>	<b>15</b>		
1.	BAFPM 2031	BABEFI 206; BABEMA 206; BABEMNG 206; BAPS 206;	Module I Summary Project	3/75				6	69
2.	BAFPM 2032	BAMAFACF 206; BAMIFA 206;	Module II Summary Project		3/75			6	69

<sup>5</sup> Out of the 12 elective credits, students must select 4 credits from the business administration master's program, and the remaining 8 credits must be chosen from other university master's programs within the free component framework.

<sup>6</sup> A component of the educational program, which is presented in the form of summary projects and a master's thesis

		BAMAFAR 206;							
3.	BAFPM 2033	BAPRM 206; BAOPM 208;	Module III Summary Project			3/75		6	69
4.	BAFPM 2034	BAMA 204; BAIMC 208	Module IV Summary Project			3/75		6	69
6.	BAFP 210	BAFPM 2031; BAFPM 2032; BAFPM 2033; BAFPM 2034; BASL 208; BASAE 205;	Master thesis/project				15/3 75		
In semester				25	37	29	29		
In the year				62		58			
Total				120					

### Curriculum map

The map presents learning outcomes in relation to mandatory courses, the information which course leads to which learning outcome, by indicating the appropriate level.

The teaching/research component is divided into three levels:

- a) Courses oriented on introduction (I-Introduction)
- b) Courses oriented on deepening (D -Development)
- c) Courses oriented on reinforcement (M - Mastering)
- d) Practical components - (P – Practice)

Course and outcomes intersection box indicates the level - I, D or M.

To access the program outcomes, each course is presented in relation to the program outcomes. If the study of a course leads to learning outcome, one or more outcome indicators - I, D, M - are indicated in the box of the intersection of the course and the outcome.

Also, P - denotes a given result of a given course in practice (Practice). It is possible for the course to be taught at Introductory and Practice (IP), Practice and Deepening (DP) or Practice and Reinforcement (PM) levels.

Mandatory courses and research components	Learning outcomes									
	Learning outcome 1	Learning outcome 2	Learning outcome 3	Learning outcome 4	Learning outcome 5	Learning outcome 6	Learning outcome 7	Learning outcome 8	Learning outcome 9	Learning outcome 10
Business and its elements: Finances	I	I			I		IP			
Business and its elements: Marketing	I	I			I		IP			



Business and its elements: Management	I	I	I		I		IP			
Professional and research skills	DP			I		IP	IP	IP	IP	I
Macrofinance - management of corporate finances		DP		IP	DP					
Microfinances – financial-managerial accounting		DP			DP				DP	
Macrofinances - analysis and risks		DP		DP	DP	DP				IP
Finances in action					DP	DP				
Projects management	DP		DP	DP	DP				DP	
Operations management	DP	DP	DP	DP	DP					
Market research		DP	DP		DP	DP		DP	DP	DP
Integrated marketing communication		DP	DP	DP	DP			DP	DP	
Strategic leadership		DP	DP	DP	DP	DP			DP	DP
State and economics			DP		DP					
Module I Summary Project	DP						IP	IP	IP	IP
Module II Summary Project		DP	DP	DP	DP	DP	DP	DP	DP	DP
Module III Summary Project		DP	DP	DP	DP	DP	DP	DP	DP	DP
Module IV Summary Project		DP	DP	DP	DP	DP	DP	DP	DP	DP
Master thesis/project	MP	MP	MP	MP	MP	MP	MP	MP	MP	MP

