



COURSE LIST FOR THE INCOMING ERASMUS STUDENTS

2022/2023

FACULTY OF ECONOMICS AND BUSINESS ADMINISTRATION

Faculty coordinator: Assoc. Prof. Marcellin Yovogan, myovogan@feb.uni-sofia.bg

For administrative issues, please contact: Boryana Raynova, braynova@feb.uni-sofia.bg

Course code	Course title (in English)	Language of instruction	Course offered to BA/BS, MA/MS, PhD	Semester (winter/ summer)	ECTS	Workload (hours)			Lecturer/s's name	Lecturer/s's E-mail
						Lectures	Seminars	Practical work		
EF R056	MICROECONOMIC S I	English	BA	Winter	7	60	45		Chief Assist. Prof. Ilia Atanasov	i.atanasov@feb.uni-sofia.bg

Short description of the course: The course is designed for students in their first year. Introduces basic topics and concepts. market price, general equilibrium, demand and supply curve, alternative price, elasticity, marginal utility, indifference curve, perfect and imperfect competition, maximization of public utility.

Requirements for enrollment: NO

If any, please describe the specific requirements:

Course code	Course title (in English)	Language of instruction	Course offered to BA/BS, MA/MS, PhD	Semester (winter/ summer)	ECTS	Workload (hours)			Lecturer/s's name	Lecturer/s's E-mail
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EF R048	INTERNATIONAL FINANCE	English	BA	Winter	4	45			Assistant Prof. Mario Kasabov, PhD	mdkasabov@uni-sofia.bg
<p>Short description of the course: The course "International Finance" aims to acquaint students with the mechanism of operation of foreign exchange markets, international financial transactions, transactions of economic entities with foreign partners, considering the importance of exchange rates in determining the relative value of currencies and more. In developing the thematic structure of the course, an attempt is made to cover the various transactions made by residents of the country with their partners around the world for a certain period and their impact on decision-making by participants in the international financial system.</p>										
<p>Requirements for enrollment: NO If any, please describe the specific requirements:</p>										
Course code	Course title (in English)	Language of instruction	Course offered to BA/BS, MA/MS, PhD	Semester (winter/ summer)	ECTS	Workload (hours)			Lecturer/s's name	Lecturer/s's E-mail
						Lectures	Seminars	Practical work		
EF R040	PUBLIC FINANCE	English	BA	Winter	5	45	30		Assoc. Prof. Kaloyan Ganev, PhD	k_ganev@feb.uni-sofia.bg
<p>Short description of the course: The Public Finance course provides the basic concepts and theoretical constructs of public sector economics. The topics include public goods, externalities, foundations of public choice theory, taxation, etc. Basic models for fiscal policy analysis, automatic fiscal stabilizers, and independent fiscal institutions are also discussed.</p>										
<p>Requirements for enrollment: NO If any, please describe the specific requirements:</p>										
Course code	Course title (in English)	Language of instruction	Course offered to BA/BS, MA/MS, PhD	Semester (winter/ summer)	ECTS	Workload (hours)			Lecturer/s's name	Lecturer/s's E-mail
						Lectures	Seminars	Practical work		
EF R042	PUBLIC FINANCE	French	BA	Winter	5	45	30		Assoc. Prof. Marcellin Yovogan, PhD	myovogan@feb.uni-sofia.bg
<p>Short description of the course : Le cours de finances publiques fournit les concepts de base et les concepts théoriques de l'économie du secteur</p>										

public. Les thèmes comprennent les biens publics, les externalités, les fondements de la théorie des choix publics, la fiscalité, etc. Des modèles rudimentaires pour l'analyse de la politique budgétaire, les stabilisateurs budgétaires automatiques et les institutions fiscales indépendantes sont également discutés. Les étudiants seront capables d'identifier correctement le rôle de l'État dans l'économie, d'analyser le statut et les tendances en fonction des variables budgétaires fondamentales, d'évaluer correctement les effets attendus des changements dans la politique budgétaire, le fonctionnement des stabilisateurs automatiques, etc.

