

Non-Commercial Joint - Stock Company  
"Kazakh National Agrarian University"

«AGREED»

Acting Chairman of the Board of  
LLC «KRIAE JSC and RTD»

G.Akimbekova

2021

«APPROVED»

Chairman of the Board - Rector

T. Yespolov

2021

**EDUCATIONAL PROGRAM**

"6B04102 – MANAGEMENT"

Awarded degree: Bachelor of Business and Management under the Educational  
Programme «6B04102- Management»

Almaty, 2021

The educational program was reviewed and recommended for approval at the meetings:  
Of the Academic Council of KazNAU, protocol № 10 «26» 05 2021

Educational and Methodological Council of the University,  
protocol № 8 «26» 05 2021  
Chairman of the UMC University B. Kalykova B. Kalykova

Academic Committee of the High school of "Business and Law"  
protocol № 9 «15» 04 2021  
Chairman of the AC High school A. Beisenbaeva A. Beisenbaeva

Approved at a meeting of the department «Management and organization of agribusiness»  
protocol № 8 «26» 03 2021  
Head of the department S. Yessengaziyeva S. Yessengaziyeva

**Developers:**

**Position**

Dean of the Higher school

Head of the department

Professor

PhD, Senior Teacher

Candidate of Economic Science, Professor

Master, Senior Lecturer

Student of MH-3214R group

Graduate 2011

Acting Chairman of the Board of

LLC «KRIAE AIC and RTD»

**Signature**

**Full name**

M.Omarkulova  
S.Yessengaziyeva

M.Kazybayeva  
G.Bekenova  
Zh.Karymsakova  
D. Rakhimzhankyzy  
E.Abdimova

G.Akimbekova

**Agreed:**

**Position**

Head of Training

Head of the department of educational-methodical  
work and quality of educational programs

Director of the Department of Academic Affairs

**Signature**

**Full name**

A. Koyshibayev

Zh. Kusainova  
E. Makhashov

### **Field of application**

It is intended for realization of preparation of bachelors under the educational program "6B04102 - Management" 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 "General human resource management". Appendix #2 to the order of the Deputy Chairman of the Board of the National chamber of entrepreneurs of the Republic of Kazakhstan "Atameken" dated 18.12.2019 #255. – URL: <http://atameken.kz/>.

Professional standard "Personnel potential Assessment". Appendix #12 to the order of the Deputy Chairman of the Board of NCE RK "Atameken" dated 18.12.2019 №255. – URL: <http://atameken.kz/>.

Professional standard "labor relations Management". Appendix #22 to the order of the Deputy Chairman of the Board of NCE RK "Atameken" dated 18.12.2019 #255. – URL: <http://atameken.kz/>.

Professional standard "performance Management". Appendix #23 to the order of the Deputy Chairman of the Board of NCE RK "Atameken" dated 18.12.2019 #255. – URL: <http://atameken.kz/>.

Professional standard "Digital HR". Appendix #24 to the order of the Deputy Chairman of the Board of NCE RK "Atameken" dated 18.12.2019 #255. – URL: <http://atameken.kz/>.

Professional standard "Provision of services in the field of e-Commerce" Appendix #14 to the order of the Deputy Chairman of the Board of NCE RK "Atameken" dated 27.12.2019 #266. – URL: <http://atameken.kz/>.

## 1. Passport of the educational program

Code and classification of the field of education	6B04 – Business, Administration and law
Code and classification of training areas	6B041 – Business and administration
Code and name of educational program	6B04102 - Management
Type of educational program	Acting
The purpose of the educational program	Training of new generation managers with system knowledge and practical skills in the field of management that responds the modern requirements of the domestic and global labor market
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, July 05 <sup>th</sup> 2019
Accreditation of EP The name of the accreditation body The period of validity of accreditation	Accreditation certificate #1920 KE 0127 Kazakhstan Association for Engineering Education (KazSEE)
Awarded degree	Bachelor of Business and Management under the educational programme «6B04102- Management»
Learning outcome	Table 2
List of qualifications and positions	<ul style="list-style-type: none"> <li>- the economist-manager on planning and the control, operative management;</li> <li>- the economist-manager on technological and technical development of manufacture;</li> <li>- the economist-manager on the finance in various services of departments of the industrial enterprises and the organizations;</li> <li>- managers in the field of the small, medium and big business, economic, administrative services and divisions of state authorities, devices of akims of various levels;</li> <li>- HR Generalist (organizational development specialist, corporate specialist);</li> <li>- risk management manager;</li> <li>- consultant in the field of human resource management;</li> <li>- E-commerce specialist (online sales management manager)</li> <li>- expert in analyzing factors of working conditions.</li> </ul> <p>Graduates of the specialty can create and develop their own business, act as entrepreneurs.</p>
Professional field of activity	<ul style="list-style-type: none"> <li>- government agencies;</li> <li>- institutions and organizations of all forms of ownership, management bodies of state regulation of the economy in the market infrastructure;</li> <li>-research institutions.</li> <li>- the real sector of the economy, the financial and banking system, business and entrepreneurship.</li> </ul>
Field and object of professional activity	Business structures, industrial production, organizations and firms of various forms of ownership, government agencies, financial institutions, design and research institutes, research, production and educational institutions.