**Appendix №1**

**Head of the program**

**(CURRICULUM VITAE)**

<b>Name</b>	Nikoloz Abuashvili
<b>Position</b>	Professor, Head of the Business Administration master's program
<b>Workplace</b>	Georgian Institute of Public Affairs
<b>Contact information</b>	Mobile: +995 577 728 228 E-mail: <a href="mailto:n.abuashvili@gipa.ge">n.abuashvili@gipa.ge</a>
<b>Thesis Defended and Areas of academic/scientific research</b>	PHD, economics, Georgian Institute of Public Affairs Fields of scientific research: business processes, economy, finance, marketing;
<b>Publications</b>	<p>Abuashvili N., Exogenous factors affecting selection of bachelor's degree programs in Georgia, GIPA, 2020, 2021</p> <p>Abuashvili N., Growing Entrepreneurial Citizens, Conference on Entrepreneurship and Education organized by GIPA and Maastricht School of Management in Tbilisi, 2017</p> <p>Abuashvili N., Eye for an eye – what markets consider important when valuing businesses, Eurasian Journal of Economics and Finance, 5(2), 2017, 84-96</p> <p>Abuashvili N., Do markets see the same way? EBES 22nd Conference – Rome, 2017</p> <p>2017 - Keunwon Song, N. Partskhaladze, N. Abuashvili, D. Akhvlediani - Economic Development Policy and Cluster Opportunities in Developing Countries: The Case of Georgia, Chapter of the book: Critical Issues in Georgian Politics and Public Administration, Westphalia Press, George Mason University, 2017</p> <p>N. Abuashvili, An eye for an eye - what do markets consider important when evaluating businesses, Eurasian Journal of Economics and Finance, 2017</p>

2016 - N. Abuashvili, D. Akhvlediani, N. Partskhaladze – “Opportunities for inter-regional and inter-municipal cooperation and cluster development”. Policy Papers #2 2016, pp. 49-70.

1999 - A. Ediberidze, N. Abuashvili, M. Nikolashvili - Management training for research organizations using distance learning methods, TET99, Giovik (Norway), 1999

1998 - A. Ediberidze, N. Abuashvili, M. Nikolashvili - Concept of development of the network of the Technical University of Georgia, EUNIS98, Prague, 1998

N. Abuashvili – Where is information technology going today? Open Society, Tbilisi, 1998

1997 - N. Abuashvili - Are we similar to them or are they similar to us? N. Chavchavadze Georgian International Center "Free Society", Tbilisi, 1997

1996 - N. Abuashvili - have you ever thought about motivation? TSU, Tbilisi, 1996

### Head of the program

#### (CURRICULUM VITAE)

<b>Name</b>	Giorgi Turkia
<b>Position</b>	Professor
<b>Workplace</b>	Georgian Institute of Public Affairs

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<b>Thesis Defended and Areas of academic/scientific research</b>	Impact of transnational corporations on national economy Business and Economics			
<b>Publications</b>	<p>Textbooks</p> <p>2024 - V. Tsertsvadze, L. Khurtsia, N.Bakradze, G.Turkia. European Best Practices in Dual Higher Education (DHE). Journal of Politics and Democratization. January 23, 2024 vol 5 issue 6</p> <p>2024 - V. Tsertsvadze, L. Khurtsia, N.Bakradze, G.Turkia. Report on Survey of companies needs for Dual Higher Education in Georgia. Journal of Politics and Democratization. January 23, 2024 vol 5 issue 6</p> <p>2011 - Business manual, " Basics of Business ", for students of the Free University, co-author</p> <p>2009 - Business manual, "Business" for students of the Free University, electronic version, co-author</p> <p>2005 - Business manual, "Business", for ESM-Tbilisi students, co-author</p> <p>2002 - Business manual, "Business", for ESM-Tbilisi students, co-author</p> <p>1999 - Business manual, "Business", for ESM-Tbilisi students, co-author</p> <p>Articles</p> <p>2018 - Giorgi Turkia, Vano Tsertsvadze, The impact of restricting tobacco consumption on restaurant business</p> <p>Giorgi Turkia, Kakha Kirtadze – “Profit rate under quality conditions” Business Georgia : business-educational magazine / publishing company "Teritoref". Tbilisi,. p. 54-55. 2346–7843. May, 2015.</p>			

Giorgi Turkia - Future son-in-law with diploma, i.e. when the number of places in the institute exceeds the number of applicants. Public administration in Georgia - modern cases, 2014.

