SOFIA UNIVERSITY „ST. KLIMENT OHRIDSKI“

FACULTY OF ECONOMICS AND BUSINESS ADMINISTRATION
DEPARTMENT „STATISTICS AND ECONOMETRICS“

STATE EXAM QUESTIONNIARE

MASTER'S DEGREE PROGRAM

„MANAGEMENT INFORMATION SYSTEMS"

(4 semesters in English)

The questionnaire for the state examination is approved by Protocol No. 19/21.11.2023. of the Faculty Council of the Faculty of Economics and Business Administration.

1. Value creation and digital transformation strategies.
2. Enterprise architecture.
3. Business Information Systems – CRM, ERP, SCM, BI.
4. Management Information Systems integration.
5. Bulgarian payment systems. Development. Functions. Interaction. Payment types and operators. Legal framework.
6. Electronic financial markets. Advantages of investing in the electronic financial markets. Investment instruments. Markets and brokers. Information resources. Investment basics.
7. Retail electronic payment systems. Payment card systems. Electronic checks systems. Remote and Internet banking. Mobile payment systems. Electronic money systems. P2P electronic payment systems. Integrated solutions for electronic payments.
8. Business processes and their place in the organization.
9. Business process description and documentation.
10. Business process reengineering.
11. Organizational culture and change (G. Hofstede). Types, modalities, and areas. The example of "decentralization experts".
12. Individual change. Models for the study of individual change (behavioral, cognitive, psycho-dynamic, humanistic psychology). Personality types and organizational change.
13. Changes in the organization related to the introduction of new ICT (strategy, the role of ICT management, change in information culture).
14. Legal aspects of information and communication technologies.
15. Electronic statements, electronic documents, electronic signatures.
16. e-Governance.

17. Mainstream Project Management bodies and frameworks.
18. Project Management: Scheduling and Budgeting.
19. Project Management: Quality management.
20. The short-run of a closed economy. The goods market. Equilibrium in the goods market and determination of output. Interaction among demand, production, and income. Gross Domestic Product (GDP). Consumption. Investment. Real vs Nominal GDP. The demand for goods. The determination of equilibrium output.
21. The open economy. Openness in the goods markets. Openness of the financial markets. Exchange rate regimes.
22. The supply and demand model. Elasticity and its applications.
23. Investment in common stocks. Determinants of investment returns.
24. The main goal of the companies – management and microeconomic approach. Stakeholders, shareholders, managers, regulators, stakeholder associations. Corporate governance and changing models. From maximizing shareholder value to maximizing stakeholder value. Corporate social responsibility.
25. Management - characteristics and definitions. Development of managerial thought. Approaches and schools in management theory: From Taylor, Weber and Fayol to Drucker and Kotler.
26. General Principles of Accounting. Ethics.
27. Financial Statements: Meaning, objectives, and importance.
28. Role, functions, and tasks of the financial manager; Objectives of corporate governance; Model for finding the present value of cash flows; The Net Present Value (NPV) method; Estimation of the present value (PV) of tangible fixed assets; Estimation of the present value (PV) of life annuities and annuities.
29. Long-term financing of the company: Financing with bonds; Financing with preferred shares; Financing with ordinary shares; Public and private issues of securities.

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