Requirements for enrollment: NO

If any, please describe the specific requirements:

Course code	Course title (in English)	Language of instruction	Course offered to BA/BS, MA/MS, PhD	Semester (winter/ summer)	ECTS	Workload (hours)			Lecturer/s's name	Lecturer/s's E-mail
						Lectures	Seminars	Practical work		
EF R066	ANALYSIS AND FORECASTING OF ECONOMIC TIME SERIES	English	BA	Winter	4	30	30		Assoc. Prof. Boyan Lomev, PhD	lomev@feb.uni-sofia.bg

Short description of the course: The Course is designed for Bachelor students from Economics Programme. The basic aim is to present contemporary theory of Time Series Analysis and Forecasting. Key aspect is the application of statistical and econometrics methods to real-life economic data, using Matlab software environment.

Requirements for enrollment: NO

If any, please describe the specific requirements:

Course code	Course title (in English)	Language of instruction	Course offered to BA/BS, MA/MS, PhD	Semester (winter/ summer)	ECTS	Workload (hours)			Lecturer/s's name	Lecturer/s's E-mail
						Lectures	Seminars	Practical work		
EF R032	INFORMATION TECHNOLOGIES AND SYSTEMS	English	BA	Winter	6	45	45		Assoc. Prof. Kamen Spasov, PhD	kspasov@feb.uni-sofia.bg

Short description of the course: The goal of the course "Information Technologies and Systems" is to provide students with basic principals in the area of information technologies and systems needed to each and every student in business administration. The program covers management information systems, office systems, and other applications of information technologies and systems in the business. The program aims students to

acquire hands-on experience working with state-of-the-art office applications.

Requirements for enrollment: NO

If any, please describe the specific requirements:

Course code	Course title (in English)	Language of instruction	Course offered to BA/BS, MA/MS, PhD	Semester (winter/ summer)	ECTS	Workload (hours)			Lecturer/s's name	Lecturer/s's E-mail
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EF R059	CORPORATE FINANCE	French	BA	Winter	7	60	30		Assoc. Prof. Marcellin Yovogan, PhD	myovogan@feb.uni-sofia.bg

Short description of the course: La discipline du financement des entreprises est l'une des plus importantes étudiées à la Faculté d'économie. Il couvre les tendances actuelles de la gestion financière des entreprises et des organisations. L'attention est portée aux sujets liés à la finance comportementale, à la gestion des flux de trésorerie, aux regroupements d'entreprises, etc.

Requirements for enrollment: NO

If any, please describe the specific requirements:

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EF R061	ECONOMIC STATISTICS	English	BA	Winter	4	30	30		Assoc. Prof. Ralitsa Simeonova – Ganeva, PhD	r_ganeva@feb.uni-sofia.bg

Short description of the course: The course in Economic Statistics covers various topics introducing the relation of statistics to economics. It is designed to get students familiar with sources and the nature of statistical analysis in economics. The course addresses main issues in collection, compilation, dissemination, and analysis of data, namely measuring and understanding of: 1) real sector and labour market; 2) foreign and financial sector; 3) social development; and 4) key growth determinants.

The objectives of class activities are both to advance students' knowledge of modern approaches in economic statistics and to develop students' skills in applied economic analysis of real data. A special stress is put on the real data assignments since no one can learn by only reading a textbook.

Every student should do several technical and analytical exercises. Thus, student will have the opportunity to form a habit of completing individual tasks while finding own answers to questions (rather than assuming that they know and understand everything without bothering to look at relevant data, doing some computations, and thinking carefully how to formulate proper evidence-based paragraphs).

Requirements for enrollment: NO

If any, please describe the specific requirements:

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EF E030	ECONOMICS OF HUMAN CAPITAL	English	BA	Winter	2	30			Assoc. Prof. Ralitsa Simeonova – Ganeva, PhD	r_ganeva@feb.uni-sofia.bg

Short description of the course: The main objective of this course is to introduce students to contemporary economic theories and models aimed at explaining the role of human capital. The topics include essentials of the theory of human capital and its applications in the economics of education, family economics, health economics, economics of crime and economic growth.

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EF R105	SUSTAINABLE DEVELOPMENT AND CSR	English	BA	Winter	2	30			Chief Assistant Professor Marina Stefanova, PhD	mstefanova@feb.uni-sofia.bg

Short description of the course : The main objective of the Sustainable Development and CSR course is to provide students with knowledge about the nature, principles, goals and implementation of corporate social responsibility in organizations. Students will gain knowledge of the relationship between strategic management, sustainable development and CSR. They will understand how to build a CSR management system in a company and will become familiar with existing standards in this area, including the resources needed, the scope of the systems, possible challenges, ways to continuous improvement, as well as periodic reviews from management, training and staff qualification.