Functions of professional activity	<ul style="list-style-type: none"> <li>- management research in various areas of the organization's activities for making strategic management decisions;</li> <li>- management researches for formation and maintenance of effective system of organizational, economic and administrative relations on objects;</li> <li>- methods, rules and procedures of strategic and tactical planning;</li> <li>- analytical, calculation and normative, consulting activity;</li> <li>- creation of scientific-methodological and organizational-methodological basis for management;</li> <li>- organizational design and feasibility study of projects;</li> <li>- organizational forms, distribution of responsibilities in problem setting, creation of information structures;</li> <li>- work with individuals and groups.</li> </ul>
Types of professional activity	<p>1. Evaluations:</p> <ul style="list-style-type: none"> <li>- to be able to critically assess from different sides (production, motivational, institutional, etc.) the behavior of economic agents, trends in the development of objects in the field of professional activity;</li> <li>- possess the skills to assess the effectiveness of economic entities, their financial situation, determine the level of competitiveness;</li> <li>- to be able to develop and evaluate variants of effective economic decisions.</li> </ul> <p>2. Constructive:</p> <ul style="list-style-type: none"> <li>- possess knowledge in the field of innovation activity, skills and abilities to reconstruct professional activity, implement author's innovative ideas, find non-standard and alternative solutions, be able to generate new ideas and critical thinking. - ability to formulate a problem, to approach it creatively; mastery of methods of development of creative abilities; ability to use the accumulated Experience and create new techniques.</li> <li>- interest in creative tasks, the ability to act not only according to the standard proposed scheme.</li> <li>- high motivation to solve creative tasks, ability to use available knowledge creatively, to organize creative activity of other participants of the management process.</li> </ul> <p>3. Information-technological:</p> <ul style="list-style-type: none"> <li>- master competent and developed speech, knowledge of native and foreign languages, knowledge in the field of communication technology, communication strategies, skills and skills of constructive dialogue, communication in a multicultural, multi-ethnic and multi-confessional society;</li> <li>- be able to collect information from different sources, process the primary information obtained by implementing analytical and communication skills;</li> <li>- be able to apply and use information technologies in professional activities, possess programming skills using modern tools;</li> <li>- Strong knowledge of the code of ethics, negotiation techniques and business communication basics.</li> </ul>
Be competent	<ul style="list-style-type: none"> <li>- know state, Russian and one of the foreign languages as a means of communication within the framework of the existing specialized terminology of professional international communication;</li> <li>- have basic methods and means of information interaction, receipt,</li> </ul>

	<p>storage, processing and interpretation of information;</p> <ul style="list-style-type: none"><li>- ability to act in accordance with ethical norms;</li><li>- to carry out diagnostics of production and economic potential of the enterprise;</li><li>- to find organizational and managerial solutions to problems;</li><li>- an ability to analyze and interpret financial, accounting and other information in the financial statements of enterprises of various forms of ownership;</li><li>- find new market opportunities and formulate a business idea;</li><li>- ability to develop business plans for the creation and development of new organizations (activities, products);</li><li>- possess knowledge in the field of innovation activity, skills and abilities to reconstruct professional activity, implement author's innovative ideas, find non-standard and alternative solutions, be able to generate new ideas and critical thinking.</li></ul>
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## 2. Learning outcomes on EP

Codes	Learning outcomes
LO1	To remember the basic basics in the field of life safety, as well as the structure and functions of the environmental and legal, anti-corruption culture, the principles of academic integrity.
LO2	To demonstrate the knowledge and understanding of the leading schools of economic science, the laws of the functioning of the modern economy, the main events of the world and domestic economic history, the development trends in the field of modern business.
LO3	To apply knowledge and understanding in modern digital, innovative technologies, statistical and mathematical modeling tools to analyze and solve analytical and research problems.
LO4	To carry out a professional conversation in an international business environment by methods of organizing, activating, motivating and controlling the work of subordinates, using a business style when writing reports and reports.
LO5	To illustrate the willingness to make standard and non-standard decisions on choosing effective ways of managing production and personnel, tax policy, optimal logistics channels for promoting goods in situations of risk and uncertainty, and to correspond.
LO6	To compare and interpret the financial, accounting and other information contained in the statements of enterprises in order to identify the competitive advantages of investment activity in the innovative sphere of Kazakhstan and foreign countries.
LO7	To assess the conditions and consequences of organizational and management decisions in relation to the digitalization of the agricultural sector and quality management systems.
LO8	To argue the socio-economic policy of the state in the context of integration into the global space, as well as the main features of the Kazakhstan economy, its institutional structure.
LO9	To defend your point of view when considering new investment and innovative projects that ensure economic stability and security of the region, enterprise and the state as a whole.
LO10	To create company development strategies through the use of a variety of Internet technologies, taking into account the specifics of agricultural management.
LO11	To project global digital business in real time.



### 3. The content of the educational program

[illegible]



		1106	(Social Studies, Political Studies, Cultural Studies, Psychology)																		
8	CC	FT 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				23	690	63	147		20	105	355			5							
9	UC	ET 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	TP 1204	Training practice	2	60				20		40		2							2	dif credit
12	UC	Mac 2205	Macroeconomics	5	150	15	35			25	75			5						2	exam
13	UC	HET 1203	History of Economic Teachings	5	150	15	35			25	75		5							2	exam
		EK 1203	Economy of Kazakhstan																		
Module 2. Economic analysis and financial literacy				28	840	84	196			140	420			10	8	5	5				
14	UC	Sta 2206	Statistics	5	150	15	35			25	75			5						1	exam
15	UC	Acc 2214	Accounting	4	120	12	28			20	60				4					1	exam
16	UC	Fin 2215	Finance	4	120	12	28			20	60				4					1	exam
17	OC	Eco 2209	Econometrics	5	150	15	35			25	75			5						9	exam
		ME 2209	Mathematics in Economics																		
18	OC	TT 3215	Taxes and Taxation	5	150	15	35			25	75					5				1	exam
		TA 3215	Tax Accounting																		
19	OC	1CA 3216	1C Accounting	5	150	15	35			25	75						5			1	exam
		FMI 3216	Financial Markets and Intermediaries																		
Module 3. Modern management and marketing				30	900	75	175		50	125	475			10	10	5	5				