Giorgi Turkia- The role of transnational corporations in the world economy, "Georgian Economy", journal, #2(123). 102 p. 2008

Giorgi Turkia - Motivation and results of investment activities of transnational corporations. "Economics", journal, #3-42008

**Appendix №2**

**Information about Human Resources**



Name	Status	Course/research component
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Giorgi Turkia	Professor	<ul style="list-style-type: none"> <li>• Business and its components: basics of finance</li> <li>• Business and its components: basics of management</li> <li>• Master thesis</li> </ul>
Nikoloz Abuashvili	Professor	<ul style="list-style-type: none"> <li>• Business and its constituent elements: basics of marketing</li> <li>• Financial accounting in action</li> <li>• Market analysis</li> <li>• Strategic leadership</li> <li>• Operations management</li> <li>• Analysis and risks</li> <li>• Master thesis</li> </ul>
Vakhtang Berishvili	Invited lecturer	<ul style="list-style-type: none"> <li>• Business and its components: basics of finance</li> </ul>
Mamuka Makhatadze	Invited lecturer	<ul style="list-style-type: none"> <li>• Business and its components: basics of Management</li> <li>• Master thesis</li> </ul>
Nino Beruashvili	Invited lecturer	<ul style="list-style-type: none"> <li>• Business and its components: basics of management</li> </ul>
Julieta Gagloshvili	Professor	<ul style="list-style-type: none"> <li>• Professional and research skills</li> </ul>
Ana Gorgodze	Assistant	<ul style="list-style-type: none"> <li>• Professional and research skills</li> </ul>
Gogita Todradze	Associated professor	<ul style="list-style-type: none"> <li>• Professional and research skills</li> </ul>
Iuri Dolidze	Invited lecturer	<ul style="list-style-type: none"> <li>• Macro-finances – analysis and risks</li> </ul>
Amiran Tevzadze	Invited lecturer	<ul style="list-style-type: none"> <li>• Microfinances – financial-managerial accounting</li> </ul>

		<ul style="list-style-type: none"> <li>• Master thesis</li> </ul>
Shalva Akhrakhadze	Associated professor	<ul style="list-style-type: none"> <li>• Macro-finances - management of corporate finances</li> <li>• Master thesis</li> </ul>
Malkhaz Nikolashvili	Professor	<ul style="list-style-type: none"> <li>• Management information systems</li> <li>•</li> </ul>
Ekaterine Koplatadze	Invited lecturer	<ul style="list-style-type: none"> <li>• Operations management</li> </ul>
Vano Tsertsvadze	Professor	<ul style="list-style-type: none"> <li>• Management information systems</li> </ul>
Lela Machaidze	Invited lecturer	<ul style="list-style-type: none"> <li>• Project management</li> </ul>
Levan Nebieridze	Professor	<ul style="list-style-type: none"> <li>• Access to global markets</li> <li>• Master thesis</li> </ul>
Zaza Akobia	Associated professor	<ul style="list-style-type: none"> <li>• Integrated marketing communication</li> </ul>
Alex Chikovani	Professor	<ul style="list-style-type: none"> <li>• Integrated marketing communication</li> </ul>
Dimitri Datusani	Associated professor	<ul style="list-style-type: none"> <li>• Integrated marketing communication</li> </ul>
Nino Kuprashvili	Invited lecturer	<ul style="list-style-type: none"> <li>• Integrated marketing communication</li> </ul>
Revaz Vachnadze	Invited lecturer	<ul style="list-style-type: none"> <li>• Strategic leadership</li> <li>• Master thesis</li> </ul>
Dalila Tsatava	Invited lecturer	<ul style="list-style-type: none"> <li>• Etiquette and sommelier</li> </ul>
Ketevan Jurkhadze	Invited lecturer	<ul style="list-style-type: none"> <li>• Etiquette and sommelier</li> </ul>
Merab Kakulia	Professor	<ul style="list-style-type: none"> <li>• State and economics</li> </ul>
Giorgi Khatidze	Invited lecturer	<ul style="list-style-type: none"> <li>• State and economics</li> </ul>