



EUROPEAN PROGRAMME
FOR COOPERATION IN
HIGHER EDUCATION

ERASMUS+



University of Economics – Varna

INFORMATION PACKAGE

2015-2016



University of Economics – Varna

EUROPEAN PROGRAMME for
COOPERATION IN HIGHER
EDUCATION – ERASMUS+

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THE INFORMATION PACKAGE OF UNIVERSITY OF ECONOMICS – VARNA for the academic year 2015–2016 has been published within the framework of a financial grant through Institutional Agreement No 2014-1-BG01-KA103-000044 of the 2014/2015 Erasmus+ Programme.

The Academic Governing Body of University of Economics – Varna would like to extend its gratitude to the European Commission, the Technical Office of the Erasmus Programme in Brussels and the National Erasmus+ Agency – Sofia for the financial support, without which it would be impossible for this Information Package to be published.

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© Editor: Prof. Dr. Ec. Sc. Dimitur Radilov
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ISSN 2367-7341

www.stenobooks.com



ERASMUS CHARTER FOR HIGHER EDUCATION 2014-2020

The European Commission hereby awards this Charter to:

UNIVERSITY OF ECONOMICS - VARNA

The Institution undertakes to respect the following principles:

- Respect in full the principles of non-discrimination set out in the Programme and ensure equal access and opportunities to mobile participants from all backgrounds.
- Ensure full recognition for satisfactorily completed activities of study mobility and, where possible, traineeships in terms of credits awarded (ECTS or compatible system). Ensure the inclusion of satisfactorily completed study and / or traineeship mobility activities in the final record of student achievements (Diploma Supplement or equivalent).
- Charge no fees, in the case of credit mobility, to incoming mobile students for tuition, registration, examinations or access to laboratory and library facilities.

The Institution further undertakes to:

- When Participating in Mobility Activities - Before Mobility

- Publish and regularly update the course catalogue on the website of the Institution well in advance of the mobility periods, so as to be transparent to all parties and allow mobile students to make well-informed choices about the courses they will follow.
- Carry out mobility only within the framework of prior agreements between institutions. These agreements establish the respective roles and responsibilities of the different parties, as well as their commitment to shared quality criteria in the selection, preparation, reception and integration of mobile participants.
- Ensure that outgoing mobile participants are well prepared for the mobility, including having attained the necessary level of linguistic proficiency.
- Ensure that student and staff mobility for education or training purposes is based on a learning agreement for students and a mobility agreement for staff validated in advance between the home and host institutions or enterprises and the mobile participants.
- Provide assistance related to obtaining visas, when required, for incoming and outgoing mobile participants.
- Provide assistance related to obtaining insurance, when required, for incoming and outgoing mobile participants.
- Provide guidance to incoming mobile participants in finding accommodation.

During Mobility

- Ensure equal academic treatment and services for home students and staff and incoming mobile participants.
- Integrate incoming mobile participants into the Institution's everyday life.
- Have in place appropriate mentoring and support arrangements for mobile participants.
- Provide appropriate linguistic support to incoming mobile participants.

After Mobility

- Accept all activities indicated in the learning agreement as counting towards the degree, provided these have been satisfactorily completed by the mobile students.
- Provide incoming mobile participants and their home institutions with transcripts containing a full, accurate and timely record of their achievements at the end of their mobility period.
- Support the reintegration of mobile participants and give them the opportunity, upon return, to build on their experiences for the benefit of the institution and their peers.
- Ensure that staff are given recognition for their teaching and training activities undertaken during the mobility period, based on a mobility agreement.

- When Participating in European and International Cooperation Projects -

- Ensure that cooperation leads to sustainable and balanced outcomes for all partners.
- Provide relevant support to staff and students participating in these activities.
- Exploit the results of the projects in a way that will maximise their impact on individuals and participating institutions and encourage peer learning with the wider academic community.

- For the Purposes of Visibility -

- Display this Charter and the related Erasmus Policy Statement prominently on the Institution's website.
- Promote consistently activities supported by the Programme, along with their results.

On behalf of the Institution, I recognise that implementation of the Charter will be monitored and that violation of any of the above principles and commitments may lead to its withdrawal by the European Commission.

-signed-

PLAMEN ILIEV
Legal representative
BG VARNAD4



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A MESSAGE FROM THE RECTOR



Dear students,

You are about to make one of the most significant and important steps in your life. It is significant and important since it constitutes a choice not only of a roadway, but also of direction – towards education and spiritual values which will be a secure and reliable basis for your professional and personal development as well as for your career. For centuries on end education has been one of the most secure investments in the future for Bulgarians.

We offer modern education in line with global standards, the sound basis of the former lying in the achievements of human civilization and the academic tradition endorsed by generations of lecturers and students of economics for 95 years. We have chosen our motto „With academic traditions into the future” on purpose. Having been created as the second University and the first pillar of academic economic thought in Bulgaria, our University is a joyful territory of academic freedom, in which you will not only reconsider and give meaning to the world, but also arrive at your identity and get to know yourself better. Also, we are constantly striving to provide the best possible conditions for the free movement of students from various Universities and countries by way of the credit accumulation and transfer system.

I congratulate you on the interest you have shown in our University and I sincerely wish you would join the academic community here by contributing your youthful impulse towards knowledge and creative free will!

May 2015, Varna
Prof. Dr. Plamen Iliev,
Rector

PREFACE

The first information package of University of Economics – Varna has been published for the Academic Year 2000–2001 with the financial support and kind assistance of the Tempus Phare Joint European project JEP 12126-97 – University Management for Socrates. Institutions that were involved in the project from Bulgaria: Sofia University „St. Kliment Ohridski“, University of Agriculture Plovdiv, University of Rousse, Medical University Sofia and University of Economics – Varna. From the European Union countries there were following institutions involved: College of Europe Brugge (Belgium), University of Antwerp (Belgium), University of Bonn (Germany), University of Bristol (United Kingdom), University of Rennes (France) and Laboratoire Internationale des Sciences de L'Environnement Grenoble (France).

The purpose of University of Economics – Varna's Information Package is to provide information on the tuition and stay of visiting students from other Universities – Institutional Partners with whom we have signed bilateral agreements within the European Union (EU) Programme for Cooperation in the field of Higher Education – Erasmus+.

This information will be useful to applicants, doctoral students and University lecturers, who have chosen University of Economics – Varna for their studies and work, and will facilitate the international recognition of their achievements.

Part One provides general information on University of Economics – Varna as regards its History, Mission, Organizational structure, International cooperation and Enrolment.

In part Two you will find practical information on Republic of Bulgaria, the town of Varna as well as details on arrival, transport, accommodation, catering, tuition and leisure time, also our Incoming Students shared their experience about their stay in our University.

Part Three provides information on the specially designed programme for incoming Erasmus+ students for the academic year 2015/2016 at the University of Economics – Varna.

At the end part Four provides information on the Bachelor degree programmes and curricula for Incoming Erasmus Students at the University of Economics – Varna.

May 2015, Varna

Prof. Dr. Ec. Sc. Dimitur Radilov

Institutional Coordinator for the Erasmus+ Programme





What is the University of Economics – Varna? Short History, Mission and Goals of Education

The University of Economics – Varna (UE – Varna) is one of the oldest institutions of higher education in economics on the Balkan Peninsula with a 95-year-long history. The University was established in 1920 by the Chamber of Commerce and Industry in Varna and has adhered to its mission ever since – to develop the science of economics, to train the specialists needed for the prosperity of business in the region and the country as a whole.

Since then more than 85,000 Bulgarian and foreign students have graduated the University and received higher education diplomas in economics. Today there are over 13,000 Bulgarian and international students at the University. Their training is provided by some 290 staff – doctoral degree holders, professors, associate professors and assistant professors. The University consists of a College of Tourism, 4 faculties and 20 departments which offers a range of 24 accredited majors in four professional divisions: Economics, Administration and Management, Tourism, IT and Computer Sciences. The master's degree offers 36 master's degree majors in three types of studies: full-time, part-time and distance learning. The College of Tourism offers training for a professional bachelor's degree in tourism in four majors.

The University is a reliable partner and is often sought for cooperation in the realization of international projects in the framework of the EU programme Erasmus+ etc. The participation of UE – Varna in the Erasmus+ programme has given students the opportunity to take one or two semesters at other European Universities, has allowed foreign professors to give lectures to our students here, as well as our staff to lecture at other Universities in Europe.

The UE – Varna follows its mission to provide high quality education and thus promote professional growth and encourage scientific research through flexible training, promoting research on current practical issues, International integration and cooperation.





Key Data on the Institution

Varna University of Economics

77 Knyaz Boris I Blvd.
9002 Varna
Bulgaria
www.ue-varna.bg

Head of Institution

Prof. Dr. Plamen Iliev
Tel. + 359 52 609 565

International Relations Office is responsible for the creation and coordination of the international contacts with other institutions of higher education. It assists foreign students studying in the UE – Varna, and outgoing students for mobility in Partner Universities. The conclusion and the implementation of international agreements, the collection and dissemination of information on international programs, opportunities to study abroad and receive grants, coordination of trainings, vocational trainings and practical mobilities (recruiting candidates, preparation of documents) are some of the main functions of the department.



Vice-rector for International Co-operation and Project Management

Assoc. Prof. Dr. Petya Dankova
Tel: +359 52 643 363
Email: dankova@ue-varna.bg



Erasmus+ Institutional Coordinator

Prof. Dr. Ec. Sc. Dimitur Radilov
Tel./Fax +359 52 830 812
E-mail: d.radilov@gmail.com



**Head of International
Relations Office**

Mrs. Aneliya Georgieva
Room 321,
Tel./Fax +359 52 830 812
E-mail: int_relations@ue-varna.bg



**Programme Administrator
„Erasmus+ Exchange students
– Incoming/Outgoing”**

Mr. George Patrikov
Room 321,
Tel. +359 52 830 812
E-mail: exchange_students@ue-varna.bg



**Programme Administrator
„Erasmus+ Outgoing students”**

Mr. Aleksandar Stoychev
Room 321,
tel: +359 52830 812
E-mail: exchange_students@ue-varna.bg



**Programme Administrator
„Foreign students”**

Mr. Emile Kalinin
Room 321,
tel: +359 52830 812
E-mail: foreign_students@ue-varna.bg



**Programme Administrator
„Foreign students”**

Mr. Daniel Zhelev
Room 321,
Tel: +359 52 830 812
Email: foreign_students@ue-varna.bg



**EVS Volunteer
„Erasmus+ Incoming students”**

Mrs. Francisca Mora Medina
Room 321,
Tel: +359 52 830 812
Email: exchange_students@ue-varna.bg



**EVS Volunteer
„Erasmus+ Incoming students”**

Mrs. Irina Ozerova
Room 321,
Tel: +359 52 830 812
Email: exchange_students@ue-varna.bg

How does the University of Economics work?

1. Academic Calendar 2015 – 2016

A. Lectures, Seminars, Examination Sessions

Winter Semester

Study period	17.09.2015 – 23.12.2015
Holidays	24.12.2015 – 07.01.2016
Exams Period	08.01.2016 – 30.01.2016

Summer Semester

Study Period	22.02.2016 – 31.05.2016
Holidays	31.01.2016 – 21.02.2016
Exams Period	01.06.2016 – 21.06.2016

Holidays

September 6 th	Unification Day
September 22 nd	Independence Day
December 24 th – 26 th	Christmas
January 1 st	New Year's Day
March 3 rd	Liberation Day
March 25 th – 28 th	Easter
May 1 st	Labour Day
May 6 th	Saint George's Day/Army Day
May 24 th	Culture and Literacy Day

B. Practical Studies

Practical Studies After VIth semester

2. Examination

Each semester is followed by an examination period, which starts at the beginning of January and June respectively. Most of the courses offered at UE – Varna include exams. When that is not the case, evaluation is based mostly on classroom tasks, presentations, projects and tests.




















3. Grading System









Table 1: ECTS grading scale vs. UEV grades

ECTS grade	UEV grade	Definition
A	6	Excellent – outstanding performance with only minor errors
B	5	Very good – above average standard but with some errors
C	4	Good – generally sound work with a notable number of errors
D, E	3	Satisfactory – fair but with significant shortcomings
F, FX	2	Fail – considerable further work is required

International Cooperation

UE – Varna has traditionally been open to the exchange of knowledge as well as that of educational and research experience with foreign academic centres. The University maintains international contacts and cooperates with over 86 foreign Universities. It is a party in different projects like Erasmus+, CEEPUS, INTACCT, etc. Following there is a list with the **Partner Universities** under Erasmus+ Programme:

Country	University	Country	University	Country	University
 <i>Latvia</i>	<ul style="list-style-type: none"> University of Latvia 	 <i>Switzerland</i>	<ul style="list-style-type: none"> Universite de Fribourg 	 <i>Norway</i>	<ul style="list-style-type: none"> Hedmark University College
 <i>Austria</i>	<ul style="list-style-type: none"> Alpen-Adria Universitat Klagenfurt 	 <i>Finland</i>	<ul style="list-style-type: none"> Seinajoki University of Applied Sciences 	 <i>Lithuania</i>	<ul style="list-style-type: none"> Vilnius Gediminas Technical University
 <i>Greece</i>	<ul style="list-style-type: none"> Technologhiko Ekpaideftiko Idryma (T.E.I.) Pireia Technological Educational Institute (T.E.I.) of Athens 	 <i>Estonia</i>	<ul style="list-style-type: none"> Estonian Academy of Security Sciences University of Tartu Lääne-Viru College 	 <i>Romania</i>	<ul style="list-style-type: none"> Nicolae Titulescu University Lucian Blaga University of Sibiu
 <i>Croatia</i>	<ul style="list-style-type: none"> Algebra University College for Applied Computer Engineering 	 <i>Netherlands</i>	<ul style="list-style-type: none"> Fontys Internationale Hogeschool Economie (Venlo) 	 <i>Slovakia</i>	<ul style="list-style-type: none"> University Matej Bel University of Economics in Bratislava
 <i>Czech Republic</i>	<ul style="list-style-type: none"> Palacky University of Olomouc Private University College of Economics Studies Ltd. Prague 8 Brno University of Technology Mendel University in Brno Vysoka Skola Polytechnicka Jihlava University of Defence Czech University of Life Sciences Prague 	 <i>Germany</i>	<ul style="list-style-type: none"> University of Bayreuth Technische Universitaet Chemnitz Albert-Ludwigs-Universitaet Freiburg Hochschule Niederrhein Fachhochschule Ludwigshafen Hochschule Mitweida Fachhochschule Bonn-Rhein-Sieg Hochschule Wismar Fachhochschule Worms International Graduate School Zittau ISM International School of Management GmbH Technische Hochschule Ingolstadt Hochschule Anhalt 	 <i>Turkey</i>	<ul style="list-style-type: none"> Yasar University Halic University Tristanbuos – Marmara Universitesi Uludag Universitesi Kastamonu Universitesi Karabuk University Maltepe University Gumushane University Trakya University Nisantasi University
 <i>Portugal</i>	<ul style="list-style-type: none"> Instituto Politecnico do Cavado e do Ave University of Coimbra Instituto Politecnico de Coimbra ISAG – Instituto Superior de Administracao e Gestao 			 <i>Spain</i>	<ul style="list-style-type: none"> Escola Universitaria Formatic Barna University of Deusto Universitat de Lleida University of Granada

 Hungary <ul style="list-style-type: none"> • University of Miskolc 	 Ireland <ul style="list-style-type: none"> • University of Limerick 	 Sweden <ul style="list-style-type: none"> • Hogskolan Kristianstad
 Belgium <ul style="list-style-type: none"> • Katholieke Universiteit Leuven • Karel de Grote-Hogeschool, Katholieke Hogeschool Antwerpen 	 Slovenia <ul style="list-style-type: none"> • University of Primorska • University of Maribor 	 Poland <ul style="list-style-type: none"> • The President Stanislaw Wojciechowski Higher Vocational State School in Kalisz • The Karol Adamiecki University of Economics in Katowice • Uniwersytet Ekonomiczny w Poznaniu Poznan University of Economics • Radom Academy of Economics • Uniwersytet Szczeciński • Warsaw School of Economics (SGH) • Warsaw School of Economics (SGH) • University of Warsaw • Cracow University of Economics • Lower Silesian University of Entrepreneurship and Technology in Polkowice • University of Applied Sciences in Nysa
 France <ul style="list-style-type: none"> • Universite Paris 13 Nord • Universite Paris Diderot – Paris 7 • Universite d'Orleans (France) • Universite du Litoral Cote d'Opale • Universite de Savoie • Universite d'Aix Marseille • Universite du Maine • Ecole de Management Strasbourg • Montpellier College of Tourism 	 Italy <ul style="list-style-type: none"> • Universita' Degli Studi Di Bari Aldo Moro • Universita' Degli Studi Di Firenze • Universita' Degli Studi Di Foggia • Universita' Degli Studi Roma Tre • Universita' Degli Studi Di Cagliari • Sapienza University of Rome • UET Scuola Universitaria Europea per il Turismo 	



Studying at the University of Economics – Varna

1. How to apply to University of Economics – Varna

Students who would like to start their studies at UE – Varna in the Winter Semester should submit in the online-system their application forms by the 15th of June. Those who would like to study in the Summer Semester should submit their application forms by November 15. The complete set of documents is:

1. Application form,
2. Learning Agreement,
3. Housing application
4. 4 passport format (3.5 x 4.5) photos.

Step-by-step procedure

Step 1: Check possible agreements between your home University and UE – Varna by contacting your international relations office. The person in charge will inform you about the procedures for you to be selected as an exchange student.

Step 2: After passing the selection procedures your home University will nominate you in our online application system at:

**[http://webstudent.ue-varna.bg/client/
?page=login&op=incoming_admin](http://webstudent.ue-varna.bg/client/?page=login&op=incoming_admin)**

Information on the nominated students must be sent by the May 1st for Winter semester and Full Academic year and by the October 1st for Summer semester.

After this step you are supposed to fill out the application form on our online system under the following link:

**[http://webstudent.ue-varna.bg/client/
?page=login&op=incoming_student](http://webstudent.ue-varna.bg/client/?page=login&op=incoming_student)**

Step 3: You will be contacted by a Bulgarian student, who will be your „tutor“. Please keep in touch with him/her: He/she will pick you up from the Varna Airport or Railway station and take you to your place of accommodation as well as explain all the special procedures and rules to you. Generally, your tutor will be assisting you during your whole stay at UE – Varna.

Step 4: In the application form you will choose between two types of accommodation: student hall of residence (dormitory) or private accommodation. If you choose the hall of residence, a place there will be booked and the key will be waiting for you at reception. This is why it is important to notify your host as to the exact date and time of your arrival. For further information, contact the International Relations Office (IRO) at the address given bellow.



2. What to do before arrival?

Get a visa

Visa regulations for tourists are liberal: Bulgaria has agreements with numerous countries for allowing visitors to stay in the country without a visa for up to 90 days. **Exchange students from EU countries are no longer required to obtain a „D” visa prior to their arrival in Bulgaria.**



Get insurance

According to current Bulgarian legislation concerning Health service, foreign citizens on a short-term stay in this country (up to 3 months or one semester) are to pay for the medical services provided to them in full, unless the country they come from is party to a special international agreement, stating otherwise, to which Republic of Bulgaria is also a party (Art. 39, Par. 4).

Foreign students from EU and EEA member states should have the forms E128, E111 or the E-card. The document type depends on the authorized insurance agency of the country of origin.

Students from non-EU member states should obtain the health insurance certificate from the authority responsible for health affairs in their home country. This certificate should contain clear description of the scope of their rights. Students have to obtain

health insurance certificates prior to their arrival in Bulgaria.

Also...

You are advised to bring your ISIC card. The card is recognized in Bulgaria, and can be helpful when purchasing international train tickets, plane tickets or going to museums. With your ISIC card you can sometimes get special discounts at students' disco clubs.

Motor vehicle drivers should possess a valid local or international driver's licence. You need "green card" insurance for your vehicle.

What if ...

- you are a Bulgarian speaker and want to take courses in Bulgarian?
- you have not been selected as an exchange student, your home University does not have an agreement with UE – Varna, or you want to study here longer than for just one exchange period?

In both cases please contact the IRO and we will tell you about all the available options.



3. How to get started at the University of Economics – Varna?

Introduction week

During the first week you will get an in-depth review of the information in this guide and much more. You will learn about studies, accommodation, facilities, tutoring, trips arranged for international students, etc.

Selecting courses

You can find the courses offered in English for the incoming exchange students in this booklet. Having picked up your courses you are given the chance to re-select some courses during the first week of your stay here.



Tutoring

Exchange students can get tutoring during the tutoring hours of those responsible for their programs. Group meetings etc. for exchange students are also possible.

Bulgarian Language Courses

Courses in Bulgarian Language are offered free of charge for our Erasmus+ students at the beginning of each semester. The lecture class hours are 45, while the seminar hours are 30 per semester.



How to apply as a degree student

UE – Varna is open to all students as well as students from Universities with which it does not have exchange agreements. As far as academic requirements are concerned, all students are treated the same way as are exchange students. However, they are required to pay tuition fees. More information is available at <http://ue-varna.bg/en/article.aspx?catid=5889>

Postgraduate students

UE – Varna offers around 35 postgraduate programmes, which are generally taught in Bulgarian.

Doctoral Students

UE – Varna is authorized to grant PhD degrees in Economics, Management Sciences and Informatics. Doctoral courses are conducted by scientific advisors, but only in Bulgarian. Applicants' qualifications must be recognized as equivalent to the Bulgarian Master's degree. More information is available on the university website: <http://ue-varna.bg/en/DeepList.aspx?fd=5886>.

Graduating at UEV

Full-time study programmes leading to Bachelor and Master Degrees are offered in Bulgarian Language, however some courses are available in other languages. Students who want to take up a full-time study programme in Bulgarian, including a final degree are required to have completed their secondary education and must be eligible for University education in their own country. They are also required to enrol in an eight-month introductory course in Bulgarian Language.

Additional information concerning application for visiting, doctoral and postgraduate studies is available at the IRO.

Programme Administrator „Foreign students”

Mr. Kalinin Emile

Room 321

tel: +359 52830 812

E-mail: foreign_students@ue-varna.bg

Visiting students

UE – Varna makes the whole range of its undergraduate and graduate courses available to visiting students with the appropriate background. International students who would like to study at UE – Varna for a limited period (one or two semesters) and do not wish to obtain a degree may enrol without examination. Within the offered courses they can create an academic programme suiting their own particular interests and needs. For more information please apply to the address of the IRO.

Fees and grants

The tuition fee for students outside EU for one academic year of full time programme is EUR 2,500 at the bachelor's level, EUR 3,000 at the master's level and EUR 3,500 for doctoral studies. Tuition fee for students from EU countries is the same as for Bulgarian students. More information is available at UE – Varna website.

UE – Varna does not award grants, or financial aid. There are a few scholarships available in Bulgaria through the Ministry of Education and Science as a part of actual conventions and exchange programs between Bulgaria and other countries. Information about these can be obtained from Bulgarian Embassies and consulates. Students are advised to seek financial support in their home countries. Incoming students under the Erasmus+ scheme do not have to pay tuition fees.



About University of Economics – Varna

The main building of the UE – Varna is situated in the city centre, near the Sea garden.

It is open from 7.00 a.m. to 7.30 p.m.

Sports Facilities

UE – Varna sports centre accommodates five indoor sports training facilities: a large volleyball and basketball court, a volleyball and gymnastics court also used for concert choreography and training, a training basketball court, a table tennis room and a gym.



BULGARIAN LANGUAGE

Where is...?

[Kade e?] Къде е?

How can I get to...?

[Kak moga da stigna do?] Как мога да стигна до...?



The Library

The University Library, situated on the 4th, 5th and 6th floor in the University main building features over 300,000 specialized volumes, and subscribes to over 420 scientific magazines every year. Students have free access to the books and magazines they need in the spacious reading room. The library automated information system includes 19 computer terminals, 9 of which provide access to the Internet. Students can use the electronic catalogue, which covers all materials that have entered the library in the past 24 years.

The library also features a CD-ROM database. Students can borrow textbooks and materials for use at home, take advantage of the library electronic catalogue, process and edit their work on computer, get access to the Internet. The library's lending office working hours are 8.15 – 11.45; 13.00 – 16.30 hrs. The reading room's working hours are 9.00 to 18.00 hrs Monday till Friday, 8.30 to 12.30 hrs on Saturdays.

What is UE – Varna Student Life like?

Accommodation

The town of Varna is a major transportation centre in Bulgaria. You have different options to reach it – by air, by bus, by train or by car. The airport is one of the biggest in the country and has flights from most European countries. It is advisable that students take a taxi from the airport to the Halls of Residence at Bregalnitsa St – Block 1 or Block 2.

The IRO at the University will assist students in finding accommodation. UE – Varna has at its disposal 1,000 beds in two Halls of Residence (dormitories). The University provides accommodation to Bulgarian and Erasmus+ exchange students taking into consideration financial means rooms are furnished.

Every room has desks, beds, wardrobes, cupboards and chairs. A kitchen, living room and bathroom facilities, located near the University building.

Hotel accommodation is also available and the bed & breakfast price for a double room per night ranges from 15 to 25 Euros (preferential price).

For those who prefer to rent a flat in Varna, the IRO recommends to contact the Real State Agencies which can provide you with private/shared rooms in apartments located near the University.

FOR MORE INFORMATION CONTACT:

Mr. Georgi Patrikov

Room 321, Tel. +359 52 830 812

e-mail: exchange_students@ue-varna.bg



BULGARIAN LANGUAGE TIP

Weekdays = Дни от седмицата

Monday = Понеделник

Tuesday = Вторник

Wednesday = Сряда

Thursday = Четвъртък

Friday = Петък

Saturday = Събота

Sunday = Неделя

The cost of renting a fully equipped private/shared room near the city center of Varna is between 200 BG Lev and 300 BG Lev (100 € and 150 €) per person/month.

The University's IRO should be notified about the exact date and time of arrival at

least a week in advance, so that accommodation can be arranged.



ADDRESS

Dormitory

Bregalnitsa Str.
block 1 and 2

Communications

You can also make international phone calls at the phone booths of a private company, found right next to the cafe in front of your Hall. That company uses Internet technology to make phone calls (VOIP), which is the cheapest option.

Internet facilities are provided by the Library or the free wireless Internet connection in the area of the main building of the University.



Student Organizations

Students of the UE – Varna participate in different organizations among which are AIESEC, The Erasmus Student Network (ESN – VARNA), The Students' Council and The National Representative Assembly of Students' Councils. These structures keep students well informed on a wide range of issues related to their problems and actively participate in civil and international projects.

Student Identification Card

Exchange Students receive a student identification card. With this card student will have discounts in purchasing entrance cards for swimming pools, fitness halls, museums and clubs.

Living in Bulgaria and Varna

Republic of Bulgaria

Brief profile

Population:	7 973 673
Area:	110 993 sq. km
Language:	Bulgarian
Summer average temperatures:	26° C ~ 32° C
Winter average temperatures:	-5° C ~ 5° C
Time zone:	GMT +2; Apr – Sept GMT +3
Capital:	Sofia
Largest cities:	Plovdiv (340638), Varna (over 400000)

Located in South-Eastern Europe, Bulgaria is a neighbour of Romania, Greece, Serbia, Macedonia, Turkey and has a beautiful seaside border with the Black Sea to the East.



BULGARIAN LANGUAGE TIP

Where does this bus go?

[Dokade otiva този avtobus?]

Докъде отива този автобус?

BULGARIAN LANGUAGE

I'd like to have=

[Bih iskal da poracham...]

Бих искал да поръчам.....

The bill, please.=

[Smetkata molya] Сметката, моля.



Bulgaria is a country with an ancient history and heroic background. Today it is a member of the European Union (EU) and NATO and has a stable economy, though the standard of living is still quite low in comparison with West European countries.

The region of Varna is famous for its seaside resorts like Golden Sands, Sunny Day and Albena. The climate is moderate with a few rainy days and not much snow. Varna is one of the biggest towns in Bulgaria with a well-developed economy and offers to its students various opportunities to study, work and party.

Useful Information

Getting around

On arrival you will be issued a student card, which will let you get a discount when buying bus travel cards although moving around Varna by Taxi is cheap&fast. Approximate price for taxi is from 3-6 BGN.



Currency

The Bulgarian currency is called „lev“ (BGN). One lev is divided into 100 stotinki. You can find currency exchange rates daily on the website of the Bulgarian National Bank – <http://www.bnb.bg>. Payment is in leva (levs) (BGN); many stores accept credit cards: Mastercard-Eurocard and VISA. Banks will exchange foreign currency and traveller's cheques for leva and vice versa

Catering Facilities

The various catering establishments in the town of Varna are able to satisfy the various tastes and needs of its visitors. Along with local specials you can also find Italian, Indian and Chinese food. There are numerous establishments offering seafood specials. Most restaurants are open from 11.00 to 24.00 daily. UE – Varna features a modern refectory, accommodating 220 people where a full lunch costs are no more than 4,00 leva (2 Euro). Supermarkets are open from 8.00 to 21.00. There are a lot of shops open 24 hours.

Where to go and what to see

Sights, Museums and Galleries

Numerous museums in Varna are waiting to dip you in their atmosphere. All they have their “stories” to tell and rich historical heritage to show. The Varna museums are full of treasures from all periods of the city’s history, and will interest both the informed archaeologist and the casual visitor.

You can visit several museums:

- Archaeological Museum Varna
- Natural Science Museum Varna
- Varna Museum
- The Museum of Modern History
- The National Revival Museum

Places of natural and architectural beauty:

- The Roman Baths Varna
- Euxinograd Palace
- Pobiti Kamani
- Aladzha Monastery and some show programs:
- The National Theatre
- Varna Dolphinarui
- Aquarium
- Planetarium
- ...various Festivals

Cinemas

Films shown in local cinemas (movie theaters) are not dubbed and have subtitles in Bulgarian.

Theatre, Opera and Ballet

The Theatre of Drama is in the city centre. It was built nearly a century ago after the fashion of the city of Vienna. It houses a theatre, an opera and philharmonic halls. Its foundations were laid by actors in the French Army during the Crimean War of 1856. The first theatrical performance of Bulgarian drama was given here. Not far away is the Puppet Theatre, where the Golden Dolphin Festival of Puppets takes place each year.





The University is located in the downtown, just five minutes walking from the beach and two minutes walking from the Sea Garden, the biggest park in Varna. Along the beach, you will find a lot of places where you can go with your new friends. In the Sea Garden you can enjoy your free time walking, jogging, biking or doing other outdoor sports activities. Furthermore, Varna offers different cultural activities.



Varna offers a huge offer of nightlife with many discos, clubs, bars and live music. During the summer, lot of new bars in the seafront open its gates to welcome local people, students and tourists so parties and good atmosphere are a must. So, don't miss this opportunity and let's join Varna's nightlife!



Useful Phrases

Bulgarian

Добро утро
 Добър вечер
 Добър ден
 Здравейте
 Как сте?
 Добре
 Аз съм добре
 Благодаря
 Извинявайте
 Как се казвате?
 Имате ли меню на английски?
 Предястия
 Основни ястия
 Десерт
 Вегетариански
 Пиле
 Рибa
 Свинско
 Телешко
 Картофи
 Ориз
 Кафе
 Чай
 Горещо
 Лютиво
 Бира
 Бяло вино
 Червено вино
 Вода
 Сметката, ако обичате
 Бихте ли ми помогнали?
 Колко струва това?
 Къде мога да купя...?
 Дрехи
 Обувки
 Храна
 Цигари
 Подаръци
 Къде се намира?
 Улица/Булевард ...
 Площад/паметник
 Пощата/летището
 Ресторант ...
 Пазара/аптека
 Как да стигна до ...?
 Хотел ...
 Жп гарата/автогарата
 Вървете
 Магазин
 Спирка
 Първата/Втората пресечка ...
 Наляво
 Надясно
 Направо
 Коя е тази улица?
 Къде се намирам?

[spoken]

[Do'bro 'utro]
 ['Dobar 'vecher]
 ['Dobar 'den]
 [Zdra'veite]
 ['Kak ste?]
 [Do'bre]
 ['Az sam do'bre]
 [Blagoda'rya]
 [Izvi'nyavaite]
 ['Kak se 'kazvate?]
 ['Imate li me'nyu na ang'liiski?]
 [pre'dyastiya]
 [os'novni 'yastiya]
 [de'sert]
 [Vegeta'rianski]
 ['Pile]
 ['Riba]
 ['Svinsko]
 ['Teleshko]
 [Kar'tofi]
 [O'riz]
 [Ka'fe]
 ['Chai]
 [Go'resh-to]
 [Lyu'tivo]
 ['Bira]
 ['Byalo 'vino]
 [Cher'veno vino]
 [Vo'da]
 ['Smetkata a'ko o'bichate]
 ['Bihte li mi po'mognali]
 ['Kolk'o 'struva to'va?]
 [Ka'de 'moga da 'kupa]
 ['drehi]
 [o'buvki]
 [hra'na]
 [tsi'gari]
 [po'daratsi]
 [Ka'de se na'mira]
 ['ulitsa/bule'vard]
 [plosh'tad/pametnik]
 ['poshtata/le'tishteto]
 [resto'rant]
 [pa'zara/ap'tekata]
 ['Kak da 'stigna do]
 [ho'tel]
 [zhe pe 'garata/'avto'garata]
 [Var'vete]
 [Maga'zin]
 ['Spirka]
 ['Parvata/'vtorata pre'sechka]
 [na'lyavo]
 [na'dyasno]
 [na'pravo]
 [Ko'ya e 'tazi 'ulitsa]
 [Ka'de se na'miram]

English

Good Morning
 Good Evening
 Good Day
 Hello
 How are you?
 Good, fine
 I am all right
 Thank you
 Excuse me
 What is your name?
 Do you have a menu in English?
 Starters
 Main courses
 Dessert
 Vegetarian
 Chicken
 Fish
 Pork
 Veal/Beef
 Potatoes
 Rice
 Coffee
 Tea
 Hot (temp)
 Hot (spicy)
 Beer
 White wine
 Red wine
 Water
 Can we have the bill, please?
 Would you please help me?
 How much does this cost?
 Where can I buy ...?
 Clothes
 Shoes
 Food
 Cigarettes
 presents/gifts
 Where is ...?
 ... Street/Boulevard
 Square/Monument
 the post/the airport
 ... restaurant
 the market/pharmacy
 How can I get to ...?
 ... hotel
 the train station/ the bus station
 Walk
 Shop
 Bus/tram stop
 The first/second intersection ...
 to/on the left
 to/on the right
 straight ahead
 What street is this?
 Where am I?





Erasmus+ Students about their Experience at the University of Economics – Varna

During past few years I have embraced various forms of international mobility. Each time discovering new horizons was different, unique, with its own charm and memories. An Erasmus+ work placement at the IRO of the University of Economics – Varna made me to face a range of challenges as well

as to acquire an extensive knowledge and varied competencies. A stay in Bulgaria for four months brought me a professional knowledge, an opportunity to meet interesting people, to admire foreign cultures and to visit new lands. I am proud to be a mobile citizen because it is a very positive asset for building self-understanding, for adapting to ever-changing situation, for strengthening intercultural sensitivity and much more. For this reason I am more than happy having one of my intern's tasks to assist UE – Varna's students to take the first steps towards their international mobility. Thus, I do recommend for everyone to go out of your comfort zone, to socialize, to get to know the world around you, to try various activities for gathering very precious moments and ever-lasting friendships! So true is the saying that once you try you will never get enough. Therefore, more international experience, please! For me, for you, for everybody! *MONIKA STANČIKAITĖ, Lithuania*

This year I understood that I don't have any foreign experience and I thought that I need to meet with new people, learn new cultures and new language. Because of this reason I decided to go to Erasmus+. This programme will improve me and my English. Why Varna? Because it's really close to my country, enjoyable night life, beach and sea, peaceful city. Why University of Economics – Varna? Because teachers are really friendly and all courses are taught in English. My first day in Varna. I felt lost new country, new city, new people. This situation was so weird for me because I'm living with my family. First and foremost I asked myself, „Why I am here? Why?“

And just one day later I fell in love this city, I love friends and I love Erasmus. And in my opinion about Erasmus; This programme improve my English. I start to trust myself for speak English. It makes me more social and friendly person. I learned live by myself. Thanks to your University and thanks to Bulgarian people for this experience. I am really glad. *ZEYNEP ASLI TÜRKSOY, Turkey*



I spent 10 months in Varna (Bulgaria) during the Academic year 2013–14 doing an European Voluntary Service (EVS) in the IRO of the UE – Varna. May be you are asking why EVS? The EVS program is the perfect opportunity to improve both your professional and personal skills in a non formal way. During my stay in the IRO of the UE – Varna I learnt about International Affairs, the new Erasmus+ Program and I could develop personal projects such as organizing a Spanish Film Festival and the I Erasmus+ Day. I could also improve my language skills, learn about other cultures and get used to the Bulgarian head nod YES/NO ;-). And why BULGARIA? Because of its landscapes, mountains, Black Sea, human heritage, food, people and hundreds of other reasons! During my free time, I could travel around Bulgaria and neighbor countries such as Turkey, Romania, Serbia or Greece and without any doubt Bulgaria was my top 1 destination. Last but not least, thanks to all the people I have met I spent an unforgettable life experience that I will recommend to everybody. So don't hesitate anymore and Enjoy&Live UE – Varna! *MIREIA RODRIGO FERNÁNDEZ, Spain*



My name is Matteo from Italy. I did my EVS in Varna. For me this was a great experience because I had the possibility to make many different activities. My main task was to work in the IRO of UE – Varna. This job was very interesting because I learn how to deal with an international team in a very international environment. UE – Varna is a very dynamic place and I really liked the attention that the people that works in the IRO gives to students and their problems. The people there is very polite and helpful. During my EVS in Bulgaria I also did many other activities like promoting Erasmus+ program in different schools, workshops, social and civil activities. I had the possibility to travel a lot in Bulgaria and not only in Bulgaria. With other volunteers we discovered a lot of nice places and cities like Kaliakra cape, Veliko Tarnovo, Sofia, Madara etc and at the same time we discovered many local traditions. For me this was a beautiful experience that I really high recommend to all the people that wants to discover a new country and a new culture. *MATTEO MUSSELA, Italy*





PART THREE

STUDY PROGRAMME FOR EXCHANGE STUDENTS

Professors



Assistant Prof. Atanas Atanasov

Email: a.atanasov@ue-varna.bg

Courses:

- Bulgarian and Balkan culture
- International Commodity Trade
- Specific Foreign – trade Operations
- Economics of Transition in Eastern Europe
- The international Trade System



Assoc. Prof. Dr. Hristo D. Mavrov

Email: mavrov_h@abv.bg

Courses:

- Managerial Economics
- Macroeconomic Theory and Policy for Media Interpretation



Assoc. Prof. Dr. Vladimir Dosev

Email: vl_dosev@ue-varna.bg

Course: Bulgarian Language



Chief Assistant Prof. Milcho Bliznakov

Email: mbliznakov@ue-varna.bg

Course: Investment Management



Senior Lecturer Boris Abrashev

Email: borabr@abv.com

Courses:

- Business Communication
- Aspects of Bulgarian History, Culture and Everyday Life



Chief Assistant Dr. Yordan Ivanov

Email: jordan.ivanov@ue-varna.bg

Courses:

- Strategy and tactics of pricing
- Career Development



**Assoc. Prof. Dr.
Violeta Dimitrova**

Email:
violeta_dimitrova@ue-varna.bg
Course: Strategic Retail
Management



Assoc. Prof. Dr. Rosen Nikolaev

Email:
nikolaev_rosen@ue-varna.bg
Course: Modeling in Economics



**Assoc. Prof. Dr.
Michal Stojanov**

Email:
michal.stojanov@ue-varna.bg
Course: Strategic Retail
Management



Assistant Prof. Petar Petrov

Email: p.k.petrov@ue-varna.bg
Course: Online Research Methods



**Chief Assistant Prof. Dr.
Mariya Veleva**

Email: maria.veleva@ue-varna.bg
Courses:

- Customer Care
- Soft Skills for Management
- Training and Career
Management in Organizations



**Assoc. Prof. Dr.
Nadezhda Filipova**

Email: filipova@ue-varna.bg
Courses:

- Principles of Information Systems
- Software Packages for Customer
Relationship Management
- BPM Systems



**Chief Assistant Prof. Dr.
Aleksandar Shivarov**

Email: a.shivarov@ue-varna.bg
Courses:

- Environmental Economics
- Development Economics



**Assoc. Prof. Dr.
Veselina Dimitrova**

Email:
veselina.dimitrova@ue-varna.bg
Courses:

- International Logistics
- Cluster Policy in the EU



Prof. Dr. Zoya Mladenova

Email:

zoya_mladenova@ue-varna.bg

Course: Transnational Corporations and Foreign Direct Investment



Assoc. Prof. Dr. Maria R. Stanimirova

Email:

maria_stanimirova@ue-varna.bg

Course: Business Consulting



Assoc. Prof. Dr. Desislava Serafimova

Email: serafimova_d@ue-varna.bg

Course: Fundamentals of Management



Chief Assistant Prof. Dr. Radan Miryanov

Email: miryanov@ue-varna.bg

Course: Modeling in Economics



Assoc. Prof. Dr. Georgi Marinov

Email: gmarinov@ue-varna.bg

Courses:

- International Finance
- Panel Data Analysis



Chief Assistant Prof. Dr. Todor Dyankov

Email: todordyankov@abv.bg

Courses:

- Marketing Communications
- Relationship Marketing in Tourism



Assoc. Prof. Dr. Bistra Vasileva

Email: bistravas@ue-varna.bg

Courses:

- Marketing Research
- International Marketing
- Marketing Communications



Assoc. Prof. Dr. Yulian Vasilev

Email: vasilev@ue-varna.bg

Courses:

- Geographic Information Systems (GIS)
- ERP Systems



**Chief Assistant Prof. Dr.
Stefan Kalpachev**

Email: stefan_nankov@yahoo.com

Course: Career Development



Assoc. Prof. Dr. Anita Atanasova

Email: aatanasova@ue-varna.bg

Course: Accounting



Assoc. Prof. Dr. Fanya Filipova

Email:

fanya_filipova@ue-varna.bg

Course: International
Harmonization of Accountancy
and Audit



Senior Lecturer Kristana Ivanova

Email:

kristana_ivanova@ue-varna.bg

Course: Business Presentations



**Assoc. Prof. Dr.
Evgeniya Tonkova**

Email: evge@mbox.digsys.bg

Course: Distribution
Management



**Chief Assistant Dr. Petya
Angelova**

Email: p_angelova@ue-varna.bg

Course: Management in the
Global Business World



Senior Lecturer Diana Miteva

Email:

diana_mitevabg@ue-varna.bg

Course: Intercultural Aspects
of Business



Assist. Prof. Dr. Valentina Makni

Email:

valentina.makni@ue-varna.bg

Course: Network Marketing

Courses Offered for Academic Year 2015/2016

Teaching arrangements for Bachelor's and Master's degree

Exchange students are advised to take part in the core programme, where courses are held in English, and to choose electives they are interested in.

In the case of 4 or more foreign students enrolling in a certain course, all lectures and classes will be conducted in English for the entire group of students (foreign and Bulgarian).

In the case of fewer than 4 students enrolling in a certain course, the arrangement will be as follows: individual sessions with a professor and his assistant (maximum 10 hours), seminar paper (approximately 15 pages) and its presentation, and written and oral exams. Language of instruction: English.

Bachelor's degree – Winter Semester (17.09.2015 – 30.01.2016)

COURSES	Lecturers	Hours	Credits
Bulgarian and Balkan Culture	Atanas Atanasov	45/15	6
Bulgarian Language	Vladimir Dosev	45/30	6
Business Communications	Boris Abrashev	30/15	4
Strategic Retail Management	Violeta Dimitrova and Michal Stojanov	30/30	6
Customer Care	Mariya Veleva	45/15	6
Environmental Economics	Aleksandar Shivarov	30/15	4
ERP Systems	Julian Vasilev	45/30	6
International Commodity Trade	Atanas Atanasov	45/15	6
Investment Management	Milcho Bliznakov	30/30	5
Managerial Economics	Hristo Mavrov	45/15	6
Online Research Methods	Petar Petrov	30/15	5
Principles of Information Systems	Nadezhda Filipova	45/15	6
Soft Skills for Management	Mariya Veleva	45/15	6
Training and Career Management in Organizations	Mariya Veleva	45/15	6
Strategies and Tactics of Pricing	Yordan Ivanov	30/15	5



Bachelor's degree – Summer Semester (22.02.2016 – 21.06.2016)

COURSES	Lecturers	Hours	Credits
Aspects of Bulgarian History, Culture and Everyday Life	Boris Abrashev	45/30	6
Bulgarian Language	Vladimir Dosev	45/30	6
Modeling in Economics	Rosen Nikolaev and Radan Miryanov	30/30	5
Business Consulting	Maria Stanimirova	45/15	6
Development Economics	Aleksandar Shivarov	30/15	6
Fundamentals of Management	Desislava Serafimova	30/30	7
International Logistics	Veselina Dimitrova	30/15	5
Macroeconomic Theory and Policy for Media Interpretation	Hristo Mavrov	45/15	6
Marketing Communications	Todor Dyankov	45/15	6
Marketing Research	Bistra Vasileva	45/45	8
Software Packages for Customer Relationship Management	Nadezhda Filipova	45/30	6
Specific Foreign-trade Operations	Atanas Atanasov	45/15	6
Transnational Corporations and Foreign Direct Investments	Zoya Mladenova	30/30	6
Accounting	Anita Atanasova	45/30	7
Career Development	Yordan Ivanov and Stefan Kalpachev	30/30	6

Masters's Degree – Winter Semester (17.09.2015 – 30.01.2016)

COURSES	Lecturers	Hours	Credits
Bulgarian Language	Vladimir Dosev	45/30	6
Economics of Transition in Eastern Europe	Atanas Atanasovl	45/15	6
International Finance	Georgi Marinov	45/15	6
International Harmonization of Accountancy and Audit	Fanya Filipova	45/15	6
International Marketing	Bistra Vasileva	45/30	8
Panel Data Analysis	Georgi Marinov	30/30	5

Master's Degree – Summer Semester (22.02.2016 – 21.06.2016)

COURSES	Lecturers	Hours	Credits
Bulgarian Language	Vladimir Dosev	45/30	6
Business Presentations	Kristana Ivanova	30/15	4
Cluster Policy in the EU	Veselina Dimitrova	30/15	4
Distribution Management	Evgeniya Tonkova	45/30	6
Geographic Information Systems (GIS)	Julian Vasilev	45/30	6
Intercultural Aspects of Business	Diana Miteva	30/15	5
Marketing Communications	Bistra Vasileva	45/30	7
Network Marketing	Valentina Makni	30/30	5
Relationship Marketing in Tourism	Todor Dyankov	45/15	6
The International Trade System	Atanas Atanasov	45/15	6
Management in the Global Business World	Petya Angelova	30/15	5
BPM Systems	Nadezhda Filipova	45/15	6
Career Development	Yordan Ivanov and Stefan Kalpachev	30/30	6

Course Descriptions

BACHELOR'S DEGREE – WINTER SEMESTER

Bulgarian and Balkan Culture, ECTS 6

Lectures – 45 hours; Seminars – 15 hours; Lecturer – Assistant Prof. Atanas Atanasov

The discipline is aimed at providing a basic insight into history and development of material and spiritual culture of ethnic groups and civilizations on the Balkans and nowadays lands of Bulgaria. The material is represented chronologically with accent on the main concepts, trends and examples of artefacts, which reveal the variety and unity of Balkan civilization through the ages from the dawn of history to present days. The thematic content is projected to attract the interest of foreign students to the historical achievements of Balkan population and to render an overall idea about the merits and problems of past and present societies in the region.

Bulgarian Language, ECTS 6

Lectures – 45 hours; Seminars – 30 hours; Lecturer – Assoc. Prof. Dr. Vladimir Dosev

Bulgarian language is one of the oldest and most fascinating written languages in all Europe. The course is designed for the international Erasmus students at the University of Economics – Varna, who are interested in Bulgarian language. The course introduces the contemporary Bulgarian language as a communication medium. It aims to give enough language skills for various daily communication situations.

Business Communications, ECTS 4

Lectures – 30 hours; Seminars -15 hours; Lecturer – Senior Lecturer Boris Abrashev

The course focuses on three main areas of business communication – written and oral communication and practical skills for job interviewing. The chapters reinforce basic writing skills, then apply these skills to a variety of memos, letters, reports and resumes; feature increased coverage of contemporary business communication issues including oral communication, presentations, electronic forms of communication, cultural diversity and ethics.

Special workshop discussions focus on developing career skills that students need to succeed, such as using ethical tools, working collaboratively, observing business etiquette, resolving workplace conflict and conducting on-line job searches.

Input builds technology skills by including discussions and applications, involving e-mail, Web research, contemporary software, on-line employment, and electronic presentations. Oral communications provide in-depth coverage of key interpersonal skills so students are equipped with the soft skills employers want, including cultural differences and communicating cross-culturally.

Strategic Retail Management, ECTS 6

Lectures – 30 hours; Seminars – 30 hours;

Lecturers – Assoc. Prof. Dr. Violeta Dimitrova and Assoc. Prof. Dr. Michal Stojanov

Retailing is complex of different business activities involved in selling goods and services to consumers for their personal and household use. Retailing is an important economic sector, which plays a vital economic role in society and for the local, national and global economy. The programme concentrates its topics on most important aspects in the physical movement and transfer of ownership of goods and services from producer to consumer organized in different retail formats and contemporary distribution channels.

Customer Care, ECTS 6

Lectures – 45 hours; Seminars – 15 hours; Lecturer – Chief Assistant Prof. Dr. Mariya Veleva

Customer Care is an innovative approach for creating and keeping loyal employees and loyal clients – core characteristics of the successful business in services industry. Arising from the idea how to improve the service quality, Customer Care developed into a concept, used from the practitioners to precise the company focus on the customer and to build the whole business around him. The main purpose of the subject is to present the essence of the Customer Care concept, to outline its multi-disciplinary span and the origin of its elements, as well as to present the main tools that can be used for improving the whole management of the companies in services industry. The main activities during the seminars will be focused on discussions of practical problems and work on case-studies from real life.

Environmental Economics, ECTS 4

Lectures – 30 hours; Seminars – 15 hours; Lecturer – Chief Assistant Prof. Dr. Aleksandar Shivarov

Environmental economics focuses on the links between the economy and the environment. It relies on standard microeconomic concepts and methods for describing the actions of people and the impact of those actions on the environment. Special attention is paid to the property rights governing resource use. Under inappropriate systems of property rights externalities or effects of an activity that are not taken into account in its price may arise. This leads to market failures, meaning inefficient outcomes from an economic viewpoint. The course explores the main economic incentives for environmental protection and optimal use of natural resources. After completion of this course, students will better understand how economic forces influence the behaviour of both consumers and producers towards the environment, how the behaviour of economic agents affects the utilization of natural resources and the quality of the environment, and how governmental policies influence these relationships.

ERP Systems, ECTS 6

Lectures – 45 hours; Seminars – 30 hours; Lecturer – Assoc. Prof. Dr. Yulian Vasilev

ERP systems are specialized software products designed to support business processes. The discipline covers basic concepts of ERP systems, ERP modules and ERP implementation issues. The course provides explanation of ERP systems in the context of logistics management. Related technologies such as supply chain management, customer relation-ship management, databases and data mining are also included. The course will prove useful for students which have studied logistics, management and informatics. The course will develop key competencies for future work as ERP consultants and logistics managers.



International Commodity Trade, ECTS 6

Lectures – 45 hours; Seminars – 15 hours; Lecturer – Assistant Prof. Atanas Atanasov

The subject presents all stages of the completion of an international commodity deal. The material covers the variety of international trade companies according to their legal status and financial management, all types of commercial deals and the whole algorithm of the preparation, composition and fulfillment of international trade contracts. Internationally accepted trade forms and documents are presented, as well the scope of their application and contents. Special attention is drawn to the international law on commodity contracts; international commercial traditions and practices, commonly used trade concepts and terms. The procedures regarding contacts with trade partners, negotiations and contracts are followed by all administrative measures regarding the control and regulation of commodity flows across the borders. The topic creates a complete process of the trade deals by presenting the various types of transportation, freight insurance and forwarding. Knowledge obtained in the course is predominantly practical and offers sound basic skills in international trading.

Investment Management, ECTS 5

Lectures – 30 hours; Seminars – 30 hours; Lecturer – Chief Assistant Prof. Milcho Bliznakov

Contemporary tools for project evaluation will be discussed. The theory is based on the microeconomic models for optimal investment decisions, portfolio theory, CAPM, and optimal capital structure. The students will be able to apply DCF methods and risk assessment techniques in practice.

Managerial Economics, ECTS 6

Lectures – 45 hours; Seminars – 15 hours; Lecturer – Assoc. Prof. Dr. Hristo D. Mavrov

Managerial Economics is designed to provide a solid foundation of economic understanding for use in managerial decision making.

The fundamental goal of the course is to show students how the microeconomic theoretical concepts can actually be used in the real-world decision making. The main problems discussed during the lectures will be as follows: Basic optimization techniques, Demand analysis and estimation, Production theory and cost analysis, Market structure analysis and the role of government in the market economy.

Online Research Methods, ECTS 5

Lectures – 30 hours; Seminars – 15 hours; Lecturer – Assistant Prof. Petar Petrov

The aim of the course „Online Research Methods“ is to introduce the students to the methods for conducting online research and their specifics. It imparts knowledge of the differences from the traditional methods and the necessary conditions for conducting successful Internet research. The focus of the course lies on the stages of the research process and on using online research systems. As a result the students should be able to prepare and conduct research projects using Internet resources and channels.

Principles of Information Systems, ECTS 6

Lectures – 45; Seminars – 15 hours; Lecturer – Assoc. Prof. Dr. Nadezhda Filipova

Information systems have strategic importance for the competitive performance of modern companies in the e-business era. They are complex, highly automated, dynamic systems, entailing the application and integration of various information technologies. Consequently, today's users must understand the concepts of information systems and the approaches to their development. They must combine computer literacy with information systems literacy. This namely determines the targets of the course. First of all, some theoretical essentials of information systems are covered, including the highlighting of a range of e-business technologies. The main activities and stages in the information systems development, and some approaches such as the life cycle model, outsourcing, prototyping, buying a package, etc., are presented. Information systems modelling is of a particular interest in the course, as the model is a good base for the mutual work of IT professionals and end users, and this is a necessity for the final success of the information system development project. The students will be challenged to take part in discussions, as well as to write and present a paper on tangible topics of information systems. They will also face working in team.

Soft Skills for Management, ETCS 6

Lectures – 45 hours; Seminars – 15 hours; Lecturer – Chief Assistant Prof. Dr. Mariya Veleva

Soft skills is a sociological term relating to a person's Emotional Intelligence Quotient. Soft skills complement hard skills which are the occupational requirements of a job. The purpose of „Soft Skills for Management“ is to provide basic knowledge of the most valued managerial skills for people's management. The main goal is to highlight the soft skills practical applications in management of people and groups of people in organizations. The course is oriented to give both, theoretical and practical knowledge. The main body of the subject is divided in major topic areas like: personal development; understanding others; impression management; communication skills; persuading without creating resistance; use of power; group dynamics and team management; leadership skills at work. Each topic area of „Soft Skills for Management“ is covered by discussions and work on case-studies during the seminars.

Training and Career Management in Organizations, ECTS 6

Lectures – 45 hours; Seminars – 15 hours; Lecturer – Chief Assistant Prof. Dr. Mariya Veleva

The modern concepts about the „learning organizations“ and the „learning the whole life“ is part of the EU philosophy and connect the personal professional development together with the organizational development. The subject integrates both concepts and presents practically oriented activities, techniques and instruments for managers about how to develop the organization through training and development of employees. Learning them, managers can transform human resources into organizational engine, especially during changes. The body of the subject is divided in three parts: analysis and diagnosis of the organizational needs; creating and executing teaching and development programs; establishing strategy for employee's development and career management based on long-term organizational needs. During the seminars students will learn the practical steps for implementing the theoretical knowledge, together with how to prepare all the needed documentation to support the training and development process in organizations.

Strategies and tactics of pricing, ECTS 5

Lectures – 30 hours; Seminars – 15 hours; Lecturer – Chief Assistant Dr. Yordan Ivanov

„Strategy and Tactics of Pricing” is applied economic discipline. Its object of study is the prices. The subject is price management in the context of the conditions of the internal and external environment of the organization. In this course students will gain knowledge on the planning, analysis and control of the activities related to corporate pricing. They will learn about analysis of existing competitive advantages and models of consumer behavior that affect the development of pricing strategies and tactics of organizations. Content, theses and analyzes covered in the course, enabling students to acquire a system of theoretical knowledge:

- The nature of prices and its relationship with the value;
- Pricing strategies and tactics of organizations;
- The development of pricing policy, as a system of strategies and tactics;
- Costs, customers and competition as factors for the construction of the pricing behavior of organizations from;
- Models of consumer behavior and pricing;
- Measuring price sensitivity;
- Possible strategies based on segmentation, consumer behavior and product life cycle.