20	UC	Man 2210	Management	5	150	15	35			25	75			5						2	exam
21	UC	PP 2220	Production Practice	5	150				50		100				5					2	difcere dit
22	OC	Mar 2211	Marketing	5	150	15	35			25	75			5						2	exam
		Log 2211	Logistics																		
23	OC	IE 2212	International Economics	5	150	15	35			25	75				5					2	exam
		WE 2212	World Economy																		
24	OC	Pri 3217	Pricing	5	150	15	35			25	75					5				2	exam
		EC 3217	Enterprise Competitiveness																		
25	OC	OB 3218	Organizational Behavior	5	150	15	35			25	75						5			2	exam
		HRM 3218	Human Resource Management																		
Module 4. Business management				20	600	45	105		50	75	325			5		10	5				
26	UC	EE 3219	Economics of Enterprise	5	150	15	35			25	75					5				2	exam
27	UC	PP 3224	Production Practice	5	150				50		100						5			2	dif credit
28	OC	BE 2213	Business Ethics	5	150	15	35			25	75			5						2	exam
		BC 2213	Business Correspondence																		
29	OC	PM 3220	Production Management	5	150	15	35			25	75					5				2	exam
		RLE 3220	Remuneration of Labor at Enterprises																		
Module 5. Administrative management				15	450	45	105			75	225					5	10				
30	OC	IIM 3221	Investment Management	5	150	15	35			25	75						5			2	exam
		BV 3221	Business Valuation																		

31	OC	SRE 3222	State Regulation of the Economy	5	150	15	35			25	75					5				2	exam
		EPS 3222	Economic Policy of the State																		
32	OC	AE 3223	Agrarian Economy	5	150	15	35			25	75						5			2	exam
		IE 3223	Industrial Economics																		
MS		Major Subjects Cycle		60	1800	156	364		80	260	940					5	5	30	20		
Module 6. Business and Economics				26	780	66	154		40	110	410							10	6		
33	UC	HRM 4303	HR Management	6	180	18	42			30	90							6		2	exam
34	UC	PP 4311	Production Practice	4	120				40		80							4		2	dif credit
35	UC	OA 4304	Organization of Agribusiness	6	180	18	42			30	90								6	2	exam
36	OC	Ent 3301	Entrepreneurship	5	150	15	35			25	75						5			2	exam
		BP 3301	Business Planning																		
37	OC	QM 3302	Quality Management	5	150	15	35			25	75					5				2	exam
		CM 3302	Cost Management																		
Module 7. Digital Transformation of Economics and Management				15	450	45	105			75	225							20	14		
38	OC	RAA 4305	Risk Assessment and Analysis	5	150	15	35			25	75							5		2	exam
		ACM 4305	Anti-crisis Management																		
39	OC	DE 4306	Digital Economy	5	150	15	35			25	75							5		2	exam
		EBM 4306	E-Business Management																		
40	OC	DMD 4307	Development of Management Decisions	5	150	15	35			25	75							5		2	exam
		CM 4307	Corporate Management																		
Module 8. Economic and management in AIC				19	570	45	105		40	75	305							5	14		

41	OC	AM 4308	Agricultural Management	5	150	15	35			25	75							5	2	exam
		IM 4308	Innovation management																	
42	OC	MA 4309	Municipal Administration	5	150	15	35			25	75						5		2	exam
		REM 4309	Regional Economy and Management																	
43	OC	SM 4310	Strategic Management	5	150	15	35			25	75							5	2	exam
		SP 4310	Strategic Planning																	
44	UC	PGP 4312	Pregraduation practice	4	120				40		80							4	2	difcre dit
<b>Final module</b>				<b>12</b>	<b>360</b>				<b>120</b>		<b>240</b>							<b>12</b>		
Writing and defending a thesis, a thesis project, or preparing and passing a comprehensive exam				12	360				120		240							12	2	
<b>TOTAL</b>				<b>244</b>	<b>7320</b>	<b>552</b>	<b>1728</b>		<b>320</b>	<b>1020</b>	<b>3700</b>	<b>30</b>	<b>30</b>	<b>32</b>	<b>30</b>	<b>30</b>	<b>30</b>	<b>30</b>	<b>32</b>	

<sup>1</sup>Note:

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

#### 4. Map of competence

Codes	Module	Educational competence	Learning outcomes
MC1	General education subjects cycle  Modern History of Kazakhstan	Aimed at forming the worldview, civil and moral positions of a future specialist who is competitive on the basis of knowledge of information and communication technologies, building communication programs in the state, Russian and foreign languages, focusing on a healthy lifestyle, self-improvement and professional success	- 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; - to use methods and techniques of historical description to analyze the causes and consequences of events in the modern history of Kazakhstan; - to justify their own assessment to everything happening in the social and industrial spheres.
MC2	Philosophy	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	- to interpret the content and specific features of the mythological, religious and scientific worldview; - 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.
MC3	Foreign Language, Kazakh (Russian) language	Develop the ability to interpersonal social and professional communication in the state, Russian and foreign languages	- 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; - to use language and speech tools based on a system of grammatical knowledge; - to rank information according to the communication situation..
MC4	Information and Communication Technologies (in English)	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	- 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.
MC5	Social and political knowledge module (Social Studies, Political Studies, Cultural Studies, Psychology)	Form the skills of self-development and education throughout life	- to synthesize knowledge of these sciences as a modern product of integrative processes; - to operate with the social, business, cultural, legal and ethical norms of Kazakhstan society; - to use scientific methods and approaches of research of a specific science, as well

			<p>as the entire socio-political cluster;</p> <ul style="list-style-type: none"> <li>- 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;</li> <li>- develop their own moral and civic position;</li> <li>- to synthesize new knowledge and present it in the form of humanitarian socially significant products.</li> </ul>
MC6	Physical Training	Form a personality capable of mobility in the modern world, critical thinking and physical self-improvement.	<ul style="list-style-type: none"> <li>- 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;</li> <li>- to demonstrate personal and professional competitiveness.</li> </ul>
MC7	Law and anti-corruption culture	Have an intolerant attitude toward corrupt behavior, respectful of legislation and law.	<ul style="list-style-type: none"> <li>- 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;</li> <li>- to be guided in the current legislation; using the law, to protect their rights and interests,</li> <li>- to carry out professional activities on the basis of a developed legal awareness, legal thinking and legal culture;</li> <li>- to acquire a sufficient level of legal awareness;</li> <li>- be able to assess the facts and phenomena of professional activity from an ethical point of view;</li> <li>- apply moral rules and norms of behavior in specific life situations</li> </ul>
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"> <li>- to list the basic terms in the field of ecology and environmental management;</li> <li>- to describe current global and regional environmental problems and ways to solve them;</li> <li>- to explain the causal relationships between phenomena occurring in nature and society;</li> <li>- to apply methods for the implementation of low-waste industries and assess the environmental performance of economic activity.</li> </ul>