The course covers also the themes of systematic approach and building effective CSR management systems, including the stages of identifying,

prioritizing and strategic CSR planning in the organization, implementing individual initiatives and projects in the field, analysing and self-evaluating the results achieved and regularly reporting on CSR activities to stakeholders. Further, the course discusses in detail the basic principles of social responsibility, the core subjects covered, namely: organizational governance, human rights, labour practices, environmental protection, fair trade practices, consumer issues and community development. The course examines the international standards ISO 26000 and SA 8000.

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EF R087	ECONOMIC HISTORY, part II	French	BA	Winter	4	30	15		Assoc. Prof. Sonia Georgieva, Iveta Dimitrova	sonia@feb.uni-sofia.bg ivasofronieva@abv.bg

Short description of the course: Le cours d'Histoire économique, II, est consacré au développement économique et politique de la Bulgarie (XIX – XX siècles) dans le contexte des transformations mondiales à cette époque : le premier capitalisme bulgare, la transition vers le socialisme et l'économie planifié, le retour vers l'économie de marché. L'accent est mis sur le travail interactif : les étudiants sont suggérés de lire des documents historiques, des articles scientifiques, faire des comparaisons critiques et finalement présenter un projet de cours

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EF R108	MATHEMATICS – I	German	BA	Winter	6	45	45		Assoc. Prof. Ivan Minchev, PhD	minchev@fmi.uni-sofia.bg

Short description of the course: Analytische Geometrie: das Konzept der Kurvengleichung, Koordinatentransformation und Elementarprobleme; Geradlinige und zweiter Grad Kurven in der Ebene; Beispiel für lineare Programmierung; Analytische Geometrie im Raum; Beispiele aus der Theorie des Wertpapierportfolios. Lineare Algebra: lineare Vektorräume; Lineare Abhängigkeit und Basis; Sätze von linearen Gleichungen; Lineare Transformationen und Matrizen; Skalarprodukt; Quadratische Formen; Leontev-Modelle. Reelle Zahlen, Sequenzen und Grenzen. Calculus (Funktionen einer einzelnen reellen Variablen): Grenzen; Kontinuierliche Funktionen; Derivate und Differenzen - Definition, analytische und

geometrische Bedeutung; Derivate und Funktionstests; Taylor-Erweiterung; Das Konzept des Risikos und des Sturzes. Grundmodelle in der Wirtschaft.

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EF R090 EF E084	INTERNATIONAL MONETARY SYSTEM	French	BA	Winter	2	30			Assoc. Prof. Vania Ivanova, PhD	arbned@abv.bg

Short description of the course: A detailed classification of the currency regimes is offered, explaining their advantages and disadvantages. The ways of measuring exchange rates are systematized and the importance of the internal and external convertibility of a currency is explained. The characteristics of the major international currencies are outlined and competition between the dollar and the euro is discussed, as well as the growing role of Asian currencies in the context of the evolution of the international monetary system. Emphasis is placed on the economic effects of the implementation of a currency regime. The main channels of exchange between the monetary regime and the real economy are examined and the results of regional and global research are reviewed. The issue of Bulgaria's accession to the Euro zone is also being considered in order to reap the full benefits of a change in the currency regime. The last part of the course reviews major currency crises of recent years. Finally, the question arises of the need for reform of the international monetary system and the role of the International Monetary Fund in regulating it.

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EF R037	APPLIED STATISTICS WITH R	English	BA	Winter	5	45			Assoc. Prof. Kaloyan Ganev, PhD	k_ganev@feb.un-i-sofia.bg

Short description of the course: The course presents the basics of computer applications of statistics in the software environment for statistical analysis and graphical data representation R. The applications are related to data-descriptive analysis, working with probability distributions, sampling, point and interval estimates and hypotheses testing, regression analysis of cross-section and time series, ANOVA, etc. Additionally, new techniques of statistical analysis beyond the already covered in the mandatory statistics courses are introduced – both at the theoretical and at the software application level. Those techniques include non-linear regression models, methods for tree structures, cluster analysis, factor analysis,