Practical knowledge for overall management and price formation in the companies and their market adaptation and implementation related to:

- Identification, analysis and assessment of the limits of internal and external environment in terms of prices;
- Analysis of the cost – value for – full satisfaction of customer needs;
- Establishing a system of strategic and tactical actions for profitable pricing;
- Determining the appropriate price of goods and services for the markets, segments and products. Formation of new knowledge and skills in the trainees is based on already acquired knowledge and skills in the field of general economic theory, accounting, management, marketing, strategy, technical and operational planning and analysis and others.

Aspects of Bulgarian History and Culture and Everyday Life, ECTS 6

Lectures – 45 hours; Seminars – 30 hours; Lecturer – Senior lecturer Boris Abrashev

The course offers highlights of Bulgarian history focusing on the impact of events on the development of the country and the formation of Bulgarian cultural identity. It explains social and economic issues with relevance to present day life. An interesting part of the course is the journey into Bulgarian folklore – legends, myths, rituals, traditions, beliefs, religion. Presentations are followed by discussions on the similarities and differences in various cultures. The students are taken to study visits to important sites in Varna and in the country to provide an opportunity to reinforce classroom teaching and sample Bulgarian history and culture. At the end of the course the students present their experience in the country with analyses of the opportunities to develop business relations based on Hofstede's cultural dimensions model.

Bulgarian Language, ECTS 6

Lectures – 45 hours; Seminars – 30 hours; Lecturer – Assoc. Prof. Dr. Vladimir Dosev

Bulgarian language is one of the oldest and most fascinating written languages in all Europe. The course is designed for the international Erasmus students at the University of Economics – Varna, who are interested in Bulgarian language. The course introduces the contemporary Bulgarian language as a communication medium. It aims to give enough language skills for various daily communication situations.

Modeling in Economics, ECTS 5

Lectures – 30 hours; Seminars – 30 hours;

Lecturers – Assoc. Prof. Dr. Rosen Nikolaev and Chief Assist. Prof. Dr. Radan Miryanov

The relations between Business Economics and Mathematical Science are various and definitely countless. The aim of the „Modeling in Economics” Course is to provide the students with effective and applicable education, focused on interesting mathematical models, concerning some business problems and economical processes. The Course is designed in a very clear and accessible manner and all the significant skills obtained should be of immediate practical value.

Business consulting, ECTS 6

Lectures – 45 hours; Seminars – 15 hours; Lecturer – Assoc. Prof. Dr. Maria R. Stanimirova

The discipline aims to introduce the concept of business consulting as a major constituent part of management consulting. The lecture course describes the consulting approaches and methods applied to various types of management and business consulting services and the principal factors affecting the consulting market. Attention is paid also to the main types of customer, using business consulting services, as well as to their positioning on the market. There are drawn the main methods of payment for consulting services.

Development Economics, ECTS 5

Lectures – 30 hours; Seminars – 15 hours; Lecturer – Chief Assistant Prof. Dr. Aleksandar Shivarov

Development economics studies different aspects of human development, such as inequality, poverty, education, population growth, land relations, labour, capital, trade policy, informal and formal norms and institutions. Over 80 percent of the world populations live in countries facing most of these issues. While studying each of these topics, we ask: What determines the success of a policy (by government, international and non-governmental organisations)? What policies have been tried out? Which of them have led to improved welfare? During the last decades the developing countries are playing a greater role in the global economy. Their success or failure affects also the fortunes of the industrialised world. Thus we will pay a greater attention to the leading emerging markets of China, India, Brazil, Mexico and Russia. Finally, we will explore the interdependencies between developed and developing countries stemming from sharing one environment and common natural resources.

Fundamentals of Management, ECTS 7

Lectures – 30 hours; Seminars – 30 hours; Lecturer – Assoc. Prof. Dr. Desislava Serafimova

„Fundamentals of Management“ is an introductory course of the theory and practice of management and included traditional contents of the Management Science which is studied at Bachelor degree. The main purpose of the course is to present a complete pattern of the managerial work by covering functional, structural and behavioral aspects of its realization. In this way the subject contribute students to acquire knowledge of the essence and development of the Management, to understand the different theoretical models, concepts and views of organizations management.

The object of the course is to serve as the basis on which the students could develop the idea of a general model of organizations management. This basic knowledge will be enriching with specific learning from the particular subjects which students will be studying at the next courses of their studies.

International Logistics, ECTS 5

Lectures – 30 hours; Seminars – 15 hours; Lecturer – Assoc. Prof. Dr. Veselina Dimitrova

The course of International logistics is divided into three parts: The first part gives knowledge about the traditional dimensions of inbound and outbound logistics on international level. It is pointed out the importance of the logistics processes, including inventory, warehousing, material handling and packaging, transportation, order processing and information systems. The second part focuses upon the global logistics issues and examines the leading edge logistics strategies, covering the trend of outsourcing and third-party logistics companies, the corporate reengineering, the „best practices“ into benchmarking and the provision of comprehensive vision of reverse logistics in the international enterprises. The third part gives a special note of Bulgarian corporate logistics, discussing a topic of logistics network design in the large companies and the synchronization of Bulgarian transport legislation within EU framework.

Macroeconomic Theory and Policy for Media Interpretation, ECTS 6

Lectures – 45 hours; Seminars – 15 hours; Lecturer – Assoc. Prof. Dr. Hristo Mavrov

This course provides a broad overview of macroeconomic theory and policy. It covers the key concepts in macroeconomics of interest to students and managers such as measuring the macroeconomy, fluctuations in national income, unemployment and inflation, the question of economic growth as well as the effects of fiscal and monetary policy on them. These topics are discussed in the context of contemporary empirical work on basic macroeconomic relationships. The key feature of the course is that the macroeconomic analysis, concepts and terminology are combined to explain the ideas expressed in media. Macroeconomic theory and policy for media interpretation helps students to understand the real world macroeconomic problems as presented in the news and to apply the macroeconomic concepts and models for explanation of the macroeconomic articles in different media.

Marketing Communications, ECTS 6

Lectures – 45 hours; Seminars – 15 hours; Lecturer – Chief Assistant Prof. Dr. Todor Dyankov

The course has the objective to deeply involve students into the specific characteristics of marketing communications of a modern company. A successful business mainly depends on the way companies communicate with all their suppliers, intermediaries, surrounding environment, other stake holders as well as with the most important assets – their customers. Students are expected to get acquainted with the material studied by learning general principles, concepts and fundamental issues of marketing communications along with the newest inventions in the field, including best practices and implementations. The learning process is mainly concentrated around marketing communications planning and marketing communications procedures with all their managerial implications on strategic and operational levels. The course also provides practical understanding and opportunities for efficient usage of different marketing communications metrics, which will help students to acquire the relevant skills and capabilities in order to become top experts in this profession.

Marketing Research, ECTS 8

Lectures – 45 hours, Seminars – 45 hours; Lecturer – Assoc. Prof. Dr. Bistra Vasileva

This course is focused on how to conduct marketing research. It is business-based course, meaning that students will learn the process by working on a real-life project. The main topics include the following: 1) Fundamental methodologies and concepts of marketing research; 2) Research approach and research design; 3) Marketing research tools and instruments; 4) Methods for data analysis. Special attention will be given to the application of research methods to real-life market knowledge challenges through a term project. This will help students to acquire analytical and interpretation skills needed for the quantitative and qualitative analysis of newly obtained information and the formulation as well as presentation of the respective findings. In addition, students will acquire the ability to apply various statistical methods using SPSS.

By course completion, students should: 1) Understand the research process, and how to develop and implement new marketing research; 2) Be able to complete three types of research: desk research, primary qualitative, and primary quantitative research; 3) Make sound marketing decisions on the basis of collected and analysed data. From a business perspective students should be able to: 1) Understand the challenges associated in conducting market research in different industries; 2) Develop their own sourcebook of marketing research references;

3) Expand their knowledge of social, cultural and economic issues pertaining to market research; 4) Present their findings in both written and oral formats that can be prepared for business presentation.

Software Packages for Customer Relationship Management, ECTS 6

Lectures – 45 hours; Seminars – 30 hours; Lecturers – Assoc. Prof. Dr. Nadezhda Filipova

A software package for customer relationship management (CRM) is a powerful tool that can improve and facilitate relationships among businesses, employees, and customers. First, the course presents the role and functionality of CRM packages. Their place in the corporate information system, and the process of their choice and adoption in the company are outlined. The course is focused on Microsoft Dynamics CRM – the CRM software package of Microsoft. We cover the sales, service, marketing, and reporting functionality of Microsoft Dynamics CRM, as well as the core building blocks of the package – accounts, contacts, leads, opportunities, etc. We also touch on some security and extensibility features.

Specific Foreign-trade Transactions, ECTS 6

Lectures – 45 hours; Seminars – 15 hours; Lecturer – Assistant Prof. Atanas Atanasov

The subject presents all aspects of contracting business with non-material goods between entities of different nationality. The material covers a classification of different property rights, the legal system of their protection and contracting, as well as the rights and obligations of the parties involved. Topics like deals on patents, industrial design, copy rights, licensing and technology transfers, franchising and leasing shall be covered in a completely practical manner. Finally the course shall cover the transacting of international tourist services. Internationally accepted business forms and documents are presented, as well the scope of their application and contents.

Transnational Corporation and Foreign Direct Investment, ECTS 6

Lectures – 30 hours; Seminars – 30 hours; Lecturer – Prof. Dr. Zoya Mladenova

The „Transnational Corporations and Foreign Direct Investment“ (TNC and FDI) course deals with one of the most important aspects of contemporary economic development – the activity of TNCs. In the era of globalization they are one of the main agents of the world economy and the driving force of the process of globalization (UNCTAD). The discipline analysis the nature of FDI and TNCs, their causes and consequences. It includes three groups of problems. The first is the definitional one: defining the TNC, the relationship between FDI and TNC, classification of TNC, indicators, measuring the transnationalization of the economy. The second group of problems focuses on the economics of TNC and deals with the international production of TNC, TNC and international trade, international intra-firm trade and transfer pricing of TNC. Finally, the effects of FDI and forms of control over TNC activity are discussed. Special attention is paid to FDI and TNC in the Bulgarian economy. As a result of the course students will be able to understand the reasons for the rapid internationalization of business activities, its current scope, forms and peculiarities as well as its consequences for the world economy.

Accounting, ECTS 7

Lectures – 45 hours; Seminars – 30 hours; Lecturer – Assoc. Prof. Dr. Anita Atanasova

This is an introductory course in Accounting for students without any accounting knowledge. Accounting's main purpose is to give a static and dynamic picture in money measurement for the company through financial statements, used mainly by the external users of information (tax authorities, credit institutions, fund markets, analysts, standard setters, investors and other interested parties outside the company). Accounting is used by the managers inside the company too for performance evaluation most of all. The course in Accounting gives knowledge for the accounting objects, Generally accepted accounting principles, accounts, accounting tools like double entry, accounting cycle and financial report.

Career Development, ECTS 6

Lectures – 30 hours; Seminars – 30 hours;

Lecturers – Chief Assistant Dr. Yordan Ivanov and Chief Assistant Dr. Stefan Kalpachev

The subject „Career development” aims at improving students' skills in relation to the proper planning of their career, their successful application for job positions and to their career development. In the subject the creation of successful career plan is being consequently studied. The students test their aptitudes followed by the development of all necessary skills needed for the successful career realization of the students. The main topics that are covered are the interpretation of job adverts, preparation of application documents (CV, cover letter and references), the different types of interviews and the methods to cope with them. The skills for conducting negotiations and presentations are being developed as well as the skills needed for applying at some specific employers – governmental administration, EU and financial institutions etc. At the end the subject discusses the matters related to the adaptation, success and professional development after the appointment to a new position – adaptation, mentoring, conflict resolving, burnout syndrome etc. The seminars are widely based on role games, which main task is to stimulate the students to get used to express freely their opinions related to their career.

After completion of the course the students should demonstrate the following:

- To understand the policies of the employers;
- To read and understand the expectations defined in specific job adverts;
- To be able to develop a career plan;
- To realize the adequacy of their personal potentialities and set aims until now;
- To realize the importance of well-prepared job application documents;
- To define career goals;
- To define academic education and programs that enable them to achieve their career goals;
- To learn how to implement „critical understanding”;
- To develop skills for successful negotiations and presentations;
- To develop skills for successful performance at a job interview – body language, style, speech, interpretation of answers etc.

Bulgarian Language, ECTS 6

Lectures – 45 hours; Seminars – 30 hours; Lecturer – Assoc. Prof. Dr. Vladimir Dosev

Bulgarian language is one of the oldest and most fascinating written languages in all Europe. The course is designed for the international Erasmus students at the University of Economics – Varna, who are interested in Bulgarian language. The course introduces the contemporary Bulgarian language as a communication medium. It aims to give enough language skills for various daily communication situations.

Economics of Transition in Eastern Europe, ECTS 6

Lectures – 45 hours; Seminars – 15 hours; Lecturer – Assistant Prof. Atanas Atanasov

The subject presents all aspects of economic development in the countries of Eastern Europe – former members of the Soviet bloc in the years after the change of the political system. The major topics include presentation of the economic situation prior to the beginning of changes, the specifics of political transformation, transformation of the economy in means of property rights, privatization, market economy legislature, opening in trade policy, international investment, financial system, social security, employment and human rights, participation in international economic organizations, the path to the European Union, the experiences of the first years of membership. The application of such knowledge and skills will benefit all students, who need to understand the problems and outcomes of the current economic situation in Eastern Europe and the good practices, which the countries can share.

International Finance, ECTS 6

Lectures – 45 hours; Seminars – 15 hours; Lecturer – Assoc. Prof. Dr. Georgi Marinov

The course is aimed to be an introduction to international finance. It is an overview of exchange rate, balance of payments, monetary system and financial markets matters.

By attending this course, the participants will be able to make basic analysis of the state of the international monetary system, and basic estimations to exchange rate trends and the risk exposures of commercial firms.

International Harmonization of Accountancy and Audit, ECTS 6

Lectures – 45 hours; Seminars – 15 hours; Lecturer – Assoc. Prof. Dr. Fanya Filipova

The main objective of this course is to provide an understanding of the international dimensions of financial reporting, especially IFRS (International Financial Reporting Standards). To explore the environmental determinants of accounting policy across a diverse set of nations and examine the international harmonization efforts with particular attention focused on the progress and prospects for harmonization. The course objectives are: to discuss the merits and shortcomings of the efforts made to classify financial accounting and reporting practices; to identify the effect of the major environmental influences on financial accounting and reporting practices across a diverse set of countries; to identify the major forces for harmonization of accounting practices and discuss the factors affecting prospects for harmonization for a given set of countries and also at a global level; to explain the different information needs of diverse user groups and how this affects the nature of financial accounting and reporting regulation.

International Marketing, ETCS 8

Lectures – 45 hours; Seminars – 30 hours; Lecturer – Assoc. Prof. Dr. Bistra Vasileva

As global economic growth occurs, understanding marketing in all cultures is increasingly important. This course will help students to understand the foundations of international marketing and the challenges that an international marketer faces developing and targeting marketing strategies at foreign markets. The aim of the course is to enable students to understand the specifics of international marketing as well as the difference between globalisation of the market and the global marketing strategy. This course addresses global issues and describes concepts relevant to all international marketers, regardless of the extent of their international involvement. Emphasis is on the strategic implications of competition in the markets of different countries. The teaching approach focuses on identification and analysis of cultural and environmental uniqueness of any country or global region.

Through the course duration, students are expected to: 1) Develop understanding about what is involved in making international marketing decisions, including product, price, promotion, and place decisions to create a marketing mix; 2) Acquire an overview on the contemporary issues in global marketing and the unique challenges faced by marketing managers in the dynamic global environment; 3) Develop insights into how differences in global economic, cultural, social, political, and legal environments can affect marketing decisions; 4) Develop strategic thinking in the context of complex problems and challenges faced by the contemporary global executives and managers; 5) Develop leadership skills necessary to deal with the uncertainty and changes faced by today's global marketers; 6) Develop ability to integrate the important global societal dimensions of diversity, environmental concerns, ethics, and technological change into their thinking; 7) Develop knowledge and skills to analyse cross-cultural variables and their impact on international marketing; 8) Discover sources of information for researching and evaluating international markets; 9) Communicate effectively about marketing issues in group discussions, oral presentations and written reports; 10) Work effectively as a team member in analysing marketing issues.

Panel data Analysis, ECTS 5

Lectures – 30 hours; Seminars – 30 hours; Lecturer – Assoc. Prof. Dr. Georgi Marinov

The aim of the course is to be an introduction to modern econometric methods applicable to panel data – a combination of cross-section and time series data. In most cases with economic data, panel approaches give far better results than their time series counterparts, thus the recent.

Special interest to panels in econometrics. After a relatively short presentation of classical methods, more attention is given to unit root and cointegration techniques.

Most of the research on panel methods is still ongoing, „work in progress“, and the techniques are „bleeding edge“ of research.

Calculations in the course are made with the help of free software (GNU Octave, R and Gretl).

Bulgarian Language, ECTS 6

Lectures – 45 hours; Seminars – 30 hours; Lecturer – Assoc. Prof. Dr. Vladimir Dosev

Bulgarian language is one of the oldest and most fascinating written languages in all Europe. The course is designed for the international Erasmus students at the University of Economics – Varna, who are interested in Bulgarian language. The course introduces the contemporary Bulgarian language as a communication medium. It aims to give enough language skills for various daily communication situations.

Business Presentations, ECTS 4

Lectures – 30 hours; Seminars – 15 hours; Lecturer – Senior Lecturer Kristana Ivanova

Effective presentation skills play a pivotal role in both academic and business environments. Hence developing this type of soft skills should be an integral part of language learning at even lower levels of language competence. This course in Business Presentations provides the theoretical background in planning and delivering business presentations, but most of all it teaches hands-on skills in presenting, drawing on realistic business situations. Students are offered a step-by-step approach to delivering successful multimedia presentations on business-related topics. Plenty of authentic material gives examples of cohesive structure, impressive delivery and effective visual aids of a business presentation. Just as the different stages of planning, preparation and delivery are introduced one by one, so are the assessment criteria. Students' performance is monitored throughout the course; students' needs are analysed throughout as well and students receive feedback from their peers and lecturer. They learn to create and assess presentations and give constructive feedback. Upon completion of the course, students are expected to:

- have fully benefited from the learning opportunities;
- have demonstrated their skills of planning, structuring and delivering business presentations;
- be able to clearly frame a business concept and develop it accordingly;
- have acquired and applied skills in formulating an informed and well-argued presentation appraisal;
- have a raised awareness that effective presentations are a prerequisite for a successful career development in business;
- have enhanced all their language skills, mostly their speaking skills;
- have learned new active and passive business vocabulary;
- have displayed general academic skills (doing academic research, etc.);
- have developed their skills at using multimedia projectors and computer software.

The course makes good use of the latest editions of relevant textbooks of leading British publishers. Students are required to create and deliver parts of presentations, and deliver a complete multimedia business presentation. The course requires that students work independently to do their assignments. Students may use their newly acquired expertise to further their career development. The course has proven to be beneficial to students of different level of language competence – from level B1 to level C1 of the Common European Language Framework.