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"> <li>- to memorize the main legislative acts on industrial safety, labor protection, environmental protection and civil protection;</li> <li>- to apply the acquired knowledge to solve issues of safety and reliability of operation of machines and equipment;</li> <li>- to evaluate machinery and process equipment in terms of exposure to abnormal situations.</li> </ul>
MC10	Introduction to Economics	Be competent to analyze and perceive information in accordance with the basic knowledge of Economics; use the basics of economic knowledge in various fields of activity; able to apply the acquired knowledge in solving situational and practical problems.	<ul style="list-style-type: none"> <li>- to determine 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 leading schools and areas of economic science;</li> <li>- to memorize economic terms and categories and use them in your educational activities;</li> <li>- to describe the main events of the world and domestic economic history, the course of ongoing reforms in the light of the implementation Of the strategy "Kazakhstan-2050", development trends in the field of modern business;</li> <li>- to classify the behavior of market agents in various types of market structures;</li> <li>- to illustrate the effectiveness of macroeconomic policies in various countries;</li> <li>- to contrast economic ideas, theories, schools, directions of economic thought;</li> <li>- to argue their own views on modern macroeconomic phenomena;</li> <li>- to evaluate the results of ongoing economic reforms in Kazakhstan.</li> </ul>
MC11	Economic Analysis and Financial Literacy	Analyze and interpret financial, accounting and other information contained in the statements of enterprises of various forms of ownership, organizations, departments and make informed investment, credit and financial decisions.	<ul style="list-style-type: none"> <li>- to remember the general principles of techniques, methods of collection, processing and analysis of statistical data;</li> <li>- to reproduce the information processing algorithm for various applications;</li> <li>- to be able to formulate programs and budget activities;</li> </ul>

			<ul style="list-style-type: none"> <li>- to model and make constructive decisions in the activities of agricultural enterprises;</li> <li>- to explain the basics of accounting and auditing, financial and managerial accounting, computer accounting programs;</li> <li>- to give examples of the functioning and regulation of the financial market;</li> <li>- to distinguish features of financial accounting in organizations, its information base and financial reporting standards;</li> <li>- to apply skills in tax legislation, professional knowledge in the field of taxation and tax policy of the state as a whole, special terminology;</li> <li>- to use the 1C:Accounting program for the operational solution of accounting problems;</li> <li>- to evaluate the activities of financial intermediaries, professional participants in financial markets.</li> </ul>
MC12	Modern Management and Marketing	Assess the competitiveness of the enterprise to build pricing policies. Determine the economic efficiency of marketing decisions.	<ul style="list-style-type: none"> <li>- to create business presentations;</li> <li>- to correlate the actions and behavior of a person acting in the field of management and the functioning of the organization as an “aggregate manager” in relation to his internal and external environment in relation to universal and professional ethical requirements;</li> <li>- choose marketing communications of the company, develop media service;</li> <li>- to apply the skills of analysis and forecasting the movement of material flows;</li> <li>- to interpret the current state and development trends of the international economy;</li> <li>- to practice the analysis of foreign economic activity of the enterprise of its effectiveness;</li> <li>- to compare the competitive advantages of the company;</li> <li>- to argue and justify the pricing policy of enterprises of different ownership forms;</li> <li>- to support the use of various resources of the agricultural sector in the production of competitive agricultural products.</li> </ul>

MC13	Business Management	The ability to perform the calculations necessary for drawing up economic sections of the plans, justify them and present the results of work in accordance with the standards adopted by the organization.	<ul style="list-style-type: none"> <li>- to define written research forms;</li> <li>- to rephrase academic texts and conduct business correspondence;</li> <li>- to explain the economic mechanism of the functioning of firms;</li> <li>- to apply tools and methods of production management in order to increase the competitiveness of the enterprise;</li> <li>- to evaluate the effectiveness of new high-tech technologies, the use of technological forecasting methods.</li> </ul>
MC14	Administrative Management	The ability to make a forecast of the main socio-economic indicators of the enterprise, industry, region and economy as a whole.	<ul style="list-style-type: none"> <li>- to list the goals and methods of state regulation of the economy, the role of the public sector in the economy;</li> <li>- to describe the current economic policy of Kazakhstan;</li> <li>- to describe the problems in the field of state regulation of the economy and social policy of the state;</li> <li>- to apply SWOT analysis for the successful implementation of management decisions;</li> <li>- to characterize agricultural markets and the state of agricultural producers;</li> <li>- to distinguish between the management system of operations of production, innovation, financial, social and other spheres of activity of agricultural enterprises;</li> <li>- to develop long-term and current plans of the enterprise and its divisions;</li> <li>- to develop corporate strategies, plan and implement activities aimed at their implementation.</li> </ul>
MC15	Business and Economics	Develop managerial competencies, apply the basic theories of motivation, leadership and power to the analysis of practical managerial situations and the development of managerial decisions. The ability to use quality management techniques, organize and conduct marketing research; draw up business plans and investment projects.	<ul style="list-style-type: none"> <li>- to determine the positioning of the brand of Kazakhstan in the agricultural market;</li> <li>- to remember the essence and content of planning in a market economy;</li> <li>- to describe the current state of agribusiness in Kazakhstan;</li> <li>- to discuss stereotypes of behavior of company employees;</li> <li>- to distinguish between technologies for negotiations, conferences, corporate events and business receptions;</li> <li>- to apply the skills of developing a model for implementing a quality management system in accordance with international standards ISO 9000: 2000;</li> <li>- to apply the ability to initiative and entrepreneurship;</li> </ul>

			<ul style="list-style-type: none"> <li>- to solve the problems of forecasting and cost planning;</li> <li>- to use modern methodological, regulatory and other legal documents regulating planning;</li> <li>- practice active business vocabulary;</li> <li>- to illustrate the features of the emergence, implementation and protection of the rights of individual entrepreneurs and legal entities;</li> <li>- to distinguish between state regulation of certain types of entrepreneurial activity in the Republic of Kazakhstan;</li> <li>- to evaluate the economic and social conditions for entrepreneurial activities;</li> <li>- to assess the need for resources and plan their use in solving problems in professional activities;</li> <li>- to defend their point of view in developing a creative concept for an advertising product;</li> <li>- to create a scientific and applied apparatus for business planning and long-term business modeling for the near and long term, taking into account the numerous and constantly changing conditions of the external and internal environment;</li> <li>- to develop and implement requirements for positions, criteria for the selection and placement of personnel;</li> <li>- to develop business plans for the creation and development of new organizations;</li> <li>- to develop systems of motivation and incentives for staff, including remuneration.</li> </ul>
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MC16	Digital Transformation of Economics and Management	The ability to form a stable theoretical and practical knowledge of the principles of management in the conditions of transformation and digitalization of the agricultural economy and business; mechanisms of functioning of firms and enterprises of various organizational and legal forms, which are an integral part of his professional education, which will allow more effective decision-making in the implementation of entrepreneurial activities in agribusiness.	<ul style="list-style-type: none"> <li>- to identify issues of digitalization of the agricultural economy and the organization of agribusiness and assess its effectiveness;</li> <li>- to classify the factors that determine the innovative climate and investment potential of modern business entities;</li> <li>- to apply risk management mechanisms to increase the anti-crisis stability of the enterprise;</li> <li>- to use the knowledge gained in the digital economy in the activities of agricultural organizations;</li> <li>- to assess economic risk in the face of uncertainty;</li> <li>- to evaluate the investment activity of the organization;</li> <li>- to defend their point of view in substantiating the necessity of involving the company in electronic business;</li> <li>- to develop an economic strategy for the development of agricultural enterprises based on an analysis of the results of the enterprise.</li> </ul>
MC17	Economic and Management in AIC	Apply knowledge to assess the real macroeconomic situation in the country and determine the path of economic growth.	<ul style="list-style-type: none"> <li>- to identify the main problems of the regional economy, ways and methods of solving them;</li> <li>- to remember the basics of territorial management, the structure and organizational forms of activity of local representative bodies in the Republic of Kazakhstan;</li> <li>- to correlate the patterns of distribution of productive forces and the development of regions;</li> <li>- to describe the development trends of the processes of cooperation and integration in the agricultural sector;</li> <li>- to explain the theoretical foundations of the science of innovation, the state and trends of development of innovative activity in various countries and in Kazakhstan;</li> <li>- to choose non-standard and alternative solutions, be able to generate new ideas;</li> <li>- apply copyright innovative ideas;</li> <li>- to interpret the methodology and principles of strategic management of the organization;</li> <li>- to develop management decisions in the field of state and municipal management,</li> </ul>

			taking into account the strategic priorities of socio-economic development, as well as the development and functioning strategy of the company, based on business opportunities.
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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)
<b>General education subjects cycle / Core component</b>				
1	Modern History of Kazakhstan	The discipline is designed to form historical consciousness among undergraduate students, based on the knowledge gained in studying the modern history of Kazakhstan. The concept of the 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 on the territory of 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 civic position. Creation of an ideological and spiritual basis for the consolidation of a multi-ethnic and multi-confessional Kazakhstani society	5	MC1
2	Philosophy	The course is aimed at forming students' ideas about philosophy as a special form of understanding the world, about its main sections, problems and methods, as well as skills of introspection and moral self-regulation, the development of scientific research abilities and the formation of intellectual and creative potential. Particular attention is paid to the problems of preserving 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 aggregate of its components: - speech competence –the development of communicative skills in the four main types of speech activity; - language competence –the mastery of new language means (phonetic, spelling, lexical, grammatical; - sociocultural competence –the formation of the ability to represent one's 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 designed to develop the learner's linguistic personality, capable of carrying out cognitive and communicative activities in Russian 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 the types of speech activity in accordance with level training.	10	MC3
5	Information and Communication Technologies (in English)	The discipline is designed to build the ability to critically evaluate and analyze processes, methods for searching, storing and processing information, methods for collecting and transmitting information through digital technologies. Learning by students the conceptual foundations of the architecture of computer systems, operating systems and networks. The formation of knowledge about the concepts of network and web application development, information security tools.	5	MC4
6	<b>Social and political knowledge module (Social Studies, Political Studies, Cultural Studies, Psychology)</b>			
	Social Studies	Discipline studies society, revealing the internal mechanisms of its structure and the 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	MC5
	Political Studies	The science of politics is an integral subject of modern higher education, helping the young generation analyze and understand socio-political processes and build their own model of political behavior. The purpose of political science is to introduce the individual to socio-political activity, to form an active life position on the development of civil society.	2	MC5
	Cultural Studies	Teachings about culture, its history, essence, laws of functioning and development, which can be found in the works of scientists who represent various ways of understanding the phenomenon of culture. In addition, the cultural Sciences study the system of cultural institutions through which the upbringing and education of a person is carried out and which produce, store and transmit cultural information.	2	MC5

	Psychology	Psychology is a science that aims to study the mechanisms of functioning of the human psyche. It examines the patterns of behavior of people in various situations, resulting in thoughts, feelings and experiences. Psychology is what helps us to better understand ourselves, to understand our problems and their causes, to realize our weaknesses and strengths. Its study will contribute to the development in man of moral character and ethics.	2	MC5
7	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
<b>General education subjects cycle / Optional Component</b>				
8	Law and Anti-corruption Culture	The course will allow you to learn the concepts and content of law and professional ethics in management activities, possible ways to resolve moral conflict situations in professional activities. During the training course, students will get acquainted with such concepts as anti-corruption consciousness and anti-corruption culture, acquire knowledge about corruption as a phenomenon of modern reality and its historical roots.	5	MC7, LO1
	Ecology	The discipline program is built in accordance with a set of cognitive-orientational tasks, focusing on the key issues of modern ecology within its main sections. The curriculum suggests focusing on the main environmental issues: ideas about the relationship of organisms with the environment, populations, natural communities, ecosystems, the processes that occur in them and the laws associated with them, the biosphere and global processes that occur in it, the main problems of environmental protection and rational nature management, contemporary global environmental issues.		MC8, LO1
	Life Safety	The discipline is aimed at fostering safe thinking, a safe type of person and gaining knowledge about dangerous and emergency situations of natural, man-made and social origin; organization of the protection of the population and territories; legal regulatory, technical and organizational foundations of life safety.		MC7, LO1

<b>Core Subjects Cycle / University Component</b>				
9	Economic theory	This is the science of the basics of the economic life of society. In its most general form, it is a form of scientific knowledge, a set of provisions and conclusions that reflect one or another aspect of economic activity. Like other sciences, the principles of economics studies objective laws that reflect the essence of economic phenomena, their cause-and-effect relationships, determine the directions of development of various spheres of the economy. The more deeply people understand the nature of economic laws, the more effectively they can use them in the sphere of production, distribution, exchange, and consumption of material goods.	5	MC10, LO2
10	Microeconomics	The science of rational decision making with limited resources. The course program examines the laws and patterns of behavior of the two main market agents - households and firms. We study the specifics of the behavior of the company in various market structures: perfect competition, monopoly, oligopoly and monopolistic competition, as well as market features of various types of economic resources: labor, land and capital.	6	MC10, LO2
11	Macroeconomics	A branch of economic science that studies the behavior of the economy as a whole in terms of ensuring conditions for sustainable economic growth, full employment of resources and minimizing inflation.	5	MC10, LO2
12	Statistics	The content of the discipline covers a range of issues related to statistical methods of analysis and research of a wide range of socio-economic phenomena and processes that occur in organizations, enterprises, firms and in sectors of the national economy.	5	MC11, LO3
13	Finance	The course "Finance" is a theoretical discipline setting forth the theory of finance. This is one of the basic courses in training specialists in the field of finance. The ultimate goal of studying the discipline is the formation of future specialists solid theoretical knowledge and practical skills in financial activities.	4	MC11, LO3
14	Accounting	The course program considers theoretical material from the perspective of the modern accounting concept based on the approved Kazakhstani standards as a methodological analysis of procedures for calculating financial results.	4	MC11, LO3

15	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, LO4, LO5
16	Economics of Enterprise	The questions of the formation of material and financial resources, the organization of production and marketing of products, the development of innovative and investment activities, the improvement of product quality and financial results of the enterprise are investigated.	5	MC13, LO2
<b>Core Subjects Cycle / Optional Component</b>				
17	History of Economic Teachings	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
	Economy of Kazakhstan	The content of the discipline contributes to the formation of a systematic understanding of the current economic condition of Kazakhstan and provides a range 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.		MC10, LO2
18	Econometrics	“Econometrics” as a science is a synthesis of the achievements of economic theory, mathematics and statistics, therefore, its study is conducted in parallel with other fundamental economic and mathematical disciplines, which allows you to activate the development of econometric methods in relation to the analysis of economic processes and solving economic problems.	5	MC11, LO2
	Mathematics in Economics	Mathematical education should be considered as the most important component in the system of fundamental training of a modern economist. Mathematics is not only a powerful tool for solving applied problems and the universal language of science, but also an element of the general culture. Therefore, the objective of this course is not only the communication of a known stock of information (definitions, theorems, their evidence, the relationship between them, methods for solving problems) and training in their use.		MC11, LO3, LO5

19	Marketing	The course contributes to the formation of a holistic understanding 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	MC12, LO3, LO5
	Logistics	Logistics as a scientific discipline explores the general properties, laws and patterns of creating logistics systems. The content of logistics as a science is the establishment of causal relationships and patterns inherent in the process of product distribution, in order to identify and put into practice effective organizational forms and methods of managing material and information flows.		MC12, LO3, LO5
20	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	MC13, LO4, LO5
	Business Ethics	The course covers: the concept and essence of business ethics, principles of business ethics, social responsibility, ethics of corporate relations, culture of negotiations with business partners, image and etiquette in business life, moral standards of the organization and ethical dilemmas of decision-making by a manager, etiquette and business protocol. The main attention is paid to written forms, where the goal is to form students' ideas about written forms of research and the skills of writing academic texts.		MC13, LO4, LO5
21	International Economics	The subject of study of the discipline is the sphere of interaction of economic entities of different nationalities in the field of international exchange of goods and services, capital, labor and technology. The most important problems considered in this discipline are the impact on the economic development of the country as a whole and of individual economic entities of international economic relations, the development of effective external economic policies of states, and coordination between them in the framework of interstate and intergovernmental agreements.	5	MC12, LO4, LO5, LO6

	World Economy	The purpose of teaching the discipline "World Economy" is: the formation of students' theoretical knowledge about the world economy, the economic relations existing within it, the mechanisms of functioning, principles, forms and methods of the state's foreign economic policy, the laws of the development of international economic relations and practical skills in analyzing complex phenomena in world economic relations in the context of the globalization of the world economy, to prepare the student for research in this field.		MC12, LO4, LO5, LO6
22	Taxes and Taxation	The course program addresses issues of tax theory and theoretical aspects of building a tax system; reveals the economic content, functions and principles of taxes, the historical stages of the formation and development of taxes and the tax system of the Republic of Kazakhstan, the basic concepts of tax reforms in the country.	5	MC11, LO5, LO6
	Tax Accounting	The discipline is designed to form theoretical knowledge and practical skills on the methodology of tax accounting and reporting, based on the requests of external and internal users, using it as an information base for substantiating management decisions of the financial nature of business entities in modern business conditions.		MC11, LO5, LO6
23	Pricing	The study of this course contributes to the formation of a set of competencies in students in the field of pricing theory, techniques for calculating various types of prices; development of economic thinking and the development of independent effective price decisions.	5	MC12, LO3, LO5
	Enterprise Competitiveness	In the framework of this discipline, the following concepts are studied: market and its structure, market segment, market niche, market conditions, competition, methods for measuring market concentration, competitiveness of goods and enterprises, methods for determining the level of competitiveness, internal and external factors of competitiveness.		MC12, LO3, LO5
24	State regulation of the Economy	The theory of state regulation of the economy, the system of government bodies, financial, industrial, social, foreign economic and regional policies of the state are studied. The content of the discipline contributes to the formation of professional competencies in the field of state regulation of the economy and to obtain the expected results in the system of qualification requirements of the specialty.	5	MC14, LO7, LO8, LO9

	Remuneration of labor at enterprises	Mastering by students of theoretical knowledge in the field of management of economic activity of the organization and remuneration of personnel, acquiring the skills to apply this knowledge in conditions that model professional activity, and the formation of professional competencies that allow making effective management decisions.		MC14, LO7, LO8, LO9
25	Production Management	Production management covers a wide range of tasks in the field of production - from the planning of production processes to the promotion of finished products (services) in the market and the implementation of service functions. The main goal of production management is to develop and apply methods and tools in the design and operation of efficient production and service systems to provide consumers with quality products and services.	5	MC13, LO3, LO5, LO6
	Performance Management	The discipline is designed to form a set of knowledge and practical skills for students about management as management based on performance criteria. As a result of mastering the discipline, the student is able to demonstrate an understanding of the role of productivity in management, factors and technologies for improving the organization's productivity, areas and reserves of productivity growth; formulate the strategy and goals of performance management; make decisions aimed at improving productivity, design modern performance management systems.		MC13, LO3, LO5, LO6
26	1C Accounting	The discipline is designed to form practical training competencies for students in the basics of working with the program of automated accounting "1C Accounting".	5	MC11, LO3, LO6
	Financial Markets and Intermediaries	The course is aimed at creating a system of knowledge and competencies in the field of functioning and regulation of the financial market, the role of financial intermediaries. Particular attention is paid to the structure, tools and mechanism of the modern financial market, the foreign exchange and credit markets, the securities market, the insurance market, attracting capital to the economy and the redistribution of financial resources.		MC11, LO2, LO5
27	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.	5	MC14, LO7, LO8, LO9, LO10



	Industry Economics	Industry Economics as a training course examines the patterns of development of the branches of material production in the conditions of various market structures, efficiency and prospects for their development.		MC14, LO8, LO9
28	Investment Management	The discipline studies theoretical and practical experience and scientific knowledge about the functions and methods of investment management, investment processes at the micro and macro levels.	5	MC14, LO3, LO5, LO10
	Business Valuation	The purpose of studying the discipline is to obtain and consolidate students' knowledge in the field of theory and practice of valuation activities, while special attention is paid to the assessment of enterprises as separate property complexes that can generate income. Theoretical knowledge and practical skills in the field of entrepreneurship assessment are necessary when solving urgent issues of restructuring (creating a new business line, changing the organizational structure of the enterprise), business reorganization (buying and selling, mergers, separations, mergers, acquisitions), and organizing evaluation work, as well as justifying production and commercial, investment and financial decisions from the standpoint of changes in the market capitalization of the enterprise.		MC14, LO3, LO5, LO10
29	Organizational Behavior	Organizational behavior is a basic scientific discipline about the causes and factors of people's behavior in an organization; the field of scientific research in which the theory, methods and principles of various disciplines are used, with the aim of studying individual ideas, values, actions when working in groups and in the whole organization.	5	MC12, LO4, LO5
	Human Resource Management	The purpose of studying the discipline "Human Resource Management" is to form a set of students' knowledge on the scientific foundations and practical methods of human resource management. The knowledge and skills acquired during the study of the discipline can be useful to a student when performing a thesis, as well as when solving real practical problems.		MC12, LO4

Major Subjects Cycle / University Component				
30	HR Management	Personnel management as a discipline is a system that includes the basics of management theory and organization theory, the theory of personnel management and the study of methods, technologies and models of personnel management practices in organizations. In the course of the study of the discipline, issues of human resource management, problems of adaptation, motivation and personnel assessment are considered. personnel policy of the organization.	6	MC15, LO4, LO5, LO6, LO10
31	Organization of Agribusiness	The discipline is designed to form a systematic, holistic view of the technology of organizing entrepreneurial activity among students, the development of knowledge necessary for organizing business in the modern economy, the objectives of the discipline: to study the legislative framework for organizing agribusiness; principles and stages of creating your own business; examine entrepreneurial risks; to understand the most important aspects of state regulation of agribusiness.	6	MC15, LO4, LO5, LO6, LO10, LO11
Major Subjects Cycle / Optional Component				
32	Quality Management	The discipline is designed to teach students the principles of building quality management systems of organizations based on the provisions of national and international standards ISO 9000 series, as well as the strategy of total quality management (Total Quality Management - TQM), developed in international and domestic practice.	5	MC15, LO5, LO7
	Cost Management	The course is aimed at the formation of theoretical knowledge and practical skills in managing the costs and results of the enterprise, the use of accounting information for managerial decisions, the preparation and presentation of complete information to managers in order to manage the costs and results of the enterprise.		MC15, LO5, LO7
33	Entrepreneurship	The course is aimed at the formation of practical skills for entrepreneurial activity based on the study of the theory and practice of entrepreneurship as a system of economic, organizational and legal relations of entrepreneurial structures.	5	MC15, LO4, LO5, LO6, LO10, LO11