classification theory elements (e. g. discriminant analysis) and solving mathematical optimization problems										
Requirements for enrollment: NO										
If any, please describe the specific requirements:										
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EF R079	MONEY, BANKING AND FINANCIAL MARKETS	English	BA	Winter	5	45	30		Assistant Professor Georgi Ganev, Ph.D.	g.ganev@feb.uni-sofia.bg
Short description of the course: The course in money and banking introduces students to the topic of monetary analysis and monetary policy. Money, their importance for modern economy, the financial system and the system of monetary policy, the mechanisms of action of various modern financial instruments are among the main topics that the course covers in depth. The course uses generalized models of the functioning of the economy to achieve an analysis of the latest theories of money and monetary policy. The practical examples are based on the experience and data of Bulgarian economy.										
Requirements for enrollment: NO										
If any, please describe the specific requirements:										
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						Lectures	Seminars	Practical work		
EF R049	INTERNATIONAL FINANCE	French	BA	Winter	4	45			Assoc. Prof. Vanya Ivanova, Ph.D.	arbveda@abv.bg
Short description of the course: Le cours de Finance Internationale vise à élargir et approfondir les connaissances de l'économie mondiale dans le domaine monétaire. Il couvre des sujets tels que le marché des changes, le système monétaire international, les mouvements internationaux de capitaux - formes, déterminants et conséquences, les crises financières, la balance des paiements - théorie et pratique. Concernant la pédagogie, les étudiants sont encouragés à discuter, argumenter leur avis personnel et à présenter un projet de cours										

Requirements for enrollment: NO

If any, please describe the specific requirements:

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						Lectures	Seminars	Practical work		
EF R095	HUMAN RESOURCES MANAGEMENT	French	BA	Winter	5	30	45		Prof. Zhelyu Vladimirov, DSc	jeve@feb.uni-sofia.bg

Short description of the course: This course is designed to provide basic knowledge and skills needed in a HR department. Topics such as personnel planning, hiring and selection, assessment, promotion, remuneration and motivation, career development, training and qualification, work environment safety, industrial relations and other are discussed during the course. Teaching is divided into lectures and seminars. Each topic starts with a rather short theoretical part which defines the main concepts (definitions, relations, tools and etc) followed by a more extensive “practical” part which will train skills for the successful realization of the HRM functions. The lectures present the development of theoretical concepts, approaches and methods in HRM, while seminars are more practically oriented towards qualitative and quantitative research methods, communication and presentation skills, and work with various documentation samples. Simulations of a real work environment are used: personnel structure, compensation schemes and other.

Requirements for enrollment: NO

Course code	Course title (in English)	Language of instruction	Course offered to BA/BS, MA/MS, PhD	Semester (winter/ summer)	ECTS	Workload (hours)			Lecturer/s's name	Lecturer/s's E-mail
						Lectures	Seminars	Practical work		
EF R074	FUNDAMENTALS OF STATISTICS	French	BA	Winter	6	45	45		Assoc. Prof. Vera Angelova, PhD	vangelova@iit.bas.bg

Short description of the course: Le cours est consacré à la théorie des probabilités et à la statistique descriptive. La théorie des probabilités est introduite axiomatiquement avec les notions des événements, variables aléatoires, espaces probabilisés, distributions de probabilités, règles fondamentales telles que la loi des grands nombres et le théorème de la limite centrale. La statistique descriptive indique des approches, des méthodes et des techniques de rassembler, d’organiser et d’analyser des données, des éléments de l’ajustement linéaire, de modélisation et d’analyse

de processus et de phénomènes en économie et gestion en but de prendre des décisions adéquates.

Requirements for enrollment: NO

Course code	Course title (in English)	Language of instruction	Course offered to BA/BS, MA/MS, PhD	Semester (winter/ summer)	ECTS	Workload (hours)			Lecturer/s's name	Lecturer/s's E-mail
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EF E087	APPLIED STATISTICS	French	BA	Winter	2	30			Assoc. Prof. Vera Angelova, PhD	vangelova@iit.ba.s.bg

Short description of the course: Le cours initie les étudiants aux notions et aux méthodes liées à la quatrième phase de la méthode statistique – l'interprétation. L'objectif est de fournir des connaissances théoriques et des compétences pratiques liées à l'estimation et aux tests d'hypothèses. Après un bref rappel des notions et distributions de l'échantillonnage - échantillon, distributions de la moyenne, la variance et la proportion échantillonnales, la connaissance des estimations ponctuelles, intervalles de confiance, les principales étapes et les critères de test d'hypothèses – paramétriques et non-paramétriques, et de prise de décision sont maîtrisés.