Cluster Policy in the EU, ETCS 4

Lectures – 30 hours; Seminars – 15 hours; Lecturer – Assoc. Prof. Dr. Veselina Dimitrova

The course of Cluster policy is divided into three parts: The first part discusses why cluster policy is an effective economic development model for the competitiveness of the nations and for the innovative process in transnational corporations (TNCs) and small and medium enterprises (SMEs). The second part illustrates the experience of how EU countries mobilize their cluster-national policies. The core examples are the Italian industrial districts and the Bulgarian clustering implementation. As a member of EU, Bulgaria needs to decide on actions for the harmonization of its regional and national cluster policy with the EU cluster benchmarks. One of these powerful benchmarks is the Italian clustering. The third part introduces the eco-clustering approach as a tool for pursuing sustainable development and to create ecological quality of the products in the local industrial zones. The eco-clustering approach is one of the most innovative approaches for competitiveness and efficiency on an European level thanks to the Material Flow Analysis (MFA) and the Industrial Ecology Approach (IEA).

Distribution Management, ECTS 6

Lectures – 45 hours; Seminars – 30 hours; Lecturer – Assoc. Prof. Dr. Evgeniya Tonkova

The course of Distribution Management focuses on how to make effective and integrated product and service distribution via the instruments of contemporary marketing mix and modelling. Through a combination of lectures, cases, practical exercises and projects, the course covers such topics as theory and methodology of distribution, marketing channels, channel intermediaries, channel management, distribution strategies, distribution costs and organizing distribution activities.

Geographic Information Systems (GIS), ECTS 6

Lectures – 45; Seminars – 30; Lecturer – Assoc. Prof. Dr. Yulian Vasilev

Geographic Information Systems (GIS) are software products which combine various thematic layers describing particular geographical physical objects. Data retrieval from GIS is done by spatial queries. GIS allow us to solve economic problems in the public and private sector of economy. The capabilities of GIS for visual representation of spatial data make them a convenient tool for telecommunication companies, power distribution companies, supermarkets, banks and other companies which have several objects. Practical aspects of the discipline concern solving economic problems with GIS in the sphere of demographics, logistics, distribution, transportation, warehousing and statistics. Quantum GIS, GRASS GIS and maps.google.com are the software products used during seminar hours. The course will prove useful for students which have studied logistics, management and informatics. The course will develop key competencies for future work as GIS consultants and logistics managers.

Intercultural Aspects of Business, ECTS 5

Lectures – 30 hours; Seminars – 15; Lecturer – Senior Lecturer Diana Miteva

Intercultural Aspects of Business is an interactive, skills-based business English course, developing intercultural communication competence with a special emphasis on negotiations, meetings management, presenting to a multicultural audience, and awareness of business practices in intercultural context. The module

provides a general overview of cross-cultural differences in doing business, focusing on structured business communication situations. Within the course Erasmus students will be aware that all aspects of business communication are culture-bound, e.g. teambuilding, questioning techniques, assigning tasks, negotiating, prioritizing, status ascription, problem-solving, and risk taking. Thus variables of explicit or implicit modes of business communication, being largely dependent on the specific culture, will have different values attached to them.

The course strikes the balance between theory and practice, making the most of students as a resource and further developing key competencies such as cross-cultural awareness, the ability to work in multicultural teams and to interact effectively across cultures.

Marketing Communications, ECTS 7

Lectures – 45 hours; Seminars – 30 hours; Lecturer – Assoc. Prof. Dr. Bistra Vasileva

The course is designed in order to develop an appreciation of the brand marketing communications process as it relates to the advertiser, the advertising agency, the target audience, and the public. Although the course allows the students the opportunity to gain insight into the total advertising process, the approach will be primarily from the perspective of marketing management rather than solely the creative advertising people. At the course's conclusion, students will be able not only to find themselves looking at and analysing ads differently, but perhaps their perceptions of the advertising industry and the mass media will be more realistic.

This course is designed primarily for students considering becoming either an advertising practitioner or a marketing manager who works with, evaluates, and approves the work of advertising practitioners. The course will provide students with an understanding of: 1) Basic concepts of and terminology in advertising theory and practice; 2) The marketing communications process as well as advertising process from a managerial perspective, including an ability to apply advertising concepts to solve advertising management problems; 3) Creative strategy – the principles for producing effective advertisements; 4) Media strategy – the principles for effectively and efficiently planning placement of advertisements in the communications media; and 5) Societal, ethical, and legal issues involving advertising.

The course will enable students to: 1) Become better able to analyse advertising from a consumer perspective; 2) Develop written communication skills and ability to think critically and creatively; 3) Develop oral communication skills and ability to orally explain and defend their ideas; 4) Learn to work effectively and efficiently in a team situation.

Network Marketing, ECTS 5

Lectures – 30; Seminars – 30 hours; Lecturer – Assistant Prof. Dr. Valentina Makni

The studied discipline gives to the students theoretical knowledge and practical skills in an important direction of modern marketing – direct sales and network marketing, with emphasizing on legitimacy, company choice and goal setting for achieving a long-term success in network marketing industry. Students have the opportunity for assessing and choosing some viable alternative business strategies. This curriculum improves the participants' leadership skills and strengthens the entrepreneurial initiative.

Relationship Marketing in Tourism ECTS 6

Lectures – 45 hours; Seminars – 15 hours; Lecturer – Chief Assistant Prof. Dr. Todor Dyankov

The course of Relationship Marketing in Tourism is a continuation of the classical Marketing and Tourism Marketing theories. The aim of this subject is students to become more acquainted about the fundamental and newest concepts of Relationship Marketing and Customer Relationship Management in tourism business. In this relation students are supposed to develop analytical thinking and relevant decision making while applying Relationship Marketing approaches in different tourism areas.

The course covers specific aspects of Relationship Marketing inherent to the tourist organization like: the process of creating frequent and loyal customers, analysis and assessment of customer portfolio, customer lifetime value, organization of efficient service activities and complaint management of customers, etc.. Students as future managers in tourism business should also develop competencies how to add value in order to efficiently enhance customer's satisfaction and profitability for the tourist organization. Relationship Marketing in Tourism is a modern concept which will continue to dominate in tourism management in practice.

The International Trade System, ETCS 6

Lectures – 45 hours; Seminars – 15 hours; Lecturer – Assistant Prof. Atanas Atanasov

The subject presents all aspects of the international regulation of trade through the principles, norms and procedure set up by the General Agreement on Tariffs and Trade and the World Trade Organization. The subject starts with the prerequisites of the creation of the international trade system after the WWII and the evolution of the GATT through the negotiation rounds until 1987. The next topics cover all aspects of the creation, legal acts, institutional structure and functioning of the WTO after the Uruguay round. The third part of the discipline covers the asymmetry of the relations between the member countries and the problems before the initiating of the next round of negotiations. The knowledge obtained in the course shall help students to understand better the struggle between free trade and protectionism on global level and the benefits and problems from participation of countries in the WTO.

Management in the Global Business World, ECTS 5

Lectures – 30 hours; Seminars – 15 hours; Lecturer – Chief Assistant Dr. Petya Angelova

The „Management in the global business world“ course focuses on opportunities and challenges created by globalization. It examines cross-cultural and management issues related to management in an international marketplace. The aim of this course is to enable students to better analyze and understand the opportunities and challenges that companies face when expanding their activities internationally and when dealing with international competitors in their home markets. Special attention is placed upon different tools and analytic competences available to the different specialized managerial roles when competing internationally.

BPM Systems, ECTS 6

Lectures – 45 hours; Seminars – 15 hours; Lecturer – Assoc. Prof. Nadezhda Filipova

BPM (Business Process Management/Modeling) systems provide a set of methods, technologies, and tools used to discover, design, control and re-engineer business processes (both intraorganizational and interorganizational). They aim to improve process performance, agility, and visibility, and that is why they draw the attention of business people and information technologists.



Using the business process lifecycle as a starting point, this course presents the role and functionality of BPM systems. The process of choice of BPM tools and their adoption in the company is outlined. Business process modelling is of a particular interest in the course, as the process model is the basis for its management and improvement. Appropriate BPM tools are used to illustrate the material studied. The students will be challenged to take part in discussions and case studies. They will also face team working on a project.

Career Development, ECTS 6

Lectures – 30 hours; Seminars – 30 hours;

Lecturers – Chief Assistant Dr. Yordan Ivanov and Chief Assistant Prof. Dr. Stefan Kalpachev

The subject „Career development” aims at improving students’ skills in relation to the proper planning of their career, their successful application for job positions and to their career development.

In the subject the creation of successful career plan is being consequently studied. The students test their aptitudes followed by the development of all necessary skills needed for the successful career realization of the students. The main topics that are covered are the interpretation of job adverts, preparation of application documents (CV, cover letter and references), the different types of interviews and the methods to cope with them. The skills for conducting negotiations and presentations are being developed as well as the skills needed for applying at some specific employers – governmental administration, EU and financial institutions etc. At the end the subject discusses the matters related to the adaptation, success and professional development after the appointment to a new position – adaptation, mentoring, conflict resolving, burnout syndrome etc.

The seminars are widely based on role games, which main task is to stimulate the students to get used to express freely their opinions related to their career.

After completion of the course the students should demonstrate the following:

- To understand the policies of the employers;
- To read and understand the expectations defined in specific job adverts;
- To be able to develop a career plan;
- To realize the adequacy of their personal potentialities and set aims until now;
- To realize the importance of well-prepared job application documents;
- To define career goals;
- To define academic education and programs that enable them to achieve their career goals;
- To learn how to implement “critical understanding”;
- To develop skills for successful negotiations and presentations;
- To develop skills for successful performance at a job interview – body language, style, speech, interpretation of answers etc.

Curricula for the Educational and Qualification Degree – Bachelor

FACULTY OF FINANCE AND ACCOUNTING

Programme **Accounting and Control**

Professional field **Economics**
Professional qualification **Economist**

Study period **4 years**
Form of education **full-time**

Language of instruction: **Bulgarian**

No	Disciplines	Credits	Exam	Cont. assessment	Total	Extra curricular	Curricular
1	2	3	4	5	6	7	8
Fundamental disciplines							
1	Microeconomics	9	1		270	180	90
2	Mathematics	9	1		270	180	90
3	Informatics	9	1		270	180	90
4	Physical Education	0			60	0	60
5	Elective disciplines (1)	3		1	90	60	30
	English language						
	German language						
	French language						
	Russian language						
6	Macroeconomics	9	2		270	180	90
7	Principles of Law	7	2		210	135	75
8	Management Theory	8	2		240	165	75
9	Elective disciplines (1)	6	2		180	120	60
	Philosophy						
	History of Economics						
	Economic Sociology						
	Economic Psychology						
	History of Economic Thought						
	Career Development						

1	2	3	4	5	6	7	8
10	Introduction to Finance	7	3		210	135	75
11	Accounting Theory	8	3		240	165	75
12	Marketing	6	3		180	105	75
13	Introduction to Statistics	5	3		150	75	75
14	Elective disciplines (1)	4		3	120	60	60
	Political Science						
	Ecology						
	Socio-economic Geography						
	Commercial Law						
	Economics of the Public Sector						
	Commercial Correspondence						
	Labour Economics						
<i>Total Fundamental disciplines</i>		90	11	2	2760	1740	1020
University Specialized disciplines							
15	Financial Accounting part I	8	4		240	135	105
16	Economics of the Enterprise	8	4		240	165	75
17	Elective disciplines (1)	6	4		180	120	60
	Internet Technologies						
	Planning and Forecasting						
	Introduction to Entrepreneurship						
	International Economics						
	European Studies						
	Optimization Methods						
	Econometrics						
<i>Total University Specialized disciplines</i>		22	3		660	420	240
Specialized disciplines							
18	Finance of the Enterprise	8	4		240	180	60
19	Financial Accounting part II	11	5		330	225	105
20	Control Theory	8	5		240	180	60
21	Employment and Social Security Law	6	5		180	120	60
22	Elective disciplines (1)	5	5		150	120	30
	Organization of Accounting						
	Banking						
	International Economic Relations						
23	Financial Control	8	6		240	150	90
24	Accounting of Banks	8	6		240	180	60
25	Accounting Software	6	6		180	120	60
26	Elective disciplines (1)	3	6		90	60	30
	History of Accounting						
	Insurance						
	Risk Assessment and Internal Financial Control						
	Economics of the Social Sphere						

1	2	3	4	5	6	7	8
27	Financial and Accounting Analysis	9	7		270	180	90
28	Accounting of Budget-funded Enterprises	9	7		270	195	75
29	Accounting of Insurance and Pension Enterprises	9	7		270	210	60
30	Elective disciplines (1)	3	7		90	60	30
	Specialized Foreign language – English						
	Specialized Foreign language – German						
	Specialized Foreign language – French						
	Specialized Foreign language – Russian						
31	Specialized Seminar – Parts I and II	7	8		210	135	75
32	Management Accounting	6	8		180	75	105
33	Technology of the Processing of Accounting Information	4	8		120	60	60
34	Elective disciplines (1)	3	8		90	60	30
	Specialized Foreign language – English						
	Specialized Foreign language – German						
	Specialized Foreign language – French						
	Specialized Foreign language – Russian						
<i>Total Specialized disciplines</i>		113	16	1	3390	2310	1080
Practical Training		5	6				
State Examination or Diploma Paper Defence		10	8				
<i>Total Entire Course of Studies</i>		240	30	3	6810	4470	2340
Optional Disciplines							
1	Globalization	4		2	120	60	60
2	Foreign language – English	4,4,4		3,5,7	360	180	180
3	Foreign language – French	4,4,4		3,5,7	360	180	180
4	Foreign language – German	4,4,4		3,5,7	360	180	180
5	Foreign language – Russian	4,4,4		3,5,7	360	180	180

Programme **Finance**

Professional field **Economics**
Professional qualification **Economist**

Study period **4 years**
Form of education **full-time**

Language of instruction: **Bulgarian**

No	Disciplines	Credits	Exam	Cont. assessment	Total	Extra curricular	Curricular
1	2	3	4	5	6	7	8
Fundamental disciplines							
1	Microeconomics	9	1		270	180	90
2	Mathematics	9	1		270	180	90



1	2	3	4	5	6	7	8
3	Informatics	9	1		270	180	90
4	Physical Education	0			60	0	60
5	Elective disciplines (1)	3		1	90	60	30
	English language						
	German language						
	French language						
	Russian language						
6	Macroeconomics	9	2		270	180	90
7	Principles of Law	7	2		210	135	75
8	Management Theory	8	2		240	165	75
9	Elective disciplines (1)	6	2		180	120	60
	Philosophy						
	History of Economics						
	Economic Sociology						
	Economic Psychology						
	History of Economic Thought						
	Career Development						
10	Introduction to Finance	7	3		210	135	75
11	Accounting Theory	8	3		240	165	75
12	Marketing	6	3		180	105	75
13	Introduction to Statistics	5	3		150	75	75
14	Elective disciplines (1)	4		3	120	60	60
	Political Science						
	Ecology						
	Socio-economic Geography						
	Commercial Law						
	Economics of the Public Sector						
	Commercial Correspondence						
	Labour Economics						
<i>Total Fundamental disciplines</i>		90	11	2	2760	1740	1020
University Specialized disciplines							
15	Financial Accounting part I	8	4		240	165	75
16	Economics of the Enterprise	8	4		240	165	75
17	Elective disciplines (1)	6	4		180	120	60
	Internet Technologies						
	Planning and Forecasting						
	Introduction to Entrepreneurship						
	International Economics						
	European Studies						
	Optimization Methods						
	Econometrics						
<i>Total University Specialized disciplines</i>		22	3		660	450	210

1	2	3	4	5	6	7	8
Specialized disciplines							
18	Monetary Theory	8	4		240	165	75
19	Introduction to Banking	8	5		240	165	75
20	Financial Intermediation Theory	8	5		240	165	75
21	Commercial and Contractual Law	7	5		210	165	45
22	Financial Accounting part II	7	5		210	150	60
23	Bank Transactions	6	6		180	105	75
24	Financial Investment	6	6		180	105	75
25	Principles of Insurance	6	6		180	105	75
26	Corporate Finance	7	6		210	135	75
27	Public Finance part I	9	7		270	195	75
28	Insurance Systems and Funds	7	7		210	135	75
29	International Finance	9	7		270	195	75
30	Elective disciplines (1)	5	7		150	105	45
	Anticrisis Management						
	Marine and Cargo Insurance						
	Personal Finance						
	Prevention of Violations in Banking						
31	Statistical Research	6	8		180	120	60
32	Public Finance part II	6	8		180	105	75
33	Specialized Seminar	4	8		120	90	30
34	Elective disciplines (1)	4	8		120	75	45
	Financial Control						
	Bank Accounting						
	Budgetary Accounting						
	Accounting of Insurance Enterprises						
<i>Total Specialized disciplines</i>		113	17		3390	2280	1110
	Practical Training	5	6				
	State Examination or Diploma Paper Defence	10	8				
<i>Total Entire Course of Studies</i>		240	31	2	6810	4470	2340
Optional Disciplines							
1	Globalization	4		2	120	60	60
2	Foreign language – English	4,4,4		3,5,7	360	180	180
3	Foreign language – French	4,4,4		3,5,7	360	180	180
4	Foreign language – German	4,4,4		3,5,7	360	180	180
5	Foreign language – Russian	4,4,4		3,5,7	360	180	180

FACULTY OF ECONOMICS

Programme **Economics of Commerce**

Professional field **Economics**
Professional qualification **Economist**

Study period **4 years**
Form of education **full-time**

Language of instruction: **Bulgarian**

No	Disciplines	Credits	Exam	Cont. assessment	Total	Extra curricular	Curricular
1	2	3	4	5	6	7	8
Fundamental disciplines							
1	Microeconomics	9	1		270	180	90
2	Mathematics	9	1		270	180	90
3	Informatics	9	1		270	180	90
4	Physical Education	0			60	0	60
5	Elective disciplines (1) English language German language French language Russian language	3		1	90	60	30
6	Macroeconomics	9	2		270	180	90
7	Principles of Law	7	2		210	135	75
8	Management Theory	8	2		240	165	75
9	Elective disciplines (1) Philosophy History of Economics Economic Sociology Economic Psychology History of Economic Thought Career Development	6	2		180	120	60
10	Introduction to Finance	7	3		210	135	75
11	Accounting Theory	8	3		240	165	75
12	Marketing	6	3		180	105	75
13	Introduction to Statistics	5	3		150	75	75
14	Elective disciplines (1) Political Science Ecology Socio-economic Geography Commercial Law Economics of the Public Sector Commercial Correspondence Labour Economics	4		3	120	60	60
Total Fundamental disciplines		90	11	2	2760	1740	1020

1	2	3	4	5	6	7	8
University Specialized disciplines							
15	Financial Accounting	8	4		240	165	75
16	Economics of the Enterprise	8	4		240	165	75
17	Elective disciplines (1)	6	4		180	120	60
	Internet Technologies						
	Planning and Forecasting						
	Introduction to Entrepreneurship						
	International Economics						
	European Studies						
	Optimization Methods						
	Econometrics						
<i>Total University Specialized disciplines</i>		22	3		660	450	210
Specialized disciplines							
18	Introduction to Commercial Business	8	4		240	165	75
19	Organization of Trade	8	5		240	165	75
20	Principles of Commercial Entrepreneurship	8	5		240	165	75
21	Commodities Science	8	5		240	165	75
22	Elective disciplines (1)	6	5		180	135	45
	Business Communications						
	Psychology of Trade						
	Consumer Behaviour						
	Sociology of the Market						
23	Management of Commercial Transactions	7	6		210	135	75
24	Human Resource Management	6	6		180	120	60
25	Quantitative Methods in Commerce	6	6		180	105	75
26	Elective disciplines (1)	6	6		180	120	60
	Exchange Dealings						
	Trade in Industrial Products						
	Trade in Intellectual Property Products						
27	Financial Management in Commerce	8	7		240	165	75
28	Planning and Analysis of Commercial Activity	8	7		240	165	75
29	Logistics	8	7		240	180	60
30	Elective disciplines (1)	6	7		180	120	60
	Hotel and Restaurant Management						
	Trade in Real Estate						
	Foreign Trade						
	E-commerce						
31	Small Business Management	5	8		150	90	60
32	Investment Policy in Commerce	5	8		150	90	60
33	Specialized Seminar	5	8		150	105	45
34	Elective disciplines (1)	5	8		150	90	60
	Product Management						



1	2	3	4	5	6	7	8
	Prices and Pricing Commercial Advertising Sales Management						
	<i>Total Specialized disciplines</i>	113	17		3390	2280	1110
	Practical Training	5	6				
	State Examination or Dilepoma Paper Defence	10	8				
	<i>Total Entire Course of Studies</i>	240	31		6810	4470	2340
Optional Disciplines							
1	Globalization	4		2	120	60	60
2	Foreign language – English	4,4,4		3,5,7	360	180	180
3	Foreign language – French	4,4,4		3,5,7	360	180	180
4	Foreign language – German	4,4,4		3,5,7	360	180	180
5	Foreign language – Russian	4,4,4		3,5,7	360	180	180

Programme **Industrial Business**

Professional field **Economics**
Professional qualification **Economist**

Study period **4 years**
Form of education **full-time**

Language of instruction: **Bulgarian**

No	Disciplines	Credits	Exam	Cont. assessment	Total	Extra curricular	Curricular
1	2	3	4	5	6	7	8
	Fundamental disciplines						
1	Microeconomics	9	1		270	180	90
2	Mathematics	9	1		270	180	90
3	Informatics	9	1		270	180	90
4	Physical Education	0			60	0	60
5	Elective disciplines (1)	3		1	90	60	30
	English language						
	German language						
	French language						
	Russian language						
6	Macroeconomics	9	2		270	180	90
7	Principles of Law	7	2		210	135	75
8	Management Theory	8	2		240	165	75
9	Elective disciplines (1)	6	2		180	120	60
	Philosophy						
	History of Economics						
	Economic Sociology						
	Economic Psychology						

1	2	3	4	5	6	7	8
	History of Economic Thought						
	Career Development						
10	Introduction to Finance	7	3		210	135	75
11	Accounting Theory	8	3		240	165	75
12	Marketing	6	3		180	105	75
13	Introduction to Statistics	5	3		150	75	75
14	Elective disciplines (1)	4		3	120	60	60
	Political Science						
	Ecology						
	Socio-economic Geography						
	Commercial Law						
	Economics of the Public Sector						
	Commercial Correspondence						
	Labour Economics						
Total Fundamental disciplines		90	11	2	2760	1740	1020
University Specialized disciplines							
15	Financial Accounting	8	4		240	165	75
16	Economics of the Enterprise	8	4		240	165	75
17	Elective disciplines (1)	6	4		180	120	60
	Internet Technologies						
	Planning and Forecasting						
	Introduction to Entrepreneurship						
	International Economics						
	European Studies						
	Optimization Methods						
	Econometrics						
Total University Specialized disciplines		22	3		660	450	210
Specialized disciplines							
18	Industrial Economics	8	4		240	180	60
19	Marketing Research in Industry	8	5		240	180	60
20	Operational Management	9	5		270	180	90
21	Industrial Technology and Technological Strategies	8	5		240	165	75
22	Elective disciplines (1)	5	5		150	90	60
	Economic-mathematical Modelling in Industrial Business						
	Sociology of the Market						
	Consumer Behaviour						
	Management of Goods Quality and Safety						
23	Trade Marks and Advertising	6	6		180	120	60
24	Business Planning of the Enterprise	7	6		210	135	75
25	Cost Management and Pricing	7	6		210	150	60
26	Elective disciplines (1)	5	6		150	90	60



1	2	3	4	5	6	7	8
	Restructuring in Industry Ecology of Industrial Production Integrated Marketing Communications Business Logistics						
27	Personnel Management and Organisation of work	9	7		270	195	75
28	Economic Analysis of the Enterprise	8	7		240	180	60
29	Financial Management	8	7		240	180	60
30	Elective disciplines (1) Small Business Management Project Management Financial Investment Trade Relations	5	7		150	90	60
31	Specialized Seminar	5	8		150	75	75
32	Industrial Entrepreneurship	5	8		150	90	60
33	Innovations Management	5	8		150	90	60
34	Investment Management	5	8		150	90	60
<i>Total Specialized disciplines</i>		113	17		3390	2280	1110
	Practical Training	5	6				
	State Examination or Dипoma Paper Defence	10	8				
<i>Total Entire Course of Studies</i>		240	31	2	6810	4470	2340
Optional Disciplines							
1	Globalization	4		2	120	60	60
2	Foreign language – English	4,4,4		3,5,7	360	180	180
3	Foreign language – French	4,4,4		3,5,7	360	180	180
4	Foreign language – German	4,4,4		3,5,7	360	180	180
5	Foreign language – Russian	4,4,4		3,5,7	360	180	180

Programme **Logistics**

Professional field **Economics**
Professional qualification **Economist**

Study period **4 years**
Form of education **full-time**

Language of instruction: **Bulgarian**

No	Disciplines	Credits	Exam	Cont. assessment	Total	Extra curricular	Curricular
1	2	3	4	5	6	7	8
Fundamental disciplines							
1	Microeconomics	9	1		270	180	90
2	Mathematics	9	1		270	180	90
3	Informatics	9	1		270	180	90
4	Physical Education	0			60	0	60

1	2	3	4	5	6	7	8
5	Elective disciplines (1) English language German language French language Russian language	3		1	90	60	30
6	Macroeconomics	9	2		270	180	90
7	Principles of Law	7	2		210	135	75
8	Management Theory	8	2		240	165	75
9	Elective disciplines (1) Philosophy History of Economics Economic Sociology Economic Psychology History of Economic Thought Career Development	6	2		180	120	60
10	Introduction to Finance	7	3		210	135	75
11	Accounting Theory	8	3		240	165	75
12	Marketing	6	3		180	105	75
13	Introduction to Statistics	5	3		150	75	75
14	Elective disciplines (1) Political Science Ecology Socio-economic Geography Commercial Law Economics of the Public Sector Commercial Correspondence Labour Economics	4		3	120	60	60
<i>Total Fundamental disciplines</i>		90	11	2	2760	1740	1020
University Specialized disciplines							
15	Financial Accounting	8	4		240	165	75
16	Economics of the Enterprise	8	4		240	165	75
17	Elective disciplines (1) Internet Technologies Planning and Forecasting Introduction to Entrepreneurship International Economics European Studies Optimization Methods Econometrics	6	4		180	120	60
<i>Total University Specialized disciplines</i>		22	3		660	450	210

1	2	3	4	5	6	7	8
Specialized disciplines							
18	Principles of Logistics	8	4		240	180	60
19	Logistics of Supplies	8	5		240	180	60
20	Marketing Research in Logistics	8	5		240	165	75
21	Production Logistics	8	5		240	165	75
22	Elective disciplines (1) Quantitative Methods in Logistics Management of Goods Quality and Safety Commodity Exchanges	6	5		180	120	60
23	Distribution Logistics	7	6		180	120	75
24	Warehouse Logistics	6	6		210	135	60
25	Human Resource Management	7	6		210	150	75
26	Elective disciplines (1) Commodities Science Cost Management and Pricing Business Law	5	6		150	90	60
27	Transportation Logistics	8	7		270	195	60
28	Information Logistics	8	7		240	180	75
29	Management of Reserves	8	7		240	180	60
30	Elective disciplines (1) Project Management Financial Management Trade Relations	6	7		150	90	60
31	Customer Service	5	8		150	75	45
32	Investment Management	5	8		150	90	60
33	Specialized Seminar	6	8		150	90	90
34	Elective disciplines (1) Planning and Analysis of the Enterprise Small Business Management Intercultural Communications	4	8		150	90	60
<i>Total Specialized disciplines</i>		113	17		3390	2280	1110
	Practical Training	5	6				
	State Examination or Dilepoma Paper Defence	10	8				
<i>Total Entire Course of Studies</i>		240	31	2	6810	4470	2340
Optional Disciplines							
1	Globalization	4		2	120	60	60
2	Foreign language – English	4,4,4		3,5,7	360	180	180
3	Foreign language – French	4,4,4		3,5,7	360	180	180
4	Foreign language – German	4,4,4		3,5,7	360	180	180
5	Foreign language – Russian	4,4,4		3,5,7	360	180	180

Programme **Economics of Construction**

Professional field **Economics**
Professional qualification **Economist**

Study period **4 years**
Form of education **full-time**

Language of instruction: **Bulgarian**

No	Disciplines	Credits	Exam	Cont. assessment	Total	Extra curricular	Curricular
1	2	3	4	5	6	7	8
Fundamental disciplines							
1	Microeconomics	9	1		270	180	90
2	Mathematics	9	1		270	180	90
3	Informatics	9	1		270	180	90
4	Physical Education	0			60	0	60
5	Elective disciplines (1) English language German language French language Russian language	3		1	90	60	30
6	Macroeconomics	9	2		270	180	90
7	Principles of Law	7	2		210	135	75
8	Management Theory	8	2		240	165	75
9	Elective disciplines (1) Philosophy History of Economics Economic Sociology Economic Psychology History of Economic Thought Career Development	6	2		180	120	60
10	Introduction to Finance	7	3		210	135	75
11	Accounting Theory	8	3		240	165	75
12	Marketing	6	3		180	105	75
13	Introduction to Statistics	5	3		150	75	75
14	Elective disciplines (1) Political Science Ecology Socio-economic Geography Commercial Law Economics of the Public Sector Commercial Correspondence Labour Economics	4		3	120	60	60
Total Fundamental disciplines		90	11	2	2760	1740	1020
University Specialized disciplines							
15	Financial Accounting	8	4		240	165	75



1	2	3	4	5	6	7	8
16	Economics of the Enterprise	8	4		240	165	75
17	Elective disciplines (1)	6	4		180	120	60
	Internet Technologies						
	Planning and Forecasting						
	Introduction to Entrepreneurship						
	International Economics						
	European Studies						
	Optimization Methods						
	Econometrics						
<i>Total University Specialized disciplines</i>		22	3		660	450	210
Specialized disciplines							
18	Principles of the Construction Business	8	4		240	165	75
19	Construction Design and Technology	6	5		180	120	60
20	Management of the Investment Process	8	5		240	165	75
21	Pricing in Construction	8	5		240	165	75
22	Territorial Development	8	5		240	180	60
23	Urban Studies	6	6		180	120	60
24	Management of the Construction Enterprise	7	6		210	135	75
25	Municipal Economy and Urbanization	6	6		180	120	60
26	Local Government and Self-government	6	6		180	120	60
27	Personnel Management	8	7		240	180	60
28	Financing the Construction Enterprise	8	7		240	165	75
29	Logistics in Construction	8	7		240	180	60
30	Elective disciplines (1)	6	7		180	135	45
	Quality Management						
	Sustainable Construction						
	European Funds and Projects						
	Management of Public-private Partnerships						
31	Innovations in Construction	4	8		120	60	60
32	Business Valuation	5	8		150	90	60
33	Tenders and Competitions in Construction	4	8		120	60	60
34	Elective disciplines (1)	7	8		210	120	90
	Specialized Seminar Investment Management						
	Specialized Seminar Management of Construction Enterprises						
	Specialized Seminar Economics and Management of the Territory						
<i>Total Specialized disciplines</i>		113	17		3390	2280	1110
	Practical Training	5	6				
	State Examination or Diploma Paper Defence	10	8				
<i>Total Entire Course of Studies</i>		240	31		6810	4470	2340

1	2	3	4	5	6	7	8
Optional Disciplines							
1	Globalization	4		2	120	60	60
2	Foreign language – English	4,4,4		3,5,7	360	180	180
3	Foreign language – French	4,4,4		3,5,7	360	180	180
4	Foreign language – German	4,4,4		3,5,7	360	180	180
5	Foreign language – Russian	4,4,4		3,5,7	360	180	180

Programme **Economics of Real Estate**

Professional field **Economics**
Professional qualification **Economist**

Study period **4 years**
Form of education **full-time**

Language of instruction: **Bulgarian**

No	Disciplines	Credits	Exam	Cont. assessment	Total	Extra curricular	Curricular
1	2	3	4	5	6	7	8
Fundamental disciplines							
1	Microeconomics	9	1		270	180	90
2	Mathematics	9	1		270	180	90
3	Informatics	9	1		270	180	90
4	Physical Education	0			60	0	60
5	Elective disciplines (1)	3		1	90	60	30
	English language						
	German language						
	French language						
	Russian language						
6	Macroeconomics	9	2		270	180	90
7	Principles of Law	7	2		210	135	75
8	Management Theory	8	2		240	165	75
9	Elective disciplines (1)	6	2		180	120	60
	Philosophy						
	History of Economics						
	Economic Sociology						
	Economic Psychology						
	History of Economic Thought						
	Career Development						
10	Introduction to Finance	7	3		210	135	75
11	Accounting Theory	8	3		240	165	75
12	Marketing	6	3		180	105	75
13	Introduction to Statistics	5	3		150	75	75



1	2	3	4	5	6	7	8
14	Elective disciplines (1)	4		3	120	60	60
	Political Science						
	Ecology						
	Socio-economic Geography						
	Commercial Law						
	Economics of the Public Sector						
	Commercial Correspondence						
	Labour Economics						
<i>Total Fundamental disciplines</i>		90	11	2	2760	1740	1020
University Specialized disciplines							
15	Financial Accounting	8	4		240	165	75
16	Economics of the Enterprise	8	4		240	165	75
17	Elective disciplines (1)	6	4		180	120	60
	Internet Technologies						
	Planning and Forecasting						
	Introduction to Entrepreneurship						
	International Economics						
	European Studies						
	Optimization Methods						
	Econometrics						
<i>Total University Specialized disciplines</i>		22	3		660	450	210
Specialized disciplines							
18	Economic Principles of Real Estate	8	4		240	165	75
19	Construction Design and Technology	6	5		180	120	60
20	Management of the Investment Process	8	5		240	165	75
21	Pricing in Construction	8	5		240	165	75
22	Urbanization Economics	8	5		240	180	60
23	Urban Studies	6	6		180	120	60
24	Real Estate Management	7	6		210	135	75
25	Municipal Economy and Urbanization	6	6		180	120	60
26	Local Government and Self-government	6	6		180	120	60
27	Personnel Management	8	7		240	180	60
28	Law of Estate	8	7		240	180	60
29	Real Estate Financing	8	7		240	165	75
30	Elective disciplines (1)	6	7		180	135	45
	Management of Public-private Partnerships						
	Real Estate Sales Management						
	Organizational Behaviour and Culture						
	Sustainable Development of Territories						
31	Innovations in Construction	4	8		120	60	60
32	Business Valuation	5	8		150	90	60
33	Facility Management	4	8		120	60	60

1	2	3	4	5	6	7	8
34	Elective disciplines (1) Specialized Seminar Real Estate Management Specialized Seminar Construction Entrepreneurship and Real Estate Development Specialized Seminar Management of Urban Territory	7	8		210	120	90
<i>Total Specialized disciplines</i>		113	17		3390	2280	1110
	Practical Training	5	6				
	State Examination or Diploma Paper Defence	10	8				
<i>Total Entire Course of Studies</i>		240	31	2	6810	4470	2340
Optional Disciplines							
1	Globalization	4		2	120	60	60
2	Foreign language – English	4,4,4		3,5,7	360	180	180
3	Foreign language – French	4,4,4		3,5,7	360	180	180
4	Foreign language – German	4,4,4		3,5,7	360	180	180
5	Foreign language – Russian	4,4,4		3,5,7	360	180	180

Programme **Business Economics**

Professional field **Economics**
Professional qualification **Economist**

Study period **4 years**
Form of education **full-time**

Language of instruction: **Bulgarian**

No	Disciplines	Credits	Exam	Cont. assessment	Total	Extra curricular	Curricular
1	2	3	4	5	6	7	8
Fundamental disciplines							
1	Microeconomics	9	1		270	180	90
2	Mathematics	9	1		270	180	90
3	Informatics	9	1		270	180	90
4	Physical Education	0			60	0	60
5	Elective disciplines (1) English language German language French language Russian language	3		1	90	60	30
6	Macroeconomics	9	2		270	180	90
7	Principles of Law	7	2		210	135	75
8	Management Theory	8	2		240	165	75
9	Elective disciplines (1) Philosophy	6	2		180	120	60



1	2	3	4	5	6	7	8
	History of Economics Economic Sociology Economic Psychology History of Economic Thought Career Development						
10	Introduction to Finance	7	3		210	135	75
11	Accounting Theory	8	3		240	165	75
12	Marketing	6	3		180	105	75
13	Introduction to Statistics	5	3		150	75	75
14	Elective disciplines (1) Political Science Ecology Socio-economic Geography Commercial Law Economics of the Public Sector Commercial Correspondence Labour Economics	4		3	120	60	60
<i>Total Fundamental disciplines</i>		90	11	2	2760	1740	1020
University Specialized disciplines							
15	Financial Accounting	8	4		240	165	75
16	Economics of the Enterprise	8	4		240	165	75
17	Elective disciplines (1) Internet Technologies International Economics European Studies Optimization Methods Econometrics	6	4		180	120	60
<i>Total University Specialized disciplines</i>		22	3		660	450	210
Specialized disciplines							
18	Entrepreneurship	8	4		240	165	75
19	Prices and Pricing	8	5		240	165	75
20	Operational Management	8	5		240	180	60
21	Commercial Law	8	5		240	180	60
22	Elective disciplines (1) Sustainable Development Competition and Competitiveness Local Self-government and Business	6	5		180	120	60
23	Business Diagnostics	7	6		210	150	60
24	Business Planning	7	6		210	135	75
25	Human Resource Management	6	6		180	120	60
26	Elective disciplines (1) Company Culture	5	6		150	90	60