	Business Planning	This course includes theoretical aspects of modern business planning and practical recommendations on the methodology for compiling various types of business plans, as well as separate sections of both standard and special business plans (drawn up for specific purposes), investors' requirements for developing business plans; study of basic system software products for business planning.		MC15, LO4, LO5, LO6, LO10, LO11
34	Risk Assessment and Analysis	The study of the discipline provides for such goals as the formation of the ability to identify and assess specific risks, analyze the results, model and predict the development of situations, on the basis of which to choose recommendations for effective risk management measures. The ultimate goal is to form a system of theoretical knowledge and practical skills for identifying, evaluating, analyzing and managing risks in a modern organization.	5	MC16, LO3, LO6, LO9
	Anti-crisis management	During the course, students will get acquainted with some decision-making tools in economic systems under conditions of stochastic risk and uncertainty; with the basics of working with fuzzy data and under conditions of non-stochastic uncertainty (the theory of opportunities, the theory of evidence, etc.) in relation to the problems of economic data analysis and decision-making.		MC16, LO3, LO6, LO9
35	Regional Economy and Management	The course under study analyzes the main problems of the regional economy, the ways and methods of solving them in modern economic conditions, the features of the combined economic potentials of the country's regional economic systems, the types of regional reproduction of the population, and regional labor markets. Of great importance in the course is given to the problems of state regulation and forecasting of the regional economy in modern economic conditions.	5	MC17, LO5, LO7, LO8, LO9
	Municipal administration	The discipline is intended for the formation of theoretical knowledge and practical skills in the field of professional management of socio-economic processes at the local level.		MC17, LO5, LO7, LO8, LO9
36	Development of Management Decisions	Discipline studies methods to ensure the quality of management decisions in the face of uncertainty of the external and internal environment; factors (economic laws, scientific approaches, etc.) affecting the effectiveness of a managerial decision as the main condition for achieving its competitiveness; methods of analysis, forecasting, optimization and economic feasibility of management decisions within the management system.	5	MC16, LO5, LO7, LO10

	Corporate Management	<p>The discipline is designed to form a system of knowledge among students about the goals, strategies, functions and methods of corporate governance in Kazakhstan and abroad, as well as skills to solve practical problems of corporate governance. tasks:</p> <ul style="list-style-type: none"> <li>- study of the theoretical and practical foundations of the management of joint-stock companies;</li> <li>- the study of the main corporate governance models known worldwide. As part of the discipline, the theoretical and methodological foundations of evaluating and analyzing the system of relationships between company managers and their owners are studied.</li> </ul>		MC16, LO5, LO7, LO10
37	Digital economy	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 agribusiness platform as an important component of the modern digital economy is justified in order to radically increase the efficiency of agricultural and agro-industrial enterprises through the widespread introduction of new digital, including end-to-end, technologies and innovative business models of market interaction of these enterprises based on the platform as a service model into production processes.	5	MC16, PO3, PO7, PO8, PO10
	E-Business Management	The discipline is designed to form students' theoretical ideas and practical skills on the functioning of electronic enterprises. 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, electronic business and electronic commerce, the work of provider firms and Internet companies, Internet marketing. E-Business and e-commerce: basic concepts, models and fundamental differences. Website Processing Features of electronic business management. The electronic market and interaction models of its participants.		MC16, LO3, LO7, LO10, LO11
38	Agricultural Management	The course introduces students to the fundamental principles of managing organizational systems in the agricultural sector; 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 fields of activity of agricultural enterprises.	5	MC17, LO4, LO5, LO7, LO9

	Innovation Management	The discipline is designed to build theoretical knowledge among students in the field of the economics of innovation and students to master practical skills in solving problems in organizing and managing the processes of creating and commercializing industrial innovations. The course includes the study and analysis of the following issues: classification of innovations; analysis of sources and mechanisms of financing innovative activities; problems of managing innovative business; the formation of the product strategy of companies; assessment of the effectiveness of innovation; methods of commercialization of scientific and technological developments; innovation marketing; innovation project management		MC17, LO3, LO5, LO9
39	Strategic Management	The discipline is designed to form students' knowledge of the theoretical and methodological foundations of strategic management, to develop practical skills in making strategic decisions, in the face of incomplete information and constant changes in the external environment, the ability to find alternative options in the face of uncertainty.	5	MC17, LO3, LO4, LO5, LO10, LO11
	Strategic Planning	The proposed course discusses the organization of strategic planning in the enterprise, outlines the content and methods of strategic planning, approaches to the development of strategic alternatives and strategy selection.		MC17, LO3, LO4, LO5, LO10, LO11

**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 hours	Military training	Exam	Difcredit
		CC	UC	OC	Theoretical classes	Training Practice	Productional Practice	Pregraduation practice	Final assessment	Total				
I	1	4	1	1	30	-	-	-	-	30	900		6	
	2	4	2	1	28	2	-	-	-	30	900		7	1
II	3	1	3	3	30	-	-	-	-	30	900		7	
	4	3	3	1	25	-	5	-	-	30	900		7	1
III	5	-	1	5	30	-	-	-	-	30	900		6	
	6	-	1	5	25	-	5	-	-	30	900		6	1
IV	7	-	1	5	25	-	5	-	-	30	900		6	1
	8	-	2	2	15	-	-	5	12	32	960		4	1
Total		12	14	23	208	2	15	5	12	242	7260	588	44	5

*Annex 2*

**Practice bases**

#	Name of companies, enterprises, organizations	Contacts Tel, e-mail
1	LLC "KRIAE AIC and RTD"	Almaty, Satpayev str., 30b +7(727)2453599 kazniiapk@mail.ru