

Non-commercial joint-stock company
«Kazakh National Agrarian University»

“AGREED”

Acting Chairman of the board
of LLC “KRIAP AIC and RTD”

G. Akimbekova

2021

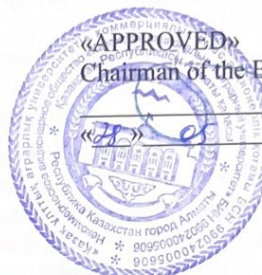


«APPROVED»

Chairman of the Board - Rector

T. Yespolov

2021



EDUCATIONAL PROGRAM

«6B04101 – Economics»

Awarded degree: Bachelor of economics under the educational programme

«6B04101 – Economics»

Almaty, 2021

The educational program was reviewed and recommended for approval at the meetings:
Of the Academic Council of KazNAU, protocol № 10 «25» 05 2021.

Educational and Methodological Council of the University,
protocol № 5 «20» 05 2021.
Chairman of the UMC University [Signature] B. Kalykova

Academic Committee of the Higher school of "Business and Law"
Protocol № 9 «15» 04 2021.
The Chairman of AC [Signature] A. Beisenbayeva

Approved at the meeting of the Department "Management and Organization of Agribusiness"
named after Kh.D. Churin
Protocol № 1 «26» 05 2021.
The head of the department [Signature] S. Yessengazyeva

Developers:

Position

Candidate of Economic Science, Professor
PhD, Senior Lecturer
master, Senior Lecturer
master, Senior Lecturer
master, Senior Lecturer
Learner of 403 group
Graduating student of 2012 y.

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Full name

S. Yessengazyeva
A. Ismailova
Zh. Karymsakova
G. Itekeeva
A. Sayapil
A. Jumabayeva
I. Filonenko
S. Khan

Employer

Acting Chairman of the board
of LLC "KRIAE AIC and RTD"

[Signature]

G. Akimbekova

Agreed with:

Position

Head of training division

Signature

[Signature]

Full name

A. Koyshibayev

Head of the educational and methodological work
and the quality of educational programs

[Signature]

Zh. Kusainova

Director of the Department of Academic Affairs

[Signature]

E. Makhashov

Field of application

It is intended for realization of preparation of bachelors under the educational program "6B04101 - Economy" in NCJSC "Kazakh National Agrarian University".

Regulations

«On Education» The Law of the Republic of Kazakhstan dated 27 July, 2007 No. 319-III;

State obligatory standard for higher education. Order of the Minister of Education and Science of the Republic of Kazakhstan dated October 31, 2018 № 604;

Classifier of training programs for personnel with higher and post-graduate education. Order of the Minister of Education and Science of the Republic of Kazakhstan of October 13, 2018 No. 569;

Standard Rules for the activities of educational organizations implementing educational programs of higher and (or) postgraduate education. Order of the Minister of Education and Science of the Republic of Kazakhstan of October 30, 2018 No. 595;

Rules of the organization of the educational process on credit technology of training. Order of the Minister of Education and Science of the Republic of Kazakhstan dated October 12, 2018 No. 563;

Algorithm of inclusion and exclusion of educational programs in the Register of educational programs of higher and postgraduate education. Order of the Minister of Education and Science of the Republic of Kazakhstan No. 665 dated December 4, 2018;

Professional standard: “Activities in the field of planning and analysis of the company's resources” Appendix No. 85 to the order of the Deputy Chairman of the Board of the National Chamber of Entrepreneurs of the Republic of Kazakhstan “Atameken” dated 26.12.2019 # 263

1. Passport of the educational program

Code and classification of the field of education	6B04 Business, management and law
Code and classification of training areas	6B041 Business and management
Code and name of educational program	6B04101 - Economy
Type of educational program	Acting
The purpose of the educational program	Preparation of bachelors for work in financial and economic spheres, preparing graduates with theoretical knowledge and practical skills in economic analysis of market entities' economic activities, capable of making and implementing effective decisions in the field of economics at micro-macro levels.
Level according to (I S C E)	6
Level according to NQF	6
Level according to SQF	6
The number of applications for licenses for the training	KZ42LAA00006720, №012 05.07.2019
Accreditation of EP	Certificate № AB 3153
The name of the accreditation body	IARA
The period of validity of accreditation	24.12.2020 -23.12.2025
Degree awarded	Bachelor of Economics in educational program "6B04101 - Economics"
Learning outcome	Table 2
List of qualifications and positions	economist; chief economist; head of planning Department; leading economist.
Professional field of activity	state body; institutions and organizations of all forms of ownership; management bodies of state regulation of the economy in the levels of market infrastructure; research institutions.
Field and object of professional activity	economic, financial, marketing, production, economic and analytical services of organizations and enterprises, regardless of their type of activity, ownership, categories of participants (residents and non-residents of Kazakhstan), organizational and legal forms; state bodies of the national and local levels; research institutes; educational institutions of primary professional, secondary professional, higher professional education.
Functions of professional activity	<ul style="list-style-type: none"> - participation in the development of state programs for the development of sectors of the national economy; - organization, planning and coordination of enterprise management activities and formation of its market strategy; - development of measures to improve the organization of activities of all departments, including: planning, forecasting, cost management and logistics, logistics, sales; - ensuring the implementation of production programs, projects, development strategies of the enterprise; - planning and implementation of foreign economic activity of economic entities; - planning of expenses for the maintenance of labor force, conducting analytical calculations on the organization and regulation of labor, improvement of methods of calculation of wages and distribution of the wage Fund; - management of planning, implementation of works on examination of project, pre-project documentation in terms of its compliance with international standards; - implementation of economic analysis and interpretation of

	<p>financial, accounting and other information contained in the statements of economic entities and the use of the information for management decisions;</p> <ul style="list-style-type: none"> - conducting analytical calculations based on standard techniques and the current regulatory framework for fixed assets, inventory management, cost management; determining the economic efficiency of the enterprise; - economic justification and introduction of innovations in the sphere of material and non-material production; - control of all types of economic, organizational and management activities; - monitoring of compliance with the norms and standards of environmental management and protection.
Types of professional activity	<p>1. Evaluative:</p> <ul style="list-style-type: none"> - to be able to critically evaluate the behavior of economic agents, trends in the development of objects in the field of professional activity from different sides (production, motivational, institutional, etc.); - have the skills to assess the effectiveness of economic entities, their financial condition, determine the level of competitiveness; - to be able to develop and evaluate options for effective economic solutions. <p>2. Constructive:</p> <ul style="list-style-type: none"> - possess knowledge in the field of innovation, skills and abilities to restructure professional activity, to implement author's innovative ideas, to find non-standard and alternative solutions, to be able to generate new ideas, to critical thinking. - the ability to formulate a problem, creative approach to its solution; knowledge of methods of development of creative abilities; the ability to creatively use the accumulated experience and create new techniques. - expression of interest in creative tasks, the ability to act not only according to the standard proposed scheme. - the presence of high motivation to solve creative problems, the ability to creatively use the available knowledge, to organize the creative activities of other participants in the management process. <p>3. Information technology:</p> <ul style="list-style-type: none"> - to have competent and developed speech, knowledge of native and foreign languages, knowledge in the field of communication technology, communication strategies, skills of constructive dialogue, communication in a multicultural, multiethnic and multi-confessional society; - to be able to collect information from various sources, to process the received primary information through the implementation of analytical and communication skills; - to be able to apply and use information technologies in professional activity, to possess skills of programming with use of modern tools; - have a solid knowledge of the code of ethics, negotiation techniques, as well as the basics of business communication.
Be competent	<ul style="list-style-type: none"> - to know the state, Russian and one of the foreign languages as a means of communication within the framework of the established specialized terminology of professional international communication; - own the main methods and means of information exchange, receiving, storing, processing, interpreting information;

	<ul style="list-style-type: none"> - to collect, analyze and process the data necessary to solve the economic problems; - carry out bibliographic and information retrieval work with the subsequent use of data in solving professional problems and design of scientific articles, information reviews, analytical reports; - to solve the standard tasks of professional activity with the use of information and communication technologies, taking into account the basic requirements of information security; - to analyze and interpret indicators characterizing socio-economic processes and phenomena on the micro-and macro-level, both in Kazakhstan and abroad; - draft financial, economic, industrial and commercial activities (business plans) of the organization; - to develop measures to ensure the regime of economy, increase the profitability of production, competitiveness of products, labor productivity; - to find new market opportunities and formulate a business idea; - an ability to develop business plans for the creation and development of new organizations (activities, products); - critically evaluate the proposed options for management decisions and develop and justify proposals for their improvement, taking into account the criteria of socio-economic efficiency, risks and possible socio-economic consequences.
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2. Results of training on OP

Codes	Training results
PO1	Know the basics in the field of natural sciences and life safety, the structure and functions of legal, anti-corruption, environmental culture, ways of business communication and business correspondence, genres of academic writing, the importance of the principles and culture of academic honesty
PO2	Demonstrate knowledge and understanding of the main features of leading schools and areas of economic science, fundamental problems of functioning of a market economy at micro-macro and mega levels, the current state of economic development of Kazakhstan and the world economy
PO3	Apply regulatory legal acts, mathematical and statistical methods, principles of finance and accounting, digital technology tools at the micro- and macro levels to prepare initial data and calculate socio-economic performance indicators of the enterprise and form judgment taking into account social, ethical and scientific considerations
PO4	Analyze the financial and accounting statements of the enterprise, calculate tax payments of economic entities, conduct tax accounting and generate tax reports, organize accounting for business transactions
PO5	Make strategic, tactical and operational-production plans, form and justify planned indicators of economic activity
PO6	Understand the specifics of the industry and choose the most acceptable organizational and legal form of the enterprise, taking into account the specific natural and economic conditions of each farm in compliance with rational specialization and concentration of production
PO7	Assess the cost of business, competitiveness and quality of products, the impact of investment decisions on the financial condition of the enterprise and the effectiveness of the socio-economic development policy of the region
PO8	Solve practical problems of organizing the supply of goods and transportation of goods, promoting goods and services, reducing production costs and determining the price level
PO9	Use innovative technologies for strategic management of business processes of enterprises and construction of a new format of their activities in the field of digital economy and foreign trade
PO10	To identify the contradictory nature of modern international economic relations in the global economy, their impact on the development of national economies and economic security; to justify Kazakhstan's socio-economic policy in the context of integration into the international space
PO11	Manage the labor resources of the enterprise, design systems of organization, rationing and remuneration, offer ways to solve labor conflicts
PO12	To develop proposals for improving the organization of activities of all units in the context of crisis situations and possible socio-economic consequences

2. The content of the educational program

#	CC/UC/OC	Discipline Code	Name of the discipline, forming competencies	inacademiccredits	Volumeofcredits						Distribution of credits by courses and semesters								Credits	Form of control	
					inacademichours	Auditoriums				Extracurricular		1 course		2 course		3 course		4 course			
						Lectures	Practice	Laboratoryclasses	Other (practice)	IWLT	IWL	1	2	3	4	5	6	7			8
GES		General education subjects cycle		56	1680	84	636			240	720	25	17	2	12						
Module. Humanities and language				30	900	30	270			150	450	10	15	5							
1	CC	MHK 1101	Modern History of Kazakhstan (SE)	5	150	15	35			25	75		5							29	State exam
2	CC	Phi 2102	Philosophy	5	150	15	35			25	75				5					29	Exam
3	CC	FL 1103	Foreign language	10	300		100			50	150	5	5							14	Exam
4	CC	K(R)L 1104	Kazakh (Russian) Language	10	300		100			50	150	5	5							15	Exam
Module. Professional and communicative				10	300	30	70			50	150	5			5						
5	CC	IKT 2105	Information and Communication Technologies (in English)	5	150	15	35			25	75				5					9	Exam
6	OC	LACC 1108	Law and anti-corruption culture	5	150	15	35			25	75	5								3	Exam
		Ecol 1108	Ecology																		
		LS 1108	Life safety																		
Module. Socio-political knowledge and a healthy lifestyle				16	480	24	296			40	120	10	2	2	2						
7	CC	SPKM (SPCP) 1106	Social and political knowledge module (Social Studies,Political Studies, Cultural Studies, Psychology)	8	240	24	56			40	120	8								29,6	Exam
8	CC	PT 1107 2107	Physical Training	8	240		240					2	2	2	2					30	Exam

CS		Core subjects cycle		116	3480	312	728		120	520	1800	5	13	30	18	25	25				
Module 1. Introduction to Economics				28	840	78	182		20	130	430	5	13	5	5						
9	UC	PE 1201	Economic theory	5	150	15	35			25	75	5								2	Exam
10	UC	Mic 1202	Microeconomics	6	180	18	42			30	90		6							2	Exam
11	UC	Mac 2205	Macroeconomics	5	150	15	35			25	75			5						2	Exam
12	UC	IE 2211	International economics	5	150	15	35			25	75				5					2	Exam
13	OC	HED 1203	History of economic doctrines	5	150	15	35			25	75		5							2	Exam
		EK 1203	Economy of Kazakhstan																		
14	UC	TP 1204	Physical Training	2	60				20		40		2							2	Dif. credit
Module 2. Economic analysis and financial literacy				28	840	84	196			140	420			10	8	5	5				
15	UC	Sta 2206	Statistics	5	150	15	35			25	75			5						1	Exam
16	UC	Econ 2207	Econometrics	5	150	15	35			25	75			5						9	Exam
17	UC	Acc 2212	Accounting	4	120	12	28			20	60				4					1	Exam
18	UC	Fin 2213	Finance	4	120	12	28			20	60				4					1	Exam
19	OC	1CA 3220	1C-Accounting	5	150	15	35			25	75						5			1	Exam
		FMI 3220	Financial markets and intermediaries	5	150	15	35			25	75				5					9	Exam
20	OC	TT 3215	Taxes and taxation	5	150	15	35			25	75					5				1	
		FM 3215	Financial management																		
Module 3. Human resources management				20	600	45	105		50	75	325			10	5	5					
21	UC	Man 2208	Management	5	150	15	35			25	75			5						2	Exam
22	OC	BC 2209	Business correspondence	5	150	15	35			25	75			5						2	Exam
		BE 2209	Business ethics																		
23	OC	LE 3216	Labor economics	5	150	15	35			25	75				5					2	Exam
		LME 3216	Labor market and employment																		
24	UC	PP 2214	Production Practice	5	150				50		100				5					2	Dif. credit
Module 4. Economics and law				25	750	60	140		50	100	400					10	15				
25	OC	SRE 3217	State regulation of the economy	5	150	15	35			25	75					5				2	Exam
		GB 3217	Government and business																		
26	OC	EL 3218	Enterpreneurship law	5	150	15	35			25	75					5				2	Exam
		IL 3218	International law																		

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		HRM 4310	HR management																		
42	OC	WEIER 4307	World economy and international economic relations	6	180	18	42			30	90							6		2	Exam
		IT 4307	International trade																		
43	OC	OA 4311	Agribusiness organization	6	180	18	42			30	90								6	2	Exam
		EA 4311	Economic analysis																		
44	UC	PdP 4312	Pregraduation practice	4	120				40		80								4	9	Dif. credit
Final module				12	360				120		240								12		
Writing and defending a diploma thesis, diploma project or preparing and passing a comprehensive exam				12	360				120		240								12		
Total				244	7320	552	1728		320	1020	3700	30	30	32	30	30	30	30	32		

¹Note:

Department number	ABBR	The name of the department
1	AAF	Accounting, audit and finance
2	MaOA	Management and organization of agribusiness named after Kh.D. Churin
3	Right	Right
4	WRIR	Water resources and land reclamation
5	MU	Machine usage
6	PT	Professional training
7	MaCAM	Mechanics and construction of agricultural machinery"
8	ATT	Agrarian technology and technology
9	ITA	IT-tehnologiyalar zhane avtomtandyr
10	ESaA	Energy Saving and Automation
11	LRaC	Land Resources and Cadastre
12	FRaH	Forest resources and hunting
13	PPaQ	Plant Protection and Quarantine
14	FL	Foreign languages
15	KaRL	Kazakh and Russian languages
16	SsaA	Soil science and agrochemistry
17	EC	Ecology
18	HaWG	Fruit and vegetable growing and nut growing
19	AG	Agronomy
20	BS	Biological safety
21	CVM	Clinical Veterinary Medicine
22	OSaBR	Obstetrics, surgery and animal reproduction biotechnology
23	MVaI	Microbiology, Virology and Immunology
24	VsEaH	Veterinary and sanitary examination and hygiene
25	FTaS	Technology and food safety
26	BPfaF	Beekeeping, poultry farming and fisheries
27	IAAR	Technology of production of livestock products
28	PMaBnAB	"Physiology, morphology and biochemistry" named after N.O. Bazanova
29	HKaCNK	History of Kazakhstan and culture of the peoples of Kazakhstan
30	PEaS	Physical education and sport
31	MD	Military Department
32	GBaB	Genetics, breeding and biotechnology

3. Map of competence

Codes	Module	General education competencies	Learning outcomes
MC1	General education subjects cycle	aimed at the formation of ideological, civil and moral positions of the future specialist, competitive on the basis of ownership of information and communication technologies, building communication programs in the state, Russian and foreign languages, orientation to a healthy lifestyle, self-improvement and professional success;	<ul style="list-style-type: none"> - to evaluate the surrounding reality on the basis of ideological positions, formed by the knowledge of the fundamentals of philosophy, which provide scientific understanding and study of the natural and social world by methods of scientific and philosophical knowledge; - to interpret the content and specific features of the mythological, religious and scientific worldview; - to give assessment to everything happening in the social and industrial spheres; - to show a civil position on the basis of a deep understanding and scientific analysis of the main stages, patterns and peculiarities of the historical development of Kazakhstan; - use the methods and techniques of historical description to analyze the causes and consequences of the events of the modern history of Kazakhstan; - to assess situations in various spheres of interpersonal, social and professional communication, taking into account the basic knowledge of sociology, political science, cultural studies and psychology;
MC2		form a system of general competencies that ensure the socio-cultural development of the personality of the future specialist based on the formation of his ideological, civic and moral positions;	<ul style="list-style-type: none"> - to synthesize knowledge of these sciences as a modern product of integrative processes; - to use scientific methods and approaches of research of a specific science, as well as the entire socio-political cluster;
MC3		develop the ability to interpersonal social and professional communication in the state, Russian and foreign languages;	<ul style="list-style-type: none"> - develop their own moral and civic position; - operate with the social, business, cultural, legal and ethical norms of Kazakhstan society; - demonstrate personal and professional competitiveness; - to put into practice knowledge in the field of social sciences and humanities, having international recognition; - to make a choice of methodology and

MC4		contribute to the development of information literacy through the mastering and use of modern information and communication technologies in all spheres of their life and work;	analysis;
MC5		form the skills of self-development and education throughout life;	- summarize the results of the study; - to synthesize new knowledge and present it in the form of humanitarian and socially significant products; - implement the use of language and speech tools based on a system of grammatical knowledge; analyze information in accordance with the situation of communication;
MC6		form a personality capable of mobility in the modern world, critical thinking and physical self-improvement.	- implement the use of language and speech means based on the system of grammatical knowledge; analyze information in accordance with the situation of communication; - evaluate the activities and actions of communication participants. - to use in personal activities various types of information and communication technologies: Internet resources, cloud and mobile services for searching, storing, processing, protecting and distributing information; - to build a personal educational trajectory throughout life for self-development and career growth, focus on a healthy lifestyle to ensure full social and professional activities through methods and means of physical culture.
MC7	Law and anti-corruption culture	Have an intolerant attitude toward corrupt behavior, respectful of legislation and law.	- analyze events and actions from the point of view of the area of legal regulation and be able to refer to the necessary regulatory acts; - to be guided in the current legislation; using the law, to protect their rights and interests, - to carry out professional activities on the basis of a developed legal awareness, legal thinking and legal culture; - to acquire a sufficient level of legal awareness; - perform professional duties and principles of ethics economist; - be able to assess the facts and phenomena of professional activity from an ethical point of view; - apply moral rules and norms of behavior in specific life situations

MC8	Ecology	To be competent in the application of methods for the implementation of low-waste production and the assessment of the environmental efficiency of economic activity.	<ul style="list-style-type: none"> - know the contents of the basic terms in the field of ecology, environmental management; modern global and regional environmental problems and their solutions; - be able to apply environmental knowledge to solve and predict possible environmental problems; - apply methods for the implementation of low-waste production and assess the environmental performance of economic activity. - establish causal relationships between phenomena occurring in nature and society, - apply environmental knowledge to solve and predict possible environmental problems.
MC9	Life safety	Contribute to the ability to apply this knowledge to address the issues of safety and reliability of operation of machinery and equipment and knowledge of the issues of social protection of workers.	<ul style="list-style-type: none"> - to know the main legislative acts on industrial safety, labor protection, environmental protection and civil protection; - apply the knowledge gained to address the safety and reliability of the operation of machinery and equipment; - ability to evaluate machinery and process equipment in terms of exposure to abnormal situations.
		Educational competence	Learning Outcomes
MC10	Introduction to the economy	Be competent to analyze and obtain information in accordance with the basic knowledge of the economy; use the basics of economic knowledge in various fields;able to apply this knowledge in solving situational and practical problems.	<ul style="list-style-type: none"> - to know the fundamental problems of the functioning of the economy, the mechanism of action and manifestation of economic laws, as well as the main features of the leading schools and areas of economic science; - to be aware of economic terms and categories, use them in their educational activities; - to understand and know the main events of the world and domestic economic history, the course of ongoing reforms in the light of the strategy "Kazakhstan - 2050", development trends in the field of modern business; - to distinguish and compare the behavior of market agents in different types of market structures; - to explain the interaction of economic agents in macroeconomic markets; - to compare the impact of macroeconomic policies in different countries; - to argue their own views on modern macroeconomic phenomena;

			<ul style="list-style-type: none"> - to use the knowledge gained in practice to assess the results of economic reforms in Kazakhstan
MC11	Economic analysis and financial literacy	<p>The ability to process economic data in accordance with the task, analyze and interpret financial, accounting and other information contained in the statements of enterprises of various forms of ownership, organizations, departments and use the information obtained for making management decisions.</p>	<ul style="list-style-type: none"> - know the mathematical methods used to process and analyze statistical data; - carry out calculations based on standard methodologies taking into account the current legal and regulatory framework of macroeconomic and socio-economic indicators of business entities; - analyze and meaningfully interpret the results; - build mathematical models of socio-economic phenomena and processes, and evaluate the role of individual factors in the change of these phenomena in space and time; - forecast social and economic situations based on the analysis of current statistical data; - to document business transactions, conduct cash accounting, develop a working chart of accounts for the organization's accounting and form accounting entries based on it; - draw up financial plans for the organization; - to ensure the implementation of financial relations with organizations, bodies of state power and local self-government; - to make decisions of a financial nature, adequate to the economic situation in the country; - know the Tax Code of the Republic of Kazakhstan, as well as the patterns of functioning and the institutional structure of the global, international and national currency markets; classification and essence of currency transactions; - be able to analyze information about changes in rates and, on this basis, to predict trends in exchange rates of leading reserve currencies; - justify the choice of forms of international payments for participants in foreign economic activity.
MC12	Human resources management	<p>The ability to competently build communications in oral and written form, based on the goals and situations of professional communication, which are the key to</p>	<ul style="list-style-type: none"> - know the basic concepts, goals, objectives, principles, methods of management; - have communication and teamwork skills, a leader and an organization leader;

		<p>employment and ensure your own career growth for future young professionals.</p>	<ul style="list-style-type: none"> - ability to organize work and manage human resources, own mobility techniques; find compromises, relate your opinion with the opinion of the team; - know the main features of the genre of academic writing: essay, abstract, summary, review; - analyze essays and scientific articles; - to possess practical skills of searching for authoritative articles in electronic resources; - independently create summary of abstracts in scientific articles and monographs, as well as in reviews and essays; - correct use of the language norm in business correspondence; - to illustrate the skills to form visual material for business presentations using PowerPoint in English; - conduct an audit of the organization's human resources, forecast and determine the organization's need for personnel, determine effective ways to meet it; - apply the basic laws of the labor market in professional activities; - to be guided in the ongoing processes in the national and global labor market; - ability to work with various sources of information on the labor market; - apply employment technology and tactical methods of job search in relation to the conditions of the regional labor market; - write a resume, cover letter, statement, etc.
MC13	Economics and Law	<p>The ability to analyze, argue and justify the socio-economic policy of the state in terms of integration into the world space, to apply regulations in the economic sphere.</p>	<ul style="list-style-type: none"> - to know when, how and to what extent the state intervenes in socio-economic processes; - to have a complete understanding of the place, role and functions of the state in modern society; - to perform calculations based on standard methods, taking into account the current regulatory framework of macroeconomic and socio-economic indicators of economic entities; - to identify positive and negative dynamics of economic indicators of the agricultural enterprise; - professionally solve practical issues of economic activity of the enterprise and

			<p>organization, choose options for the most effective development of the economic entity;</p> <ul style="list-style-type: none"> - to know the theoretical foundations of law, the main features of the Kazakh legal system and Kazakh legislation, as well as the principles of business organization in the Republic of Kazakhstan; - to interpret and apply legal norms to specific industrial situations, and correctly qualify facts and circumstances; - to navigate in special legal literature; - to have the skills to work with reference and legal systems, databases of state bodies.
MC14	Product promotion	<p>A willingness to participate in the selection and formation of logistics chains and schemes in trade organizations, the ability to manage logistics processes and find optimal logistics systems.</p>	<ul style="list-style-type: none"> - to know the types of positioning of goods and services, the algorithm for creating new products, and the methodology for creating trademarks; - to carry out marketing research, make SWOT analysis, based on which offers are given for the successful implementation of management decisions; - to know the role and functions of providers in strategic management and controlling of the supply chain; - an ability to study and forecast consumer demand, analyze marketing information, and market conditions; - be able to develop strategies for interaction with suppliers and consumers; - to own skills for the optimal deployment of production and logistics capacity in the supply chain; - to use merchandising tools in the process of product placement, develop a rational layout of the trading floor and placement of trading equipment; -to have the skills to independently search for information on merchandising, creating favorable conditions in retail premises for making purchases and increasing sales. - to analyze, argue and justify the pricing policy of enterprises of different forms of ownership; - to calculate profit and profitability based on standard methods and the current regulatory framework; - to analyze and interpret financial,

			accounting and other information contained in the reports of an enterprise (organization, Corporation) and use this information for making management decisions.
		Professional competence	Learning outcomes
MC15	Business economics	to have the ability to initiative and entrepreneurship, have well developed communicative competence.	<ul style="list-style-type: none"> - to know the types of entrepreneurship, their role in society and aspects of the socio-economic responsibility of the entrepreneur; - to know the principles of management in the conditions of transformation and digitalization of the agricultural economy and business; - to select the most acceptable organizational and legal form of the enterprise, taking into account the specific natural and economic conditions of each farm; - to justify the method of the most efficient use of resources and reducing the cost of labor and funds for the production of a unit of production - analyze and interpret financial, accounting and other information contained in the statements of the enterprise (organization, corporation) and use the information obtained for making management decisions; - to carry out the calculations necessary for the compilation of economic sections of plans, substantiate them and present the results of work in accordance with the standards adopted by the organization; - professionally solve practical issues of the economic activity of an enterprise and organization, select options for the most effective development of an economic entity; - to have skills in calculating and analyzing costs, designing work processes and jobs, developing modern forms of payment and stimulating labor; - to carry out the development and implementation of recommendations for improving the financial and economic activities of enterprises and organizations; - to identify the competitive advantages of the company; - to know the basics of developing and implementing corporate management standards staff in competency format;

		<ul style="list-style-type: none"> - to apply the technology for developing the competence model of a structural division, a position within the corporate standard of the organization; - ability to organize work and manage human resources, master mobility techniques; find compromises, correlate your opinion with the opinion of the team. - to know the main sources of risk and uncertainty in the economy; -- describe the situation of decision making under conditions of probabilistic uncertainty in the form of lotteries; - determine the degree of the economic agent's propensity or aversion to risk based on information about the agent's preferences; -to build mathematical models of economic situations containing elements of risk and uncertainty based on a verbal description of the situation; - to evaluate and conduct a comparative analysis of the effectiveness of decisions in situations of risk and uncertainty based on their probabilistic characteristics; - to be able to identify a risk problem; - to make decisions in standard and non-standard situations and take responsibility for them; - to develop corporate risk management strategies - to start a communication in oral and written forms in Kazakh, Russian and foreign languages to solve problems of interpersonal, intercultural and industrial (professional) communication; - to have skills in developing a model for implementing a quality management system in accordance with international standards ISO 9000: 2000 - to know the nature and financial and economic content of investment and investment activities; - to determine the risk in the implementation of the investment process and take into account the degree of uncertainty and risk when evaluating the effectiveness of investment projects. - know the nature, functions, content and organization of the real estate
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			<p>market, the rules for making various transactions with real estate objects;</p> <ul style="list-style-type: none"> - correctly draw up a contract for any type of real estate transactions, draw up an act of acceptance and transfer of the subject of the transaction and other documents; - to own methods of assessing the market value of various real estate.
MC16	Business organization	<p>To be able to conduct business in real time in the global digital space, as well as to generate new ideas and find non-standard and alternative solutions.</p> <p>Professionally solve practical issues of economic activity of the enterprise and organization, choose options for the most effective development of the economic entity.</p>	<ul style="list-style-type: none"> - to know the basics of the scientific organization of labor, the principles and foundations of the formation of a system of motivation and incentives for personnel, including wages; - to set the goals and formulate tasks related to the implementation of professional functions; - to analyze labor remuneration systems and develop proposals for its improvement; - to develop measures to improve the organization of labor, - calculate the number of staff, the total payroll of the enterprise; - apply labor valuation methods to determine labor input; - develop and calculate indicators for evaluating labor efficiency; - know the basic theories of motivation, leadership and power patterns of behavior - analyze the relationship between the functional strategies of companies to determine the behavior of the organization; - to maintain contacts with business partners in the implementation of projects aimed at the development of the organization; - know the peculiarities of the development of the agri-food sector in the world; - to be able to analyze the conjuncture of the world food market; - have the skills (to gain experience) of building scenarios for the successful development of the country's agri-food sector in the context of integration; - to understand the most important problems in the global food market, affecting, first of all, the interests and positions of Kazakhstan, to know the genesis of these problems, to be able to predict their development;

			<ul style="list-style-type: none"> - use theoretical knowledge and practical skills to solve relevant professional problems in the field of international trade; - find and evaluate new market opportunities and formulate a business idea; - develop business plans for the creation and development of new organizations (activities, products, etc.); - evaluate the economic and social conditions for doing business; - evaluate investment projects under different investment and financing conditions; - carry out calculations based on standard methodologies, taking into account the current regulatory framework of macroeconomic and socio-economic indicators of business entities; - to analyze and interpret financial, accounting and other information contained in the statements of the enterprise (organization, corporation) and use the information obtained for making management decisions.
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Information about disciplines

#	Name of the discipline	Short description of the discipline (30-50 words)	Number of credits	Formed competencies (codes)
General education subjects cycle/ Higher Education Component				
1	Modern history of Kazakhstan	The study of the course is aimed at the formation of students the concept of modern history of the Fatherland, based on a holistic and objective coverage of the problems of ethnogenesis of the Kazakh people, the evolution of forms of statehood and civilization in the great steppe and the totality of the most significant historical facts and events. Systematization of historical knowledge about the main events of modern history, forming a scientific worldview and citizenship. Creation of ideological and spiritual basis for consolidation of multi-ethnic and multi-confessional Kazakhstan society	5	MC1
2	Philosophy	The course is aimed at the formation of students ideas about philosophy as a special form of knowledge of the world, its main sections, problems and methods, as well as skills of self-analysis and moral self-regulation, the development of research abilities and the formation of intellectual and creative potential. Special attention is paid to the problems of preservation of national identity, the assimilation of such key worldview concepts as justice, dignity and freedom and the role of philosophy in the modernization of public consciousness and the solution of global problems of our time	5	MC2
3	Foreign Language	Teaching a foreign language sets tasks for the development of foreign language communicative competence in the totality of its components: speech competence – development of communication skills in four main types of speech activity; linguistic competence – the mastery of new linguistic means (phonetic, orthographic, lexical, grammatical; socio-cultural competence –the formation of the ability to represent their country, its culture; educational and cognitive competence – familiarization with the available methods and techniques of self-study of languages and cultures.	10	MC3
4	Kazakh (Russian) Language	The discipline is aimed for the development of language the personality	10	MC3

		of the student who is able to carry out cognitive and communicative activities in the Russian language in the areas of interpersonal, social, professional, intercultural communication in the context of the implementation of state programs of trilingualism and spiritual modernization of national consciousness. Discipline involves the successful mastery of speech activities in according to level training		
5	Information and Communication Technologies (in English)	Formation of the ability to critically evaluate and analyze the processes, methods of search, storage and processing of information, methods of collecting and transmitting information through digital technologies. Mastering the conceptual foundations of the architecture of computer systems, operating systems and networks. Formation of knowledge about the concepts of development of network and web applications, information security tools.	5	MC1, MC24
Social and political knowledge module (Social Studies, Political Studies, Cultural Studies, Psychology)				
6	Social Studies	Studies society, revealing the internal mechanisms of its structure and development of its structures (structural elements: social communities, institutions, organizations and groups); patterns of social action and mass behavior of people, as well as the relationship between the individual and society sociology explains social phenomena, collects and summarizes information about them.	2	MC2, MC5
7	Political Studies	The science of politics, the laws of the emergence of political phenomena (institutions, relations, processes), the ways and forms of their functioning and development, the methods of management of political processes, political consciousness, culture, etc.	2	MC2, MC5
8	Cultural Studies	Teachings about culture, its history, essence, laws of functioning and development, which can be found in the works of scientists, representing various options for understanding the phenomenon of culture. In addition, the cultural Sciences study the system of cultural institutions through which human education is carried out and which produce, store and transmit cultural information	2	MC2, MC5
9	Psychology	Psychology – a science whose purpose is to study the mechanisms of functioning of the human psyche. It examines the patterns of human behavior in different situations, resulting in thoughts, feelings and experiences. Psychology is what helps	2	MC2, MC5

		us to know ourselves more deeply, to understand our problems and their causes, to realize our shortcomings and strengths. Her study will contribute to the development in man of moral character and ethics.		
10	Physical Training	The discipline covers a range of issues related to physical culture as part of human culture, healthy lifestyle, its main components, socio-biological basis of adaptation of the human body to physical and mental activity, preparation for independent physical culture and sports, age physiology, self-control of physical condition, psychophysical basis of physical culture and sports, hygiene.	8	MC6
General education subjects cycle/ Optional component				
11	Law and anti-corruption culture	The course will allow to learn the concepts and content of law and professional ethics in legal activities, possible ways to resolve moral conflict situations in the professional activity of a lawyer; to be able to assess the facts and phenomena of professional activity from an ethical point of view, to apply moral rules and norms of behavior in specific situations	5	MC7 - LO1
12	Ecology	It gives theoretical knowledge in the field of ecology, promotes environmental literacy of students, forms ecological thinking, as well as the ability to apply this knowledge in professional and other activities.	5	MC8- LO1
13	Life safety	Forms a professional culture of safety, which is understood as the willingness and ability of the individual to use in professional activities the acquired set of knowledge, skills and abilities to ensure safety in the field of professional activity.	5	MC9 – LO1
Core subjects cycle / University component				
14	Economic theory	Economic theory examines and studies the fundamental problems of the functioning of the economy, the evolution of socio-economic development of society, the laws of individual reproduction (microeconomics), reproduction at the level of the national economy (macroeconomics), mesoeconomics and the world economy.	5	MC10 –LO2, LO3
15	Microeconomics	Science of rational decision-making with limited resources. The course focuses on the laws and behavior of the two main market agents, the household and the firm. The specifics of the firm's behavior in different market structures are studied: perfect competition, monopoly, oligopoly and monopolistic competition, as well as peculiarities of the markets of different types of economic resources: labor, land	6	MC10 –LO2, LO3, LO12

		and capital.		
16	Macroeconomics	An economic science sector that studies the behaviour of the economy as a whole in terms of ensuring conditions for sustainable economic growth, full employment of resources and minimizing inflation. The discipline will allow students to analyze more deeply the macroeconomic processes taking place in the country and to anticipate the impact of monetary and fiscal regulation measures on the performance of business entities.	5	MC10 –LO2, LO3
17	Statistics	The content of the discipline covers a range of issues related to statistical methods of analysis and study of a wide range of socio-economic phenomena and processes occurring in organizations, enterprises, firms and sectors of the national economy. The course develops the ability to collect, analyze and process data necessary for solving professional tasks.	5	MC11 –LO4, LO8
18	Econometrics	"Econometrics" as a science is a synthesis of the achievements of economic theory, mathematics and statistics, so its study is conducted in parallel with other fundamental economic and mathematical disciplines, which allows intensifying the development of econometric methods in relation to the analysis of economic processes and the solution of economic problems.	5	MC11 – LO3, LO4, LO8
19	Management	Discipline introduces students to the fundamental principles of organizational systems management; develops in students with logical thinking about the nature and content of processes in organizations operating in the harsh conditions of a competitive environment; It forms the knowledge and skills of managing operations of production, innovation, financial, social and other areas of the organization.	5	MC12 –LO9, LO11, LO12
20	Marketing	The course helps students to develop a holistic view of marketing as a philosophy, strategy and tactics of market activity and the specifics of its implementation in modern Kazakhstan. During the course, students are exposed to the basic concepts and functions of marketing; tools of a marketing management approach; building modern marketing strategies, promising forms of marketing activity are identified.	5	MC14 –LO3, LO8
21	International economics	The aim of the study is the interaction of economic entities of different nationalities in the field of international exchange of goods and services, capital, labor and technology. The course deals with the	5	MC10 – LO2, LO10

		problems of impact on the economic development of the country as whole and individual economic entities of international economic relations.		
22	Accounting	The course program examines the theoretical material from the standpoint of the modern concept of accounting on the basis of approved Kazakh standards as a methodological analysis of procedures for the calculation of financial results. An in-depth study of the basics of accounting will allow students to apply regulatory requirements in the field of accounting in their professional activities, to be able to use the data reflected on accounts and in accounting registers.	4	MC11 – LO3, LO4
23	Finance	The course introduces the basic principles of organization of business Finance, the basics of currency and financial operations, provides basic information about the economic content of financial resources of organizations and the sources of their formation; an idea of the specific features of the finances of organizations of various organizational and legal forms of ownership. Studying the course will allow to apply the acquired knowledge and skills in the practice of financial work.	4	MC11 – LO3, LO4, LO7
Core subjects cycle / Optional component				
24	History of economic doctrines	The content of the discipline covers a range of issues related to the development of world economic thought, the nature and variety of modern economic knowledge, its relationship with economic policy, ideological doctrines and national cultures.	5	MC10- LO2
25	Economy of Kazakhstan	The content of the discipline contributes to the formation of a systematic understanding of the current economic situation in Kazakhstan and provides a set of knowledge about the strategic guidelines for the long-term socio-economic development of the country, the mechanisms and tools that regulate the impact of the state on socio-economic development.	5	MC10 – LO2, LO10
26	Business Correspondence	The discipline "Business correspondence" is designed to teach students the basics of official correspondence. The course program contributes to the formation of students' skills to translate and compose various types of correspondence in the field of Economics, foreign trade and financial activities, as well as the skills to create written and oral academic texts.	5	MC12 – LO1
27	Business ethics	Studying the discipline will allow the student to: - master the basic knowledge of ethical	5	MC12 – LO1, LO11

		<p>standards in the field of business relations;</p> <ul style="list-style-type: none"> - to form the students ' concepts of ethics of official behavior and actions of the manager; - implement knowledge about the values and norms of business ethics in specific practical activities; - solve ethical problems of business life and bear moral responsibility for them 		
28	Taxes and taxation	<p>The course program deals with the theory of taxes and theoretical aspects of the tax system; reveals the economic content, functions and principles of taxes, the historical stages of formation and development of taxes and the tax system of the Republic of Kazakhstan, the basic concepts of tax reforms in the country. The discipline will allow to understand the mechanism of taxation and the procedure for collecting tax payments.</p>	5	MC11 – LO3, LO4
29	Financial management	<p>The course contains basic information about the nature and functions of financial management, its subjects and objects, the main tasks and responsibilities of a financial manager, management of financial risks and own financial resources, the price and structure of capital, management of costs and current assets, business planning and investment project management, restructuring and bankruptcy. The course forms the skills of making optimal management decisions in the field of financial and investment activities of commercial organizations.</p>	5	MC11 – LO3, LO4, LO7
30	Labor economics	<p>The purpose of studying the discipline is the acquisition by students of comprehensive knowledge about the principles and laws of the development of labor relations, about methods of planning and management of labor activity in order to increase its effectiveness. As a result of studying the course, students should be able to draw up training, retraining and advanced training programs for personnel, determine the effectiveness of the methods of material and moral encouragement used, know the forms and methods of social partnership, keep records and compile reports on labor.</p>	5	MC12 – LO2, LO11, LO12
31	Labour market and employment	<p>The purpose of the discipline is the formation of competencies that reveal the idea of the peculiarities of the functioning of the labor market at the macro and micro levels, the mechanisms of its institutional and self-regulation that determine the scale of labor supply and demand, wage dynamics, employment and unemployment of the able-bodied population. As a result of mastering the</p>	5	MC12 – LO2, LO11

		discipline, students should be able to analyze the state and identify problems of the labor market based on the use of theoretical concepts of labor economics and quantitative data on the labor market.		
32	State regulation of the economy	The course is aimed at forming an understanding of the importance and role of the state in the economy, developing knowledge about the methods of state regulation, developing management skills based on an understanding of the nature of public administration at the micro-and macro level. After mastering the discipline, the student should know when, how and to what extent the state intervenes in socio-economic processes; be able to analyze, argue and justify the economic policy of the state, socio-economic development programs.	5	MC13 – LO2, LO10
33	Government and business	The purpose of the course is to study the influence of the relationship between government and business on the strategy and tactics of a private entrepreneur on the one hand, on the other hand, the process of state economic policy. The course reveals the theoretical and practical aspects of the interaction between business and the state, analyzed the peculiarities of government and business interaction in the field of investment, government procurement, antitrust regulation, public-private partnership, determines the social responsibility of the participants of this interaction; theoretical foundations of state and business adaptation in the conditions of cyclical economic development are considered.	5	MC13 – LO2, LO3
34	Entrepreneurship law	It presents a system of knowledge about this branch of law, its subject and method, sources, place in the system of other branches of law. The discipline forms a system of theoretical knowledge in the field of legal regulation of entrepreneurial activity. After mastering the discipline, the student should be able to freely navigate the current legislation and correctly apply it in practice.	5	MC13- LO1, LO3
35	International law	The aim of the study is to master students a set of theoretical knowledge about the system of modern international law, the subject and content of international legal regulation, as well as the development of students' skills of interpretation of international legal norms and the resolution of practical situations related to the application of international public law.	5	MC13- LO1, LO9, LO10
36	Pricing	The purpose of studying the discipline is to familiarize students with the basic concepts and methods of pricing, the	5	MC14 – LO3, LO8

		peculiarities of price formation in the markets of various types of products, works and services. The study of this course contributes to the formation of students' complex competencies in the field of pricing theory, techniques for calculating different types of prices; the development of economic thinking and the development of independent effective pricing solutions.		
37	Enterprise Competitiveness	The following concepts are studied within this discipline: market and its structure, market segment, market niche, market conditions, competition, methods for measuring market concentration, product competitiveness and enterprise, methods for determining the level of competitiveness, internal and external factors of competitiveness. Students should be able to conduct analytical research related to assessing the competitiveness of an enterprise on various types of market structures of the economy, develop a competitive strategy for the development of an organization based on calculations of operational efficiency and strategic positioning in the industry.	5	MC14 – LO3, LO7
38	1C-Accounting	The study of the discipline will allow you to apply techniques and methods of accounting and analysis to specific calculations; analyze the facts of economic activity of an organization based on accounting data; calculate economic and socio-economic indicators of economic entities based on accounting data; use computer programs for accounting automation in professional activities.	5	MC11 – LO3, LO4
39	Financial markets and intermediaries	The course is aimed at forming a system of knowledge and competencies in the field of financial market functioning and regulation, the role of financial intermediaries. Special attention is paid to the structure, tools and mechanism of the modern financial market, currency and credit markets, securities markets, insurance markets, attracting capital to the economy and redistributing financial resources.	5	MC11 – LO3, LO4
40	Agrarian economy	The course examines the objective prerequisites for the formation and development of the agricultural sector of the economy, as well as the economic mechanisms of agribusiness at the macro, meso and micro levels, the organization and use of various resources of the agricultural sector in the production of competitive agricultural products. After	5	MC13 – LO6, LO8, LO12

		mastering the discipline, the bachelor should know the features of agricultural production, the directions of effective use of resources in the agro-industrial complex.		
41	Industry economics	The discipline studies the sectoral structure of the economy, its organization and management. Private economic patterns inherent in a particular industry; the importance of the industry in the national economy; interconnection with other industries; conditions for the effective operation of economic laws; methods of organizing production, principles and means of enterprise management. As a result of mastering the discipline, the ability to calculate economic and socio-economic indicators characterizing the activities of economic entities is formed on the basis of standard methods and the current regulatory framework.	5	MC13 – LO6, LO8, LO12
42	Regional economics and management	The discipline contributes to the formation of a holistic view of the laws, features and problems of regional development and regional policy in Kazakhstan; theoretical knowledge and practical skills that allow analyzing socio-economic processes in a specific territory. After studying the course, the student must demonstrate the ability and willingness to make a comparative assessment of the development of the regions of Kazakhstan in terms of the level of socio-economic development; determine the place of the region in the country's economy based on the calculation of gross domestic product (GRP).	5	MC13 – LO6, LO7, LO12
43	Economics and property management	This course covers: legal and economic concepts of real estate, fundamentals of real estate development, analysis (research) of the real estate market, real estate valuation, analysis of the most effective use and development of land, taxation and insurance of real estate, investment in real estate, etc. Studying the course allows students to form an integrated system in the field of real estate valuation, teach them to perform basic calculations in the field of valuation, familiarize them with the activities of expert appraisers.	5	MC13 – LO3, LO7
44	Marketing communications	The discipline forms knowledge of basics and modern concepts of marketing communications, skills of analysis of marketing communication channels. The issues of decision-making on the choice of communications, planning and control of	5	MC14 – LO8, LO12

		advertising, forms of sales promotion, the use of new communication technologies, the development of the promotion budget.		
45	Logistics	The discipline contributes to the study of the foundations of modern logistics, as well as the problems of the sphere of circulation, such as: determining the system of optimal proportions between the volumes of production, warehousing and transportation; reduction of costs of costs from losses in case of failures and downtime; storage and transportation; formation of a rational structure of management information flows without lag in relation to the production process.	5	MC14 – LO8, LO12
Major subjects cycle / University component				
46	Economics of enterprise	This discipline forms a holistic view of the company, its role in modern society, and the organization of its activities. Special emphasis on classification of enterprises, development of production programs, the formation and use of productive resources, the economic mechanism of functioning of the enterprise, evaluation of its efficiency and increase its competitiveness on domestic and foreign markets.	5	MC15 – LO3, LO4, LO9, LO12
47	Entrepreneurship	The discipline forms professional competencies in the field of enterprise creation and business organization in various organizational and legal forms. The course helps to develop specific knowledge and practical skills for future specialists that allow them to manage their business using the employee motivation system and make scientifically based management decisions.	5	MC15 – LO5, LO7, LO9, LO12
Major subjects cycle / Optional component				
48	Innovative economy	The purpose of teaching the discipline is to form a systematic understanding of innovation and innovative business development, as well as competencies for managing the innovative development of economic systems. The course introduces theoretical issues of the formation of an innovative strategy of an enterprise and their practical implementation at specific enterprises, with theoretical issues of the evaluation of intellectual property objects and their possibility of use in practice. The course examines the mechanisms of financial support for innovation.	5	MC15 – LO9, LO12
49	Investment activity of the enterprise	The purpose of studying the discipline is the formation of practical skills for future specialists in the organization and planning of investment activities of the enterprise. This discipline forms the ability to develop investment projects, conduct their economic justification,	5	MC15 – LO3, LO7, LO12

		evaluate investment projects according to various criteria; organize work on the justification of investment activities at the enterprise; make investment decisions aimed at increasing the market value of the enterprise.		
50	Business valuation	The purpose of studying the discipline is to form students with a certain amount of knowledge necessary for a competent assessment and forecasting of income from the use of property (business). The course examines key concepts, concepts, methods and techniques of analytical procedures that ensure the conduct of business evaluation.	5	MC15 – LO3, LO7
51	Product management quality	The purpose of studying the discipline is to form students' knowledge about the fundamentals of quality management. As a result of studying this course, students will gain knowledge about modern methods of ensuring the quality of products and services, acquire skills and abilities of a systematic approach to quality management issues.	5	MC15 – LO3, LO7
52	Economic security	The purpose of mastering the discipline is to provide knowledge of the essence and main content of the economic security of the state, region, enterprise, the main criteria and indicators of the level of security, methods of analysis of commercial risk. The course introduces students to the main sources and types of dangers and threats to economic security; teaches them to identify the main dangers and threats to business and assess economic risks; forms skills and abilities of conscious opposition to threats and dangers of various types.	5	MC15 –LO10, LO12
53	Crisis management	The course reveals the essence of crises and their regulation at the level of enterprises and the state; presented a methodology for diagnosing bankruptcy of enterprises (organizations) and bankruptcy procedures; the features of bankruptcy of credit institutions, implementation of innovative and investment mechanisms in the context of anti-crisis management, as well as personnel management are described.	5	MC15 –LO7, LO9, LO10
54	Business planning	The discipline is aimed at developing the skills of planning the activities of business entities in a competitive economy. During the study of the discipline, the fundamental preparation of the student in the field of business planning is provided.	5	MC15 –LO3, LO5, LO12
55	Intercompany planning	The purpose is to teach students the methodology, methodology and technology of planning at various enterprises, firms in modern economic	5	MC15 –LO3, LO5

		conditions. The discipline is aimed at graduates acquiring skills in planning the activities of organizations and departments, in developing plans for the modernization of existing and creation of new businesses.		
56	World economy and international economic relations	The purpose of studying the discipline is to form students with the necessary fundamental professional knowledge and practical skills in the field of the modern concept of foreign economic activity and international trade, the study of factors affecting the dynamics and structure of Kazakhstan's foreign trade. The discipline contributes to the formation of knowledge about the structure of the world economy, about the modern resource potential and global problems of the development of the world economy; about the place and potential of Kazakhstan in the world economy.	6	MC16 –LO2, LO9, LO10
57	International trade	The objectives of the discipline are to provide training for a specialist capable of carrying out professional activities in the foreign economic field, in particular, in the trade sphere. The course is aimed at deepening, consolidating and practical development of theoretical material on the theory, development trends, practice of international trade relations and their regulation at the international and national levels, studying factors affecting the structure and dynamics of foreign trade of individual countries, forms and methods of export and import regulation, instilling skills in analyzing the effectiveness of national foreign trade policy.	6	MC16 – LO9, LO10
58	Digital business	The content of the discipline covers a range of issues related to the study of the theoretical and methodological foundations of the market of information products and services, e-business and e-commerce, the work of provider firms and Internet companies, Internet marketing.	5	MC16 –LO3, LO9
59	The digitalization of the economy AIC	The course examines the most important trends and concepts of the modern stage of digitalization and end-to-end technologies offered by the Digital Kazakhstan program. The necessity of creating a digital platform for the agro-industrial complex is substantiated as an important component of the modern digital economy in order to radically increase the efficiency of agricultural and agro-industrial enterprises through the widespread introduction of new digital technologies into production processes.	5	MC16 –LO3, LO6, LO9
60	Organization and regulation of labor	The course allows to create a set of knowledge and skills of using modern	5	MC16 – LO3, LO11

		approaches to the organization and regulation of labor in the enterprise, the types and methods of calculation of labor standards, forms and systems of remuneration, as well as the practical application of legislation in the organization of labor in the enterprise.		
61	HR management	The purpose of studying the discipline is the formation of qualified managers with comprehensive knowledge and competencies in the field of human resource management for the effective implementation of professional activities. The course studies personnel planning, professional and organizational adaptation of personnel, conflicts in the team, formation and management of the personnel reserve, a system for evaluating the effectiveness and efficiency of personnel management.	5	MC16 – LO3, LO11
62	Agribusiness organization0	The purpose of the discipline is to systematize economic knowledge on rational and efficient management in the agricultural sector, to achieve optimal and sustainable growth in the production of agricultural raw materials and finished products. As a result of studying the course, students should know the patterns and features of the development of agricultural production, understand the role of agribusiness in solving the problem of food security of the country.	6	MC16 – LO6, LO8, LO12
63	Economic analysis	The purpose of studying the discipline is the ability to analyze the activities of an enterprise, identify and eliminate deficiencies in the activities of enterprises, as well as find and involve unused reserves in production. The study of the course forms students' basic knowledge in the field of enterprise activity analysis, the use of methods and techniques of analysis, the development of the ability to formulate reasoned conclusions and practical recommendations based on the results of the analysis.	6	MC16 – LO3, LO4, LO7, LO8

5. Summary table, reflecting the amount of credits disbursed in the context of the modules of the educational program:

Training course	Semester	The number of studied disciplines			The number of academic credits						Total academic hours	Military training	Quantity	
		CC	UC	OC	Theoretical training	Educational practice	Internship	Pre-graduate Internship	Final examination	Total			Exam	Dif. credit
I	1	4	1	1	30					30	900		6	
	2	4	1	1	28	2				30	900		6	1
II	3	1	4	2	32					32	960		7	
	4	3	3	-	25		5			30	900		6	1
III	5	-	1	5	30					30	900		6	
	6	-	1	4	25		5			30	900		5	1
IV	7	-	-	5	26		4			30	900		5	1
	8	-	-	3	16			4	12	32	960		3	1
Total		12	11	21	212	2	15	4	12	244	7320	588	44	5

Application EP

Annex 2

Practice bases

№	Name of companies, enterprises, organizations	Contacts Tel, e-mail
1	LLC “Kazakh research Institute of Economics of agriculture and rural development”	Almaty, Satpayev str., 30 tel: 8 (727) 2 45 35 99 tel: 8 (727) 2 45 36 07 kazniiapk@mail.ru
2	Production cooperative "Pobeda"	Turkestan region, Tyulkubassky district, S. T. Ryskulova, K. Akhmetov str., 18, 8 (72533) 5-25-89
3	LLC " Genezis-LTD"	Mangystau region, Aktau city, md. 3, house 46, kvartira1, Tel:8(7292) 524434, 57-98-99(343)
4	PC "SPK Almalybak"	Almaty region, Karasai district, Almalybak village, Kultoleu bi street, No. 1, Tel. 8 (727) 3072595, 8 (727) 2957811
5	LLP "KAZKOMSERVICE"	Almaty city, Suyunbay avenue, building №2 campus 10, office 14 Tel. +7 (727) 270 60 82 E-mail .: gen.dir@kazkomresurs.kz
6	«KORQAZ LLP»	Almaty city, Turksib district, Iliysky tract, house number 17 E-mail .: D.Kerimkulov@Korqaz.kz