1	2	3	4	5	6	7	8
	Exchange Operations						
27	Financing Business	8	7		240	165	75
28	Economic Logistics	8	7		240	165	75
29	Business Statistics	8	7		240	180	60
30	Elective disciplines (1) Product Management Small Business Management Innovations and Innovation Policy Quality Management	6	7		180	120	60
31	Investment and the Investment Process	5	8		150	90	60
32	Sales Management	5	8		150	90	60
33	Business Valuation	5	8		150	90	60
34	Specialized Seminar	5	8		150	75	75
<i>Total Specialized disciplines</i>		113	17		3390	2280	1110
	Practical Training	5	6				
	State Examination or Dilepoma Paper Defence	10	8				
<i>Total Entire Course of Studies</i>		240	31	2	6810	4470	2340
Optional Disciplines							
1	Globalization	4		2	120	60	60
2	Foreign language – English	4,4,4		3,5,7	360	180	180
3	Foreign language – French	4,4,4		3,5,7	360	180	180
4	Foreign language – German	4,4,4		3,5,7	360	180	180
5	Foreign language – Russian	4,4,4		3,5,7	360	180	180

Programme **Agribusiness**

Professional field **Economics**
Professional qualification **Economist**

Study period **4 years**
Form of education **full-time**

Language of instruction: **Bulgarian**

No	Disciplines	Credits	Exam	Cont. assessment	Total	Extra curricular	Curricular
1	2	3	4	5	6	7	8
Fundamental disciplines							
1	Microeconomics	9	1		270	180	90
2	Mathematics	9	1		270	180	90
3	Informatics	9	1		270	180	90
4	Physical Education	0			60	0	60
5	Elective disciplines (1) English language German language	3		1	90	60	30



1	2	3	4	5	6	7	8
	French language						
	Russian language						
6	Macroeconomics	9	2		270	180	90
7	Principles of Law	7	2		210	135	75
8	Management Theory	8	2		240	165	75
9	Elective disciplines (1)	6	2		180	120	60
	Philosophy						
	History of Economics						
	Economic Sociology						
	Economic Psychology						
	History of Economic Thought						
	Career Development						
10	Introduction to Finance	7	3		210	135	75
11	Accounting Theory	8	3		240	165	75
12	Marketing	6	3		180	105	75
13	Introduction to Statistics	5	3		150	75	75
14	Elective disciplines (1)	4		3	120	60	60
	Political Science						
	Ecology						
	Socio-economic Geography						
	Commercial Law						
	Economics of the Public Sector						
	Commercial Correspondence						
	Labour Economics						
<i>Total Fundamental disciplines</i>		90	11	2	2760	1740	1020
University Specialized disciplines							
15	Financial Accounting	8	4		240	165	75
16	Economics of the Enterprise	8	4		240	165	75
17	Elective disciplines (1)	6	4		180	120	60
	Internet Technologies						
	Planning and Forecasting						
	Introduction to Entrepreneurship						
	International Economics						
	European Studies						
	Optimization Methods						
	Econometrics						
<i>Total University Specialized disciplines</i>		22	3		660	450	210
Specialized disciplines							
18	Principles of Agriculture and Mechanization	8	4		240	180	60
19	Principles of Agribusiness	8	5		240	180	60
20	Technology in Plant-growing and Stock-breeding	8	5		240	150	90
21	Organization of the Agrarian Enterprise	8	5		240	180	60
22	Elective disciplines (1)	6	5		180	120	60

1	2	3	4	5	6	7	8
	Information Systems in Agribusiness International Agribusiness						
23	Marketing in Agribusiness	7	6		210	150	60
24	Management in Agribusiness	6	6		180	120	60
25	Innovations in Agribusiness	6	6		180	120	60
26	Entrepreneurship in Agribusiness	6	6		180	120	60
27	Human Resource Management in Agribusiness	8	7		240	180	60
28	Diagnostics in Agribusiness	8	7		240	180	60
29	Finance and Investment of Agribusiness	8	7		240	150	90
30	Elective disciplines (1) Business Communications Technology in the Food Industry Food Safety Control	6	7		180	120	60
31	Pricing in Agribusiness	5	8		150	90	60
32	Land Management	5	8		150	90	60
33	Specialized Seminar	5	8		150	60	90
34	Elective disciplines (1) Untraditional Activities in Rural Areas Insurance of Agribusiness	5	8		150	90	60
<i>Total Specialized disciplines</i>		113	17		3390	2280	1110
	Practical Training	5	6				
	State Examination or Diploma Paper Defence	10	8				
<i>Total Entire Course of Studies</i>		240	31	2	6810	4470	2340
Optional Disciplines							
1	Globalization	4		2	120	60	60
2	Foreign language – English	4,4,4		3,5,7	360	180	180
3	Foreign language – French	4,4,4		3,5,7	360	180	180
4	Foreign language – German	4,4,4		3,5,7	360	180	180
5	Foreign language – Russian	4,4,4		3,5,7	360	180	180

Programme **Commodities Science**

Professional field **Economics**
Professional qualification **Economist**

Study period **4 years**
Form of education **full-time**

Language of instruction: **Bulgarian**

No	Disciplines	Credits	Exam	Cont. assessment	Total	Extra curricular	Curricular
1	2	3	4	5	6	7	8
Fundamental disciplines							
1	Microeconomics	9	1		270	180	90



1	2	3	4	5	6	7	8
2	Mathematics	9	1		270	180	90
3	Informatics	9	1		270	180	90
4	Physical Education	0			60	0	60
5	Elective disciplines (1)	3		1	90	60	30
	English language						
	German language						
	French language						
	Russian language						
6	Macroeconomics	9	2		270	180	90
7	Principles of Law	7	2		210	135	75
8	Management Theory	8	2		240	165	75
9	Elective disciplines (1)	6	2		180	120	60
	Philosophy						
	History of Economics						
	Economic Sociology						
	Economic Psychology						
	History of Economic Thought						
	Career Development						
10	Introduction to Finance	7	3		210	135	75
11	Accounting Theory	8	3		240	165	75
12	Marketing	6	3		180	105	75
13	Introduction to Statistics	5	3		150	75	75
14	Elective disciplines (1)	4		3	120	60	60
	Political Science						
	Ecology						
	Socio-economic Geography						
	Commercial Law						
	Economics of the Public Sector						
	Commercial Correspondence						
	Labour Economics						
<i>Total Fundamental disciplines</i>		90	11	2	2760	1740	1020
University Specialized disciplines							
15	Financial Accounting	8	4		240	165	75
16	Economics of the Enterprise	8	4		240	165	75
17	Elective disciplines (1)	6	4		180	120	60
	Internet Technologies						
	Planning and Forecasting						
	Introduction to Entrepreneurship						
	International Economics						
	European Studies						
	Optimization Methods						
	Econometrics						

1	2	3	4	5	6	7	8
<i>Total University Specialized disciplines</i>		22	3		660	450	210
Specialized disciplines							
18	Chemistry	8	4		240	150	90
19	Microbiology of Commodities	8	5		240	180	60
20	Principles of the Science of Manufactured Goods	10	5		300	210	90
21	Management of Packaging	5	5		150	120	30
22	Sensor Analysis	7	5		210	165	45
23	Standardization, Metrology and Qualimetrics	6	6		180	120	60
24	Science of Household Articles	7	6		210	120	90
25	Principles of The Science of Food, Wine and Tobacco	8	6		240	150	90
26	Expert Methods	4	6		120	90	30
27	Science of Textiles and Footwear	8	7		240	150	90
28	Science of Foodstuffs of Animal Origin	10	7		300	210	90
29	Commodity Control	6	7		180	135	45
30	Introduction to Commercial Business	6	7		180	105	75
31	Science of Vegetable Foodstuffs	7	8		210	120	90
32	Management of Commercial Transactions	6	8		180	105	75
33	Customs Policy	4	8		120	90	30
34	Elective disciplines (1)	3	8		90	60	30
	Commodity Exchanges						
	Foreign Trade						
	Business Law						
	Sociology of the Market						
<i>Total Specialized disciplines</i>		113	17		3390	2280	1110
	Practical Training	5	6				
	State Examination or Diploma Paper Defence	10	8				
<i>Total Entire Course of Studies</i>		240	31	2	6810	4470	2340
Optional Disciplines							
1	Globalization	4		2	120	60	60
2	Foreign language – English	4,4,4		3,5,7	360	180	180
3	Foreign language – French	4,4,4		3,5,7	360	180	180
4	Foreign language – German	4,4,4		3,5,7	360	180	180
5	Foreign language – Russian	4,4,4		3,5,7	360	180	180

FACULTY OF MANAGEMENT

Programme **Management**

Professional field **Management**
Professional qualification **Manager**

Study period **4 years**
Form of education **full-time**

Language of instruction: **Bulgarian**

No	Disciplines	Credits	Exam	Cont. assessment	Total	Extra curricular	Curricular
1	2	3	4	5	6	7	8
Fundamental disciplines							
1	Microeconomics	9	1		270	180	90
2	Mathematics	9	1		270	180	90
3	Informatics	9	1		270	180	90
4	Physical Education	0			60	0	60
5	Elective disciplines (1)	3		1	90	60	30
	English language						
	German language						
	French language						
	Russian language						
6	Macroeconomics	9	2		270	180	90
7	Principles of Law	7	2		210	135	75
8	Management Theory	8	2		240	165	75
9	Elective disciplines (1)	6	2		180	120	60
	Philosophy						
	History of Economics						
	Economic Sociology						
	Economic Psychology						
	History of Economic Thought						
	Career Development						
10	Introduction to Finance	7	3		210	135	75
11	Accounting Theory	8	3		240	165	75
12	Marketing	6	3		180	105	75
13	Introduction to Statistics	5	3		150	75	75
14	Elective disciplines (1)	4		3	120	60	60
	Political Science						
	Ecology						
	Socio-economic Geography						
	Commercial Law						
	Economics of the Public Sector						
	Commercial Correspondence						

1	2	3	4	5	6	7	8
Labour Economics							
<i>Total Fundamental disciplines</i>		90	11	2	2760	1740	1020
University Specialized disciplines							
15	Financial Accounting	8	4		240	165	75
16	Economics of the Enterprise	8	4		240	165	75
17	Elective disciplines (1)	6	4		180	120	60
	Internet Technologies						
	International Economics						
	European Studies						
	Optimization Methods						
	Econometrics						
<i>Total University Specialized disciplines</i>		22	3		660	450	210
Specialized disciplines							
18	Quantitative Methods in Management	8	4		240	180	60
19	Strategic Management	8	5		240	165	75
20	Planning and Forecasting	8	5		240	150	90
21	Entrepreneurship and Small and Medium-Sized Business	8	5		240	150	90
22	Elective disciplines (1)	6	5		180	135	45
	Business Communications						
	Financial Markets and Institutions						
	Social Entrepreneurship						
	Management Decision Making Theory						
23	Operations Management	6	6		180	120	60
24	Human Resource Management	6	6		180	105	75
25	Management of the Public Sector	8	6		240	150	90
26	Elective disciplines (1)	5	6		150	105	45
	Quality Management						
	Innovations Management						
27	Organization of Management	8	7		240	180	60
28	Management Psychology and Organizational Behaviour	8	7		240	150	90
29	Investment Management	8	7		240	165	75
30	Elective disciplines (1)	6	7		180	135	45
	Company Culture						
	Business Ethics						
	Exchanges and Exchange Transactions						
31	International Management	5	8		150	90	60
32	Corporate Governance	6	8		180	105	75
33	Specialized Seminar	5	8		150	120	30
34	Elective disciplines (1)	4	8		120	75	45
	Risk Management						

1	2	3	4	5	6	7	8
Cost Management							
Business Analyses							
<i>Total Specialized disciplines</i>		113	17		3390	2280	1110
Practical Training		5	6				
State Examination or Diltoma Paper Defence		10	8				
<i>Total Entire Course of Studies</i>		240	31	2	6810	4470	2340
Optional Disciplines							
1 Globalization		4		2	120	60	60
2 Foreign language – English		4,4,4		3,5,7	360	180	180
3 Foreign language – French		4,4,4		3,5,7	360	180	180
4 Foreign language – German		4,4,4		3,5,7	360	180	180
5 Foreign language – Russian		4,4,4		3,5,7	360	180	180

Programme **Marketing**

Professional field **Economics**
Professional qualification **Economist**

Study period **4 years**
Form of education **full-time**

Language of instruction: **Bulgarian**

No	Disciplines	Credits	Exam	Cont. assessment	Total	Extra curricular	Curricular
1	2	3	4	5	6	7	8
Fundamental disciplines							
1	Microeconomics	9	1		270	180	90
2	Mathematics	9	1		270	180	90
3	Informatics	9	1		270	180	90
4	Physical Education	0			60	0	60
5	Elective disciplines (1)	3		1	90	60	30
	English language						
	German language						
	French language						
	Russian language						
6	Macroeconomics	9	2		270	180	90
7	Principles of Law	7	2		210	135	75
8	Management Theory	8	2		240	165	75
9	Elective disciplines (1)	6	2		180	120	60
	Philosophy						
	History of Economics						
	Economic Sociology						
	Economic Psychology						
	History of Economic Thought						

1	2	3	4	5	6	7	8
	Career Development						
10	Introduction to Finance	7	3		210	135	75
11	Accounting Theory	8	3		240	165	75
12	Marketing	6	3		180	105	75
13	Introduction to Statistics	5	3		150	75	75
14	Elective disciplines (1)	4		3	120	60	60
	Political Science						
	Ecology						
	Socio-economic Geography						
	Commercial Law						
	Economics of the Public Sector						
	Commercial Correspondence						
	Labour Economics						
<i>Total Fundamental disciplines</i>		90	11	2	2760	1740	1020
University Specialized disciplines							
15	Financial Accounting	8	4		240	165	75
16	Economics of the Enterprise	8	4		240	165	75
17	Elective disciplines (1)	6	4		180	120	60
	Internet Technologies						
	Planning and Forecasting						
	Introduction to Entrepreneurship						
	International Economics						
	European Studies						
	Optimization Methods						
	Econometrics						
<i>Total University Specialized disciplines</i>		22	3		660	450	210
Specialized disciplines							
18	Marketing Research	8	4		240	150	90
19	Marketing Analyses	6	5		180	120	60
20	Distribution Management	7	5		210	135	75
21	Consumer Behaviour	6	5		180	105	75
22	Product Management	7	5		210	135	75
23	Elective disciplines (1)	4		5	120	90	30
	Marketing and Sustainable Development						
	Macromarketing						
	Legal Regime of Competition						
	Commodities Science						
24	Pricing Practices and Decisions	7	6		210	150	60
25	Brands and Brand Management	6	6		180	105	75
26	Marketing Communications	7	6		210	135	75
27	Marketing Ethics	5	6		150	90	60
28	Marketing Management	10	7		300	210	90
29	Interactive Marketing	8	7		240	165	75



1	2	3	4	5	6	7	8
30	Technology of Advertising	8	7		240	180	60
31	Elective disciplines (1)	4		7	120	90	30
	Marketing of Territories						
	Analytical Techniques for Marketing Decisions						
	Quality Management Systems						
	Cross-cultural Differences						
	Stochastic Methods in Marketing						
32	Marketing of Services	6	8		180	120	60
33	International Marketing	8	8		240	165	75
34	Graduate Seminar	6		8	180	135	45
<i>Total Specialized disciplines</i>		113	14	3	3390	2280	1110
	Practical Training	5	6				
	State Examination or Dilepoma Paper Defence	10	8				
<i>Total Entire Course of Studies</i>		240	28	5	6810	4470	2340
Optional Disciplines							
1	Globalization	4		2	120	60	60
2	Foreign language – English	4,4,4		3,5,7	360	180	180
3	Foreign language – French	4,4,4		3,5,7	360	180	180
4	Foreign language – German	4,4,4		3,5,7	360	180	180
5	Foreign language – Russian	4,4,4		3,5,7	360	180	180

Programme **Tourism**

Professional field **Tourism**
Professional qualification **Tourism**

Study period **4 years**
Form of education **full-time**

Language of instruction: **Bulgarian**

No	Disciplines	Credits	Exam	Cont. assessment	Total	Extra curricular	Curricular
1	2	3	4	5	6	7	8
Fundamental disciplines							
1	Microeconomics	9	1		270	180	90
2	Optimization Methods	9	1		270	180	90
3	Informatics	9	1		270	180	90
4	Elective disciplines (1)	3		1	90	60	30
	English language						
	German language						
	French language						
	Russian language						
5	Physical Education and Sports Animation	4		2	120	60	60
6	Macroeconomics	9	2		270	180	90

1	2	3	4	5	6	7	8
7	Principles of Law	7	2		210	135	75
8	Management Theory	8	2		240	165	75
9	Elective disciplines (1)	6	2		180	120	60
	Philosophy						
	History of Economics						
	Economic Sociology						
	Economic Psychology						
	History of Economic Thought						
	Career Development						
10	Introduction to Finance	7	3		210	135	75
11	Accounting Theory	8	3		240	165	75
12	Marketing (tourism)	6	3		180	105	75
13	Introduction to Statistics	5	3		150	75	75
14	Elective disciplines (1)	4		3	120	60	60
	Political Science						
	Ecology						
	Socio-economic Geography						
	Commercial Law						
	Economics of the Public Sector						
	Commercial Correspondence						
	Labour Economics						
<i>Total Fundamental disciplines</i>		94	11	3	2820	1800	1020
University Specialized disciplines							
15	Financial Accounting	8	4		240	165	75
16	Economics of the Enterprise	8	4		240	165	75
17	Elective disciplines (1)	6	4		180	120	60
	Internet Technologies						
	Planning and Forecasting						
	Introduction to Entrepreneurship						
	International Economics						
	European Studies						
	Econometrics						
<i>Total University Specialized disciplines</i>		22	3		660	450	210
Specialized disciplines							
18	Introduction to Tourism	8	4		240	150	90
19	Hotel Management	8	5		240	150	90
20	Tourist Resources	9	5		270	180	90
21	Tourist Markets	9	5		270	180	90
22	Elective disciplines (1)	4	5		120	90	30
	Law in Tourism						
	Bulgarian Folklore and Ethnology						

1	2	3	4	5	6	7	8
	Specialized Language for Tourism I language – English						
	Specialized Language for Tourism I language – German						
	Specialized Language for Tourism I language – French						
	Specialized Language for Tourism I language – Russian						
23	Restaurant Management	7	6		210	135	75
24	Social Psychology in Tourism	7	6		210	120	90
25	Travel Agencies and Transport in Tourism	7	6		210	135	75
26	Elective disciplines (1)	4	6		120	90	30
	Technology of Service in Hotel Management						
	E-business in Tourism						
	Specialized Language for Tourism II language – English						
	Specialized Language for Tourism II language – German						
	Specialized Language for Tourism II language – French						
	Specialized Language for Tourism II language – Russian						
27	Geography of Tourism	9	7		270	180	90
28	Culture and Civilization	6	7		180	120	60
29	Marketing Communications in Tourism	5	7		150	120	30
30	Graduate Seminar	5	7		150	120	30
31	Elective disciplines (1)	5	7		150	120	30
	Technology of Service in Restaurant Management						
	Technology of Service in Travel Agencies and Transport						
	Modern Types of Tourism						
	Principles of IER						
32	Human Resource Management in Tourism	7	8		210	120	90
33	Tourism Management	7	8		210	120	90
34	Elective disciplines (1)	6	8		180	150	30
	Customer Care						
	Tour Guidance						
	The Economic Situation and Market Policy in Tourism						
<i>Total Specialized disciplines</i>		113	16	1	3390	2280	1110
	Practical Training	5	6				
	State Examination or Diploma Paper Defence	10	8				

1	2	3	4	5	6	7	8
<i>Total Entire Course of Studies</i>		244	30	4	6810	4530	2340
Optional Disciplines							
1	Globalization	4		2	120	60	60
2	Foreign language – English	4,4,4		3,5,7	360	180	180
3	Foreign language – French	4,4,4		3,5,7	360	180	180
4	Foreign language – German	4,4,4		3,5,7	360	180	180
5	Foreign language – Russian	4,4,4		3,5,7	360	180	180

Programme **International Economic Relations**

Professional field **Economics**

Study period **4 years**

Language of instruction: **Bulgarian**

Professional qualification **Economist**

Form of education **full-time**

No	Disciplines	Credits	Exam	Cont. assessment	Total	Extra curricular	Curricular
1	2	3	4	5	6	7	8
Fundamental disciplines							
1	Microeconomics	9	1		270	180	90
2	Mathematics	9	1		270	180	90
3	Informatics	9	1		270	180	90
4	Physical Education	0			60	0	60
5	Elective disciplines (1) English language German language French language Russian language	3		1	90	60	30
6	Macroeconomics	9	2		270	180	90
7	Principles of Law	7	2		210	135	75
8	Management Theory	8	2		240	165	75
9	Elective disciplines (1) Philosophy History of Economics Economic Sociology Economic Psychology History of Economic Thought Career Development	6	2		180	120	60
10	Introduction to Finance	7	3		210	135	75
11	Accounting Theory	8	3		240	165	75

1	2	3	4	5	6	7	8
12	Marketing	6	3		180	105	75
13	Introduction to Statistics	5	3		150	75	75
14	Elective disciplines (1)	4		3	120	60	60
	Political Science						
	Ecology						
	Socio-economic Geography						
	Commercial Law						
	Economics of the Public Sector						
	Commercial Correspondence						
	Labour Economics						
<i>Total Fundamental disciplines</i>		90	11	2	2760	1740	1020
University Specialized disciplines							
15	Financial Accounting	8	4		240	165	75
16	Economics of the Enterprise	8	4		240	165	75
17	Elective disciplines (1)	6	4		180	120	60
	Internet Technologies						
	Planning and Forecasting						
	Introduction to Entrepreneurship						
	European Studies						
	Optimization Methods						
	Econometrics						
<i>Total University Specialized disciplines</i>		22	3		660	450	210
Specialized disciplines							
18	International Economics	8	4		240	150	90
19	International Market Conditions and Pricing	8	5		240	180	60
20	International Business	9	5		270	180	90
21	Foreign Trade Policy	8	5		240	180	60
22	Comparative Economic Systems	5	5		150	105	45
23	Project Management	6	6		180	120	60
24	Transnational Corporations and World Economy	5	6		150	105	45
25	Economic Analysis of the Foreign Trade Enterprise	7	6		210	135	75
26	European Economic Integration	7	6		210	135	75
27	Introduction to Tourism	5	7		150	105	45
28	International Marketing and Advertising	8	7		240	150	90
29	International Finance	9	7		270	180	90
30	Business Practices	4	7		120	90	30
31	Elective disciplines (1)	4		7	120	90	30
	Specialized Foreign language – English						
	Specialized Foreign language – German						

1	2	3	4	5	6	7	8
	Specialized Foreign language – French						
	Specialized Foreign language – Russian						
32	International Management	5	8		150	90	60
33	International Logistics	6	8		180	105	75
34	Diplomatic Relations	5	8		150	105	45
35	Elective disciplines (1)	4	8		120	75	45
	Science of Commercial Articles						
	Econometric Methods in International Business						
	International Private and Public Law						
	Information Technology in International Business						
	Specific Foreign Trade Contracts						
	Environmental Economics						
	The Language of International Trade (elective) (English, German, French, Russian)						
<i>Total Specialized disciplines</i>		113	17	1	3390	2280	1110
	Practical Training	5	6				
	State Examination or Diploma Paper Defence	10	8				
<i>Total Entire Course of Studies</i>		240	17	3	6810	4470	2340
Optional Disciplines							
1	Globalization	4		2	120	60	60
2	Foreign language – English	4,4,4		3,5,7	360	180	180
3	Foreign language – French	4,4,4		3,5,7	360	180	180
4	Foreign language – German	4,4,4		3,5,7	360	180	180
5	Foreign language – Russian	4,4,4		3,5,7	360	180	180

Programme **International Business**

Professional field **Economics**
Professional qualification **Economist**

Study period **4 years**
Form of education **full-time**

Language of instruction: **Bulgarian**

No	Disciplines	Credits	Exam	Cont. assessment	Total	Extra curricular	Curricular
1	2	3	4	5	6	7	8
Fundamental disciplines							
1	Microeconomics	9	1		270	180	90
2	Mathematics	9	1		270	180	90
3	Informatics	9	1		270	180	90



1	2	3	4	5	6	7	8
4	Sports				60	0	60
5	Elective (Foreign language) (1) English language German language French language Russian language	3		1	90	60	30
6	Macroeconomics	9	2		270	180	90
7	Principles of Law	7	2		210	135	75
8	Management Theory	8	2		240	165	75
9	Elective (Art and Humanity) (1) Business Ethics Bulgarian and Balkan Culture Economy of Culture	6	2		180	120	60
10	Introduction to Finance	7	3		210	135	75
11	Accounting	8	3		240	165	75
12	Marketing	6	3		180	105	75
13	Principles of Statistics	5	3		150	75	75
14	Elective (Social Sciences) (1) Business Philosophy Introduction to Sociology Organizational Behaviour Student Success Strategies	4		3	120	60	60
Total Fundamental disciplines		90	11	2	2760	1740	1020
Specialized disciplines							
15	International Economics	9	4		270	195	75
16	Introduction to International Business	9	4		270	195	75
17	International Trade Policy	7	4		210	135	75
18	Elective (Legal Sciences) (1) Business Law Law of the European Union International Trade Law Customs Procedures	5	4		150	90	60
19	International Management	9	5		270	195	75
20	International Political Economy	8	5		240	165	75
21	Human Resource Management	8	5		240	165	75
22	Elective (1) Corporate Social Responsibility Responsible Leadership Business Communication Intercultural Aspects of Business	5	5		150	90	60
23	International Logistics	6	6		180	120	60
24	International Marketing	8	6		240	165	75
25	International Tourism	6	6		180	120	60

1	2	3	4	5	6	7	8
26	Elective (Methodology and Methods) (1) Business Process Modeling Business Valuation Optimal Management of Stochastic Process in International Business Business Intelligence	5	6		150	105	45
27	Corporate Finance	7	7		210	150	60
28	TNC and FDI	6	7		180	120	60
29	International Marketing Research	6	7		180	120	60
30	Project Management	6	7		180	120	60
31	Elective (1) E-business Comparative Economic Systems Management of Innovations Business Consulting	5	7		150	105	45
32	Corporate Governance	5	8		150	90	60
33	International Branding	5	8		150	90	60
34	International Marketing Management	5	8		150	90	60
35	Diploma Seminar	5		8	150	105	45
<i>Total Specialized disciplines</i>		135	19	2	4050	2730	1320
	Practical Training	5	6				
	State Examination or Diploma Paper Defence	10	8				
<i>Total Entire Course of Studies</i>		240	30	4	6810	4470	2340
Optional Disciplines							
1	Bulgarian language	4,4,4,4		2,4,6,8	480	240	240
2	Foreign language – English	4,4,4		3,5,7	360	180	180
3	Foreign language – French	4,4,4		3,5,7	360	180	180
4	Foreign language – German	4,4,4		3,5,7	360	180	180
5	Foreign language – Russian	4,4,4		3,5,7	360	180	180

FACULTY OF INFORMATICS

Programme *Informatics*

Professional field **Informatics and Computer Sciences**

Study period **4 years**

Language of instruction: **Bulgarian**

Professional qualification **Informatician**

Form of education **full-time**

No	Disciplines	Credits	Exam	Cont. assessment	Total	Extra curricular	Curricular
1	2	3	4	5	6	7	8
Fundamental disciplines							
1	Linear Algebra and Analytic Geometry	9	1		270	210	60
2	Economics	9	1		270	195	75
3	Introduction to Informatics	9	1		270	180	90
4	Physical Education	0			60	0	60
5	Elective disciplines (1) English language French language German language Russian language	3		1	90	60	30
6	Computer Architectures	6	2		180	120	60
7	Introduction to Programming	7	2		210	135	75
8	Mathematical Analysis	7	2		210	120	90
9	Discrete Mathematics	6	2		180	120	60
10	Elective disciplines (1) Office Applications Multimedia Publishing Systems	4		2	120	75	45
11	Introduction to Finance	7	3		210	135	75
12	Accounting Theory	8	3		240	165	75
13	Object-Oriented Programming	7	3		210	135	75
14	Probability Theory and Mathematical Statistics	5	3		150	90	60
15	Elective disciplines (1) Teamwork and Communications Project Management Advertising and Public Relations	3		3	90	45	45
Total Fundamental disciplines		90	11	3	2760	1785	975
University Specialized disciplines							
16	Economics and Management of the Enterprise	7	4		210	150	60
17	Programming and Data Structures	7	4		210	135	75
18	Operating Systems	6	4		180	120	60
19	Statistics	6	4		180	120	60

1	2	3	4	5	6	7	8
20	Elective disciplines (1) Differential Equations Algebra Numerical Methods and Algorithms Financial Mathematics Geometry	4		4	120	75	45
<i>Total University Specialized disciplines</i>		30	4	1	900	600	300
Specialized disciplines							
21	Programming Languages Semantics	8	5		240	180	60
22	Databases	8	5		240	150	90
23	Information Systems Design	8	5		240	150	90
24	Elective disciplines (1) Visual Programming Environment Visual C++ Visual Programming Environment Delphi Visual Programming Environment Java	6	5		180	120	60
25	Computer Networks and Communications	7	6		210	150	60
26	Web Technology	7	6		210	150	60
27	Modelling and Optimization	6	6		180	120	60
28	Elective disciplines (1) Database Administration .NET Technology Development Environments	5	6		150	90	60
29	Computer Graphics	8	7		240	180	60
30	Logical and Functional Programming	8	7		240	180	60
31	Server Programming	7	7		210	150	60
32	Elective disciplines (1) Computer Network Administration UNIX Operating Systems Information and Communication Technology in the Financial Sector	7	7		210	150	60
33	Software Technology	6	8		180	105	75
34	Intelligent Systems	5	8		150	90	60
35	Web Design	5	8		150	90	60
36	Elective disciplines (1) Cryptography and Data Protection Operation Studies Unified Modelling Environments	4	8		120	60	60
<i>Total Specialized disciplines</i>		105	16		3150	2115	1035
Practical Training		5	6				
State Examination or Diploma Paper Defence		10	8				
<i>Total Entire Course of Studies</i>		240	31	4	6810	4500	2310
Optional Disciplines							
1	Globalization	4		2	120	60	60



1	2	3	4	5	6	7	8
2	Foreign language – English	4,4,4		3,5,7	360	180	180
3	Foreign language – French	4,4,4		3,5,7	360	180	180
4	Foreign language – German	4,4,4		3,5,7	360	180	180
5	Foreign language – Russian	4,4,4		3,5,7	360	180	180

Programme **Statistics and Econometrics**

Professional field **Economics**
Professional qualification **Economist**

Study period **4 years**
Form of education **full-time**

Language of instruction: **Bulgarian**

No	Disciplines	Credits	Exam	Cont. assessment	Total	Extra curricular	Curricular
1	2	3	4	5	6	7	8
Fundamental disciplines							
1	Microeconomics	9	1		270	180	90
2	Mathematics	9	1		270	180	90
3	Informatics	9	1		270	180	90
4	Physical Education	0			60	0	60
5	Elective disciplines (1) English language German language French language Russian language	3		1	90	60	30
6	Macroeconomics	9	2		270	180	90
7	Principles of Law	7	2		210	135	75
8	Management Theory	8	2		240	165	75
9	Elective disciplines (1) Philosophy History of Economics Economic Sociology Economic Psychology History of Economic Thought Career Development	6	2		180	120	60
10	Introduction to Finance	7	3		210	135	75
11	Accounting Theory	8	3		240	165	75
12	Marketing	6	3		180	105	75
13	Introduction to Statistics	5	3		150	75	75
14	Elective disciplines (1) Political Science Ecology Socio-economic Geography	4	3		120	60	60

1	2	3	4	5	6	7	8
	Commercial Law Economics of the Public Sector Commercial Correspondence Labour Economics						
<i>Total Fundamental disciplines</i>		90	11	2	2760	1740	1020
University Specialized disciplines							
15	Financial Accounting	8	4		240	165	75
16	Economics of the Enterprise	8	4		240	165	75
17	Elective disciplines (1) Internet Technologies Planning and Forecasting Introduction to Entrepreneurship International Economics European Studies Optimization Methods Econometrics	6	4		180	120	60
<i>Total University Specialized disciplines</i>		22	3		660	450	210
Specialized disciplines							
18	Economic Statistics	8	4		240	150	90
19	Statistical Methods for the Analysis of Time Series	7	5		210	150	60
20	Planning and Conducting Sample Surveys	8	5		240	165	75
21	Statistical and Econometric Software	8	5		240	165	75
22	Social Statistics	7	5		210	135	75
23	Banking	6	6		180	120	60
24	Econometrics part I	6	6		180	120	60
25	Population Statistics	7	6		210	135	75
26	Elective disciplines (1) Marketing Research Statistical Methods in Marketing Research	6	6		180	120	60
27	Statistical Databases	7	7		210	150	60
28	Statistical Methods of Quality Control	8	7		240	150	90
29	Econometrics part II	8	7		240	180	60
30	Elective disciplines (1) Statistics of Telecommunications Statistics of the Telecommunications Market	7	7		210	150	60
31	Financial Econometrics	5	8		150	90	60
32	Specialized Seminar	5	8		150	120	30
33	Elective disciplines (1) Bank Statistics Foreign Trade Statistics	5	8		150	90	60
34	Elective disciplines (1) Statistical Inferences Statistics of the Enterprise	5	8		150	90	60

1	2	3	4	5	6	7	8
Environmental Statistics							
<i>Total Specialized disciplines</i>		123	17		3390	2280	1110
Practical Training		5	6				
State Examination or Diltoma Paper Defence		10	8				
<i>Total Entire Course of Studies</i>		240	31	2	6810	4470	2340
Optional Disciplines							
1	Globalization	4		2	120	60	60
2	Foreign language – English	4,4,4		3,5,7	360	180	180
3	Foreign language – French	4,4,4		3,5,7	360	180	180
4	Foreign language – German	4,4,4		3,5,7	360	180	180
5	Foreign language – Russian	4,4,4		3,5,7	360	180	180

Programme **Business Information Systems**

Professional field *Economics*
Professional qualification *Economist*

Study period *4 years*
Form of education *full-time*

Language of instruction: **Bulgarian**

No	Disciplines	Credits	Exam	Cont. assessment	Total	Extra curricular	Curricular
1	2	3	4	5	6	7	8
Fundamental disciplines							
1	Microeconomics	9	1		270	180	90
2	Mathematics	9	1		270	180	90
3	Informatics	9	1		270	180	90
4	Physical Education	0			60	0	60
5	Elective disciplines (1)	3		1	90	60	30
	English language						
	German language						
	French language						
	Russian language						
6	Macroeconomics	9	2		270	180	90
7	Principles of Law	7	2		210	135	75
8	Management Theory	8	2		240	165	75
9	Elective disciplines (1)	6	2		180	120	60
	Philosophy						
	History of Economics						
	Economic Sociology						
	Economic Psychology						
	History of Economic Thought						
	Career Development						

1	2	3	4	5	6	7	8
10	Introduction to Finance	7	3		210	135	75
11	Accounting Theory	8	3		240	165	75
12	Marketing	6	3		180	105	75
13	Introduction to Statistics	5	3		150	75	75
14	Elective disciplines (1)	4		3	120	60	60
	Political Science						
	Ecology						
	Socio-economic Geography						
	Commercial Law						
	Economics of the Public Sector						
	Commercial Correspondence						
	Labour Economics						
<i>Total Fundamental disciplines</i>		90	11	2	2760	1740	1020
University Specialized disciplines							
15	Financial Accounting	8	4		240	165	75
16	Economics of the Enterprise	8	4		240	165	75
17	Elective disciplines (1)	6	4		180	120	60
	Internet Technologies						
	Planning and Forecasting						
	Introduction to Entrepreneurship						
	International Economics						
	European Studies						
	Optimization Methods						
	Econometrics						
<i>Total University Specialized disciplines</i>		22	3		660	450	210
Specialized disciplines							
18	Principles of Information Systems	8	4		240	180	60
19	Computer Architectures	6	5		180	120	60
20	Algorithmization and Programming	8	5		240	165	75
21	Operating Systems	8	5		240	180	60
22	Computer Networks and Communications	8	5		240	180	60
23	Information Systems Design	7	6		210	120	90
24	Databases	7	6		210	120	90
25	Applied Programming	6	6		180	105	75
26	Elective disciplines (1)	5	6		150	90	60
	Operation Studies						
	Decision Making Theory						
27	Web Technology	8	7		240	180	60
28	IT Project Management	8	7		240	180	60
29	Software Business	8	7		240	180	60
30	Elective disciplines (1)	6	7		180	120	60
	Visual Programming Environment Delphi						



1	2	3	4	5	6	7	8
	Visual Programming Environment Java Development Environments Office Applications						
31	Business Intelligent Systems	6	8		180	120	60
32	Planning and Management of the Security of Information Systems	6	8		180	120	60
33	Elective disciplines (1) Accounting Software Information and Communication Technology in the Financial Sector Information Logistics Marketing Information Systems	4	8		120	60	60
34	Elective disciplines (1) Advanced Business Information and Communication Technology E-business Strategies Information Management	4	8		120	60	60
<i>Total Specialized disciplines</i>		113	17		3390	2280	1110
	Practical Training	5	6				
	State Examination or Diploma Paper Defence	10	8				
<i>Total Entire Course of Studies</i>		240	31	2	6810	4470	2340
Optional Disciplines							
1	Globalization	4		2	120	60	60
2	Foreign language – English	4,4,4		3,5,7	360	180	180
3	Foreign language – French	4,4,4		3,5,7	360	180	180
4	Foreign language – German	4,4,4		3,5,7	360	180	180
5	Foreign language – Russian	4,4,4		3,5,7	360	180	180



CONCLUSION

The Information Package aimed at incoming students to University of Economics – Varna is a good start for our present and future visiting students.

With this Information Package it is necessary to provide information to our future students and partners. For this reasons, it's possible to find History, Mission and Goals of Education, Partner Universities, Useful information on how to apply as incoming Erasmus+ student and some practical information for regular foreign students. In addition to this information, here is helpful information not only about Bulgaria, but also about Varna, how to find University and how to get to the dorms. At the end of this Information Package, students and our partners can see all courses that are available for our incoming Erasmus+ students and Bachelor's degree programmes that are taught in Bulgarian and "International Business" programme that is taught fully in English and is available also for exchange students. As the most important, in case of any questions, you're more then welcome to contact International Relations Office for any additional information to make your stay here more pleasant.

We will gladly and gratefully accept all suggestions and recommendations you might have on its further improvement.