Requirements for enrollment: NO

Course code	Course title (in English)	Language of instruction	Course offered to BA/BS, MA/MS, PhD	Semester (winter/ summer)	ECTS	Workload (hours)			Lecturer/s's name	Lecturer/s's E-mail
						Lectures	Seminars	Practical work		
EF R016	PRINCIPLES OF PERSONAL FINANCE	English	BA	Winter	7	30	30		Assoc. Prof. Marcellin Yovogan, PhD Assistant Prof. Desislava Petkova	myovogan@feb.uni-sofia.bg d.petkova@feb.uni-sofia.bg

Short description of the course: The course Principles of Personal Finance covers the contemporary aspects of managing the financial condition of households and the property of the individual. The study draws attention to topics related to the risk of financial distress of the household, personal income management, personal property insurance, financial planning after retirement, investing in financial instruments, personal debt management

and more.										
Requirements for enrollment: NO										
Course code	Course title (in English)	Language of instruction	Course offered to BA/BS, MA/MS, PhD	Semester (winter/ summer)	ECTS	Workload (hours)			Lecturer/s's name	Lecturer/s's E-mail
						Lectures	Seminars	Practical work		
EF R039	CORPORATE AND FINANCIAL LAW	English	BA	Winter	5	60			Assoc. Professor Savina Mihaylova-Goleminova, PhD	s.mihaylova@feb.uni-sofia.bg
Short description of the course: The discipline provides knowledge in the field of company management, organization and management of business in general in Bulgaria and in the European Union. The course provides students with a better understanding of the legal and institutional framework in various areas of law, giving them theoretical and practical knowledge of how companies, investors, shareholders, company executives, employees, creditors and other stakeholders such as consumers, national public authorities and European institutions, etc. work together and what are their internal and external relations, ie various legal aspects related to the functioning of a company in a Member State and the European Union are presented										
Requirements for enrollment: NO										
Course code	Course title (in English)	Language of instruction	Course offered to BA/BS, MA/MS, PhD	Semester (winter/ summer)	ECTS	Workload (hours)			Lecturer/s's name	Lecturer/s's E-mail
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EF R022	FINANCIAL ACCOUNTING & REPORTING	English	BA	Winter	7	45	30		Assoc. Prof. Eleonora Stancheva-Todorova, PhD	e_stancheva@feb.uni-sofia.bg
Short description of the course: The aim of the Financial accounting and reporting module is to develop students' knowledge and understanding of the underlying principles and concepts related to financial accounting and technical proficiency in the preparation of basic financial statements under										

the International Financial Reporting Standards (IFRSs) as an applicable reporting framework. It covers some parts of the Accounting module syllabus, which is an element of the ACA qualification of the Institute of Chartered Accountants in England and Wells (ICAEW), as well as the Financial Accounting module, which is an element of the ACCA qualification of the Association of Chartered Certified Accountants (ACCA). By taking the Accounting and financial reporting module students should be able to: record more complex business transactions; prepare basic financial statements for incorporated and unincorporated entities in accordance with IFRSs; prepare simple consolidated financial statements; analyse company's liquidity, long-term indebtedness and solvency, profitability, etc. based on its financial statements; understand the professional accountability; and to make ethical decisions when making a choice between different alternatives. Students are provided with comprehensive presentations of each chapter, as well as with worked examples, case studies and multiple-choice questions. All required and recommended resources to complete coursework and assignments are uploaded into the e-learn system.

Requirements for enrolment: YES

If any, please describe the specific requirements: An introductory module in Accounting that introduces the basic accounting principles and double entry bookkeeping.

Course code	Course title (in English)	Language of instruction	Course offered to BA/BS, MA/MS, PhD	Semester (winter/ summer)	ECTS	Workload (hours)			Lecturer/s's name	Lecturer/s's E-mail
						Lectures	Seminars	Practical work		
EF R023	MARKETING & DIGITAL MARKETING	English	BA	Winter	6	60	30		Prof. Nevyana Krusteva, DSc Assistant. Prof. Irena Mladenova	irenaml@feb.uni-sofia.bg

Short description of the course (in the language of instruction): The course clarifies consistently the specifics of the marketing environment and marketing concept, the characteristics of the marketing mix and the elements of the marketing policies with respect to the marketing mix. Marketing of industrial goods and goods with production and industrial purposes are emphasized. In addition, consumer goods and services marketing, as well as the system of sales promotion and personal sales are studied separately. Teaching methods: power point presentations are used, with preference given to interactive methods, students participation in class discussions, teamwork by students, comments on case studies and educational movies.

Requirements for enrollment: YES

If YES, please describe the specific requirements: Basic knowledge in the fields of management theory and practice, organizational behavior, microeconomics, macroeconomics.

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						Lectures	Seminars	Practical work		
EF R019	ORGANIZATIONAL BEHAVIOR	English	BA	Winter	5	30	45		Assoc. Prof. Iya Petkova- Gurbatova, PhD	Iya.petkova@feb.uni-sofia.bg

Short description of the course (in the language of instruction): The course is synthetic in nature and builds on basic theoretical knowledge and skills. It introduces students to basic approaches and concepts of human behavior in an organizational context. The course introduces in the logic of organizational psychology, the socio-psychological aspects of organizational behavior. It should provoke independent thinking and striving for independent learning and development. The course has input links as follows: basics of management, human resource management, organizational theories, models of human behavior; initial connections: entrepreneurship, organizational development, learning organization, strategic management.

Requirements for enrollment: YES

If YES, please describe the specific requirements: Students must have successfully passed the semester exam on FUNDAMENTALS OF MANAGEMENT.

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						Lectures	Seminars	Practical work		
EF R077	FUNDAMENTALS OF MANAGEMENT	English	BA	Winter	6	30	30		Chief Assistant Prof. I. Angelov, PhD	ivanangel@feb.uni-sofia.bg

Short description of the course (in the language of instruction): The course introduces students to their future profession - the management of various organizations and organized activities. First, the structure of the organization is studied - border, goals, processes, functions, activities, units and structure, behavior. After presenting the basic terminology, the development of managerial thought from the beginning of the century to the present day is examined in detail. In this way, students receive an initial orientation about the state of knowledge in this area, about the ways of acquiring and mastering it. Then the management of organizations is seen as a process that ensures the reproduction of integrity in a given environment with the desired quality, of "decision making" and organizational learning, of the exercise of power in management structures.

Regarding the purpose of management, special attention is paid to the issues of organizational diagnostics, goal setting, organization, organizational structural ideas and the creation of organizational structures - organizational design, work in the socio-cultural layer of the organization (social formation), leadership and leadership style. The exercises are aimed at creating initial skills not only in relation to the material studied, but also in the field of communication, planning their own activities, the use of various information sources, self-development.

Requirements for enrollment: NO

If YES, please describe the specific requirements:

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EF R072	FUNDAMENTALS OF STATISTICS	English	BA	Winter	6	45	45		Prof. Georgi Chobanov, DSc	georgech@feb.uni-sofia.bg

Short description of the course: In this course, probability theory is given a place of honor, not only to serve as the basis of statistics, but also due to the fact that probability theory is also the basis of many contemporary economic theories. It is impossible to delve deep into modern economic theory and practice without clarifying probabilistic concepts such as uncertainty, risk, rational expectations, etc. Therefore, the first part of the course is devoted to probability theory, including probability spaces, random variables, random processes and their properties, as well as fundamental regularities such as the law of large numbers and the central boundary theorem. The second part presents the main modern statistical methods for finding point and interval parameter estimates, as well as tests of statistical hypotheses.

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						Lectures	Seminars	Practical work		
EF R205	CONTEMPORARY TRENDS AND INNOVATION IN HR MANAGEMENT	English	MA	Winter	5	30	30		Prof. Zhelyu Vladimirov, DSc	jeve@feb.uni-sofia.bg
EF R821	RECENT DEVELOPMENT AND									

	INNOVATIONS IN HRM									
<p>Short description of the course: Human Resource management is an important function of any organization. The general goal of this course is to familiarize students with the basic principles and techniques of HRM in the light of new internal and external to the organizations trends. The course integrates the achievements of the behavioral sciences with the practical aspects of implementing the HR functions in real organizations. The course is useful for future managers, as all managers play some roles in HR policies and practices. The HRM covers several functions like recruitment, selection, training, development, performance appraisal, compensation, motivation, safety, and carrier development. These functions are under the influences of new trends such as: globalization, aging of the workforce, diversity, and, particularly, the adoption of new IT. Therefore, the effective performance of these functions requires new skills of HR specialists.</p>										
Requirements for enