



Name of the Educational Program Business Administration

Degree title: Bachelor of Business Administration

Total number of credits required to complete program: 180

Language of Instruction: Georgian

Level of Higher Education: Bachelor's degree

Preconditions for the admission to the program:

Based on the results of the Unified National Exams, a person with a state certificate or an equivalent document confirming completing the general education, has the right to enroll in the undergraduate educational program of Business Administration.

A person interested in enrolling in the Business Administration bachelor program must pass the following national exams: Georgian language and literature, English, as a foreign language and one of the elective subjects (mathematics, history) provided for the qualification of Business Administration in accordance to the Annex N3 of the Order N19/ (February 18, 2011) of the Minister of Education and Science of Georgia "On approval of the Regulations for Conducting the Unified Entry Exams and the Distribution of the State Grants".

Enrollment in the Bachelor Program of Business Administration without passing the Unified National Exams is due to existing legislation, in accordance with the procedure established by the Ministry of Education of Georgia and within the established time limits and is allowed for:

- (a) the citizens of foreign countries and for persons without citizenship, who have received full general education or its equivalent education in a foreign country;
- (b) the citizens of Georgia who received full general education or its equivalent education in a foreign country and who have studied last 2 years in a foreign country;
- (c) the citizens of foreign countries (except of the students, participating in the joint higher education program and students, participating in the exchange programs), who study/studied and obtained credits/qualifications at a foreign education institution, recognized by the legislation of this country;
- (d) the citizens of Georgia (except of the students, participating in the joint higher education program and students, participating in the exchange programs), who live/lived, study/studied and obtained credits/qualifications at a foreign educational institution recognized by the legislation of this country.

Enrollment in the educational program of Business Administration is also possible through the mobility process, in accordance with the rule of transfer from a higher educational institution to another higher educational institution approved by the order N10/N of the Minister of Education and Science of Georgia dated February 4, 2010.

Program Learning Objectives:

The Objectives of the Business Administration educational program is to provide the student with:

- the wide knowledge of the main characteristics and principles of business.
- the wide knowledge of business areas - finances, marketing, management, project management

The Objectives of the Business Administration educational program is to develop student's:

- ability to effectively use the knowledge gained in the field of business in practical activities and other skills necessary for specialty activities: communication skills, skills for market analysis, creation of financial documentation and project management;
- skills necessary for independent solving of problems in the field of business, as well as skills for assessment, analysis, argumentative reasoning, justification, and problem solving.

The Objectives of Business Administration educational program is to prepare:

- the specialist who, taking into account professional ethics and business values, will be able to identify society facing problems and opportunities, involve stakeholders, find solutions, define alternatives, make decisions and implement them.

Learning outcomes:

Learning outcome 1 considers the basic theories and concepts of business administration areas - finances, marketing, management, project management;

Learning outcome 2 determines for effective business administration the importance of effective use of resources, environmental analysis, internal analysis of the organization, the use of motivation theories and the need for a flexible organizational structure;

Learning outcome 3 describes business environment, current events, and business processes in business functional areas;

Learning outcome 4 analyzes the market and the activities of the organization using quantitative and qualitative methods;

Learning outcome 5 develops ways and recommendations for solving problems related to functional areas of business;

Learning outcome 6 analyzes business value, uses methods of business growth assessment, develops recommendations;

Learning outcome 7 identifies certain business-related risks and develops ways to manage identified risks;

Learning outcome 8 in accordance with predetermined instructions, plans and conducts business-related practical research, develops projects and presents them to representatives of the professional and non-professional spheres;

Learning outcome 9 works effectively individually and as a part of a team, from the perspective of a leader and of a team member conducts professional activities ethically, completes and assigns tasks of various difficulties;

Learning outcome 10 effectively produces both written and oral communication using modern communication and information technologies and in compliance with the field terminology of business administration;

Learning outcome 11 conducts professional activities taking into account the social responsibility of the organization and business ethics norms/principles;

Learning outcome 12 determines and plans the needs for constant updating of knowledge and field skills for further professional development.

Map of the Objectives and Outcomes

Based on the above-mentioned goals, the program aims to reach the following 12 result indicators:

The matrix of the abovementioned outcomes and goals are presented in the following form:

	Learning Objective 1	Learning Objective 2	Learning Objective 3	Learning Objective 4	Learning Objective 5
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	✓	✓			✓
Learning outcome 11	✓		✓	✓	✓
Learning outcome 12		✓			✓

Teaching – learning methods:

- Verbal Method
- Demonstrate Method
- Presentation
- Practical Work
- Group Work
- Project Based Study
- Problem Based Study
- Learning by Doing
- Case Study
- Simulation Study
- Laboratory Work
- Discussions/Debates
- E-learning

Evaluation system for student knowledge

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

Assessment of the level of achievement of the student's learning results on Business Administration Bachelor Program is carried out in accordance with the Order No. 3 of the Minister of Education and Science of Georgia, January 5th, 2007 - "The Rule of Calculation of Higher Education Program Credits".

Evaluation of student's learning results in the components of Business Administration Bachelor Program includes mid-term (Onetime or Multiple) and summative evaluation, the sum of which represents the final grade (100 points).

Mid-term and summative evaluations (Evaluation forms) include evaluation component/components, which 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, groupwork, participation in discussion, market research, case studies, debates, etc.) Assessment method/methods are measured by assessment criteria, by which the level of achievement of learning outcomes is determined.

Each assessment form and component have a 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.

Credit may not be awarded using only one form of evaluation (mid-term or summative evaluation). Credits to the student are awarded only in case of receiving a positive assessment.

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 after the self-study he/she shall be given the possibility to retake the exam;
- (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 must retake the course.

In case of getting/obtaining FX in the study component of the program, an additional exam will be scheduled at least within 5 calendar days after the announcement of the results of the final exam. The number of points obtained in the final assessment is not added to the grade received by the student in the additional exam. The grade obtained on the additional exam is the final grade and is reflected in the final

grade of the study component of the educational program. In the case of receiving 0-50 points in the final evaluation of the educational component, taking into account the evaluation received at the additional exam, the student is assigned an F-0 points/ score.

Calculation of the Grade Point Average (GPA) is a component of the student's knowledge assessment system. GPA is calculated by multiplying the earned grade in each course, provided by the educational program, by the credit of the same subject. The product of subjects and credits is summed up and then divided by the total number of credits of subjects passed. The weighted average grade calculation indicator is as below:

A = 4

B = 3, 2

C = 2, 4

D = 1, 6

E = 0, 8

Field of employment:

Graduates of Business Administration bachelor's program will be able to use the acquired knowledge and work successfully both in the private and public sector in the areas of management, finances, business analysis, project management, marketing.

Opportunity for continuing education process:

A graduate of the Business Administration bachelor program is able to continue studying in the higher educational institutions of Georgia or other countries at any master's program, if preconditions for the admission to the program is not limited to a bachelor's degree in another specialty.

Human resources necessary for the program implementation:

The educational program in Business Administration is carried out 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 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 bachelor program of Business Administration to implement its objectives and achieve planned learning outcomes.

Buildings and Structures – Business Administration bachelor 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 bachelor's educational program is preserved, which is available for the students, invited and academic personnel. In the reading hall, students have the opportunity to use the internet and international electronic resources. The library of the university has an 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 to facilitate the implementation and administration of the Business Administration bachelor's program. There is a corresponding software for the bachelor'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. Through the webpage, which contains information about the educational programs and the learning process, the University provides publicity and accessibility of information.

Heads of the Program:

Giorgi Turkia

Professor

Mobile: 599 93 11 77

e-Mail: g.turkia@gipa.ge

Vano Tservadze

Professor

Mobile: 599 44 98 50

e-Mail: v.tservadze@gipa.ge

Structure and description of the educational program:

The study program consists of a combination of compulsory and elective courses. Compulsory courses, in turn, are divided into compulsory general courses and courses of specialty. Compulsory courses of specialty develop the student's knowledge in the following main areas: business policy and strategy, entrepreneurship and innovation, operations, human resources, business environment, markets and economy, finances, communications, marketing, ethics, responsibility and sustainable development. In addition to compulsory courses, the program offers students elective courses of specialty and foreign languages.

Courses of other undergraduate programs of the Georgian Institute of Public Affairs are allowed as elective subjects for the bachelor program of Business Administration.

Courses load of Business Administration undergraduate educational program

Nº	Prerequisite	Course/module	ECTS Credit/hour[1]/semester						Hours Distribution for Students ²	
			1	2	3	4	5	6	Contact hours ³	Self-study hours ⁴
		Transferable compulsory courses	6	6						
1.	N/A	Information processing techniques and computer skills	3						32	43
2.	N/A	Self-management: written business communication and career skills		3					36	39
3.	N/A	Quantitative analysis			6				52	98
		English language component	5	5	5	5				
4.	N/A	English language - pre intermediate	5						64	61
5.	English language - pre intermediate	English language intermediate		5	5				64	61
6.	English language - intermediate	English language upper intermediate 1	5	5	5				64	61
7.	English language - upper intermediate 1	English language upper intermediate 2 ESP	5	5	5	5			64	61
		Field compulsory courses	12	17	26	27	17	16		
8.	N/A	Economics 1	4						34	66
9.	N/A	Business 1	6						48	102
10.	N/A	Business laboratory 1	2						21	29
11.	Information processing techniques and computer skills	Data analysis and business modeling			4				48	52
12.	Economics 1	Economics 2			4				34	66
13.	Business 1	Business 2			6				48	102
14.	Business 1	Business laboratory 2			3				16	59

15.	Business 1	Analysis of business processes			2			22	28
16.	Business 1 English language intermediate	Management			5			48	77
17.	Business 2	Financial accounting and reporting			6			50	100
18.	Business 1 English language intermediate	Marketing			5			48	77
19.	Business 2	Business laboratory 3			3			20	55
20.	Business 1; Quantitative analysis; Data analysis and business modeling	Probability theory and statistics for business			5			51	74
21.	Financial accounting and reporting	Managerial accounting and reporting			6			50	100
22.	Economics 2; Management English language upper intermediate 1	Business innovations			3			32	43
23.	Quantitative analysis. Analysis of business processes	Operations research			3			32	43
24.	Marketing; Management; Financial accounting and reporting	Business laboratory 4			3			22	53
25.	Marketing	Digital marketing			2			21	29
26.	Financial accounting and reporting English language - upper intermediate 1	Financial management			6			60	90

27.	Probability theory and statistics for business; Marketing	Marketing research				4		30	70
28.	Business 1	Business law				4		32	68
29.	Management; Business laboratory 1	Business laboratory 5				3		27	48
30.	Marketing; Management; Financial management	Project management				4		32	68
31.	Marketing	Sales process management				3		24	51
32.	Management	Business ethics				3		24	51
33.	Management	Leadership				6	48		102
34.	Accumulation of 131 credits provided by compulsory courses before VI semester	Final project (business plan)				10	30		220
Elective courses of the field						4	4		
35.	Marketing	Integrated marketing communications				4		28	72
36.	Financial management; English language upper intermediate 2 ESP	Fundamental analysis of financial markets				4		32	68
37.	Management	Information technologies in business				4		30	70
38.	Financial management; English language upper intermediate 2 ESP	Financial markets and institutions				4		32	68
39.	Marketing; English language upper intermediate 2 ESP	Branding				4		28	72
40.	Business 2; English language upper intermediate 2 ESP;	International trade and supply chain management				4		26	74
			23	28	31	32	21	20	

Elective courses - 25 credits, among them;								
A student can choose the elective courses offered by the business administration program - French language or other courses of his/her interest of the university's undergraduate programs.								
41.	N/A	French Language A1.1	5	5	5	64	61	
42.	French language A1.1	French Language A1.2	5	5	5	64	61	
43.	French Language A1.2	French Language A2.1	5	5	5	64	61	
44.	French Language A2.1	French Language A2.2	5	5	5	64	61	
45.	French Language A2.2	French Language B1	5	5	5	64	61	

1 Credits/Hours - the unit that defines the necessary academic load for students expressed in the time unit of hour and which can be obtained after achieving certain study results;

2 Hour Distribution for Students - the time required to achieve the learning outcomes defined by the educational program. The student's study load is based on independent and contact hours.

3 Contact Hours - - the time determined for studying activities of the student with the participation of the personnel carrying out the educational program;

4 Self-Study Hours - the time determined for learning activities of the student without participation of the personnel carrying out the educational program.

Map of learning outcomes and subject targets

Each course of the program corresponds to the 12 learning outcomes described in the learning outcomes of the program.

The table below presents the learning outcomes in relation to the compulsory study courses, which in turn are divided into three levels: I, D, M, from which I denotes reaching the result at the introductory level (Introduction), D denotes Development, M - Master (deepening the knowledge). Also, P denotes a given result of a given course in practice (Practice). There is a possibility for the course to reach the result at Introductory and Practice (IP), Practice and Advanced (DP) or Practice and Reinforcement (PM) levels.

	Outcome 1	Outcome 2	Outcome 3	Outcome 4	Outcome 5	Outcome 6	Outcome 7	Outcome 8	Outcome 9	Outcome 10	Outcome 11	Outcome 12
Information processing techniques and computer skills									IP	IP		
Self-management: written business communication and career skills									IP	IP		I
Economics 1		I					I					I
Data analysis and business modeling				IP			IP					
Economics 2		I					I					I
Quantitative analysis				I			I					
English language - pre-intermediate										IP		
English language - intermediate										IP		
English language - upper intermediate 1										DP		

English language - upper intermediate 2 ESP									DP		
Business 1	IP	IP	IP				I		IP	IP	I
Business laboratory 1		IP	IP		IP		IP		IP	IP	IP
Business 2	IP	IP	IP		IP	IP			IP		
Business laboratory 2			IP				IP	IP		IP	IP
Analysis of business processes	IP	IP	IP						DP		I
Business law					I		IP				D
Business laboratory 3			IP				IP	IP			
Probability theory and statistics for business				I			DP	DP			
Management	D	D	D		D	D	D		DP	DP	D
Financial accounting and reporting	D			D		D	D			D	
Marketing	D			D	D	D	D		D	D	D
Managerial accounting and reporting	DP	D		DP	DP	D	DP			D	D
Business innovations	D	D	DP		D	D	D			D	
Operations research	D		DP	DP	D	D		DP			
Business laboratory 4		DP	IP	DP	DP	DP		DP	DP	DP	
Digital marketing	D		DP			D			D	D	
Financial management	DP		DP	DP	DP	DP	DP		DP	DP	D

Marketing research	DP	D	D	DP				DP	DP	DP	DP		D
Business laboratory 5		DP	DP		DP			DP	DP		DP	DP	
Project management	DP	DP	DP	DP	DP			DP	DP	DP	DP		D
Sales process management				DP	IP	DP	DP		DP	DP			
Business ethics			D			D	D		D		D	D	D
Leadership	D	D	D		D	D	D		D	D	D	D	D
Final project (Business plan)	M	M	M	M	M	M	M	MP	M	M	M	M	M

I - denotes the achievement of the result of the given subject at the introduction level (Introduction), P - denotes the result of the given subject in practice (Practice), M denotes the withdrawal of the student to the master level (Master).

*Note: achieving results in practice depends on the field in which the student's practice is carried out.

Program Head

(CURRICULUM VITAE)

Name	Giorgi Turkia			
Position	Professor			
Workplace	Georgian Institute of Public Affairs			
Contact information	Mobile:	599931177	E-mail	g.turkia@gipa.ge
Thesis Defended and Areas of academic/scientific research	Impact of transnational corporations on national economy Business and Economics			
Publications	<p>Textbooks</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>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> <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.</p> <p>Giorgi Turkia- The role of transnational corporations in the world economy, “Georgian Economy”, journal, #2(123). 102 p. 2008</p> <p>Giorgi Turkia - Motivation and results of investment activities of transnational corporations. “Economics”, journal, #3-42008</p>			

(CURRICULUM VITAE)

Vano Tservadze

(GIPA – Georgian Institute of Public Affairs)

Address: N9 Ietim Gurji str. Tbilisi, 0105, Georgia, mobile: (995) 599 449850, E-mail: v.tservadze@gipa.ge

Work experience

2019 - Professor – GIPA – Georgian Institute of Public Affairs

Head of Business Administration Bachelor's degree program, courses – "Behavioral economics", "Migration economics" and "Quantitative research methods".

2018 - Administrative manager of the School of Government, GIPA.

Effective management of the work process, management of administrative staff activities, financial control and management of the School of Government.

2016-2019 – Associated professor – GIPA, Georgian Institute of Public Affairs

2014-2018 – Coordinator of Business Administration Bachelor's degree program, School of Government, GIPA.

2009-2014 – Head of GIPA IT Department

2005-2009 IT manager – IREX/IATP (International Research & Exchanges Board / Internet Access and Training Program).

2000-2008 Electronic library - National Library of the Parliament of Georgia.

Publication

- Success and challenges of Georgian tobacco taxation policy. The Journal of Politics and Democratization, August 14, 2022. Online publication: ISSN 2449-2671
- Education policy and effectiveness of the plagiarism detection system. Globalization and Business, №9, pp. 151-155. <https://doi.org/10.35945/gb.2020.09.018>
- Evaluation of effectiveness of public expenditures in psychiatric healthcare treatments in Georgia. Ecoforumjournal. ISSN:2344-2174 vol 9, #1 2020.
<http://www.ecoforumjournal.ro/index.php/eco/article/view/1045>
- Regulation of Tobacco Consumption and Policy Challenges in Georgia. The Journal of Politics and Democratization, Vol. 4 Issue 2. July 2020. Online publication: ISSN 2449-2671.
- Economic challenges of drug policy in Georgia. Research Journal of Business and Management, e-ISSN 2148-6689. 2019. vol 6, #4, pp. 320-325
<https://www.pressacademia.org/archives/rjbm/v6/i4/9.pdf>
- Cost Analysis of the Country of Georgia's Street Level Drug Testing Policy Journal of Drug Policy Analysis, 2017
- Student Plagiarism in Georgia's Higher Education Ongoing Issues in Georgian Policy and Public Administration, Chapter in book. 79-94. 2017

- Cultural and Historical Roots of Plagiarism in Georgia. WASET World Academy 18 (5 part XIV), 1931-1934, 2016
- Drugs, Silk Road, Bitcoins, WASET World Academy 17(7part XXI), 3612-3615, 2015.
- The Drug Situation in Georgia. Annual report 2013
- How Effective Is Street Drug Testing Research. report 2012
- EVALUATING THE COSTEFFECTIVENESS OF NEEDLESYRINGE EXCHANGE PROGRAMS IN GEORGIA, UNAIDS 2011. report

Conference / Training / Seminar

- Distribution of tobacco taxes - Earmarking model in Georgia. Gori State University, XV International Scientific Conference "Education, Science, Innovations in the Post-Pandemic Period". December, 2022, Gori, Georgia
- Financial issues of tobacco policy and control. VII International Scientific Conference "Challenges of Globalization in Economy and Business". TSU, November, 2022Model experience in Georgia. Technical Workshop. Novel and Emerging Nicotine and Tobacco Products. Challenges, Achievements and Regulatory Needs of European Union Countries. 17-18 May 2022
- Lessons learned from increasing tobacco tax in Georgia Vano Tservadze, Georgia. Health Taxes Capacity Building Workshop, Bishkek, Kyrgyzstan 4 April 2022
- Economics of gaming business and regulation of the gambling market in Georgia. Ivane Javakhishvili Tbilisi State University. Faculty of Economics and Business. VI International Scientific Conference "Challenges of Globalization in Economy and Business".
- Pandemic challenge and the prospect of silver tourism in Georgia. Coronomics - modern challenges of economic policy. III National Scientific Conference. Batumi, September 20, 2020.
- Economic Challenges of Drug Policy. SADAB 5th International Social Research and Behavioral Sciences Symposium, Tbilisi, Georgia. October 2019
- Education policy and effectiveness of plagiarism system in Georgia. II National Scientific Conference, Economic Policy: Interaction of Economy and Politics - modern Challenges, Tbilisi, 2019
- Challenges of tobacco use regulation and policy in Georgia. II National Scientific Conference, Economic Policy: Interaction of Economy and Politics - modern Challenges, 2019.

Scientific and educational projects

- Erasmus+ Programme (ERASMUS), CBHE - Strengthening capacities for the implementation of dual education in Georgian higher education 2023-2027
- Entrepreneurial universities in the Georgian educational environment, Tbilisi, Georgia, 2019
- Measure of the organization's effectiveness. Monitoring the achievement of strategic goals of GIPA in 2015-16 and 2016-17 academic years, Georgian Institute of Public Affairs, Tbilisi, Georgia, 2018.
- Effective Decision Making & Problem Solving the University of Economics in Bratislava, Slovakia, 2017
- Against institutional stigma in mental health. Economic report on the effectiveness of psychiatric care approaches. Open Society - Georgia, 2017.

- Analysis of forecasting the economic consequences of a smoking ban in the restaurant business. Economic report of decision making. Open Society - Georgia, 2016
- Addiction: interventions, methods, services and its evaluation Hamburg University, Germany 2015
- Training of trainers in addictology Jagiellonian University in Krakow, Poland 2014
- ToT: Pedagogical Approaches in Addictology Charles University in Prague 2013
- Evaluating of cost-effectiveness of needle and syringe programs in eastern Europe and central Asia. UNAIDS 2010
- Health budget monitoring and advocacy project, Open society Institute, Public health program and the center for economic governance and AIDS in Africa 2009
- Health Budget Monitoring and Advocacy Open Society Institute 2008

Information about Human Resources

Nº	Name	Status	Course
1.	Vano Tservadze	Professor	Information processing techniques and computer skills Data analysis and business modeling
2.	Julieta Gagloshvili	Professor	Information processing techniques and computer skills Data analysis and business modeling
3.	Dali Tsatava	Associated professor	Self-management: written business communication and career skills
4.	Dea Ghvaberidze	Professor	Economics 1 Economics 2
5.	Pridon Dvalishvili	Invited lecturer	Quantitative analysis Probability theory and statistics for business Operations research
6.	Giorgi Turkia	Professor	Business 1 Business 2
7.	Nikoloz Abuashvili	Professor	Business laboratory 1 Marketing Marketing research Business laboratory 5
8.	Keti Kvinikadze	Invited lecturer	Marketing
9.	Revaz Vachnadze	Invited lecturer	Business laboratory 2 Business laboratory 3 Business laboratory 4

10.	Maia Tchintcharashvili	Invited lecturer	Analysis of business processes
11.	Mala Daushvili	Assistant	Management
			International trade and supply chain management
12.	Nino Mamardashvili	Invited lecturer	Financial accounting and reporting
			Managerial accounting and reporting
13.	Levan Nebieridze	Professor	Business innovations
14.	Merab Gotsiridze	Invited lecturer	Digital marketing
15.	Tiko Maghradze	Invited lecturer	Digital marketing
16.	Konstantine Tchanturia	Associated professor	Financial management
17.	Levan Kokaia	Invited lecturer	Business law
18.	Tamar Chivadze	Invited lecturer	Project management
			Business ethics
19.	Alex Chikovani	Professor	Branding
20.	Dimitri Datusani	Assistant- professor	Sales process management
21.	Zaza Akobia	Associated professor	Integrated marketing communications
22.	Shalva Akhrakhadze	Associated professor	Fundamental analysis of financial markets
			Financial markets and institutions
23.	Malkhaz Nikolashvili	Professor	Information technologies in business
24.	Mamuka Makhatadze	Associated professor	Leadership
25.	Neli Gochiashvili	Invited lecturer	English language - pre intermediate
			English language - intermediate
			English language - upper intermediate 1

			English language - upper intermediate 2 ESP
26.	Natia Tchigvaria	Assistant- professor	English language - pre intermediate
			English language - intermediate
			English language - upper intermediate 1
			English language - upper intermediate 2 ESP
27.	Zura Revazishvili	Invited lecturer	English language - pre intermediate
			English language - intermediate
			English language - upper intermediate 1
			English language - upper intermediate 2 ESP
28.	Tornike Eristavi	Invited lecturer	French language A1.1
			French language A1.2
			French language A2.1
			French language A2.2
			French language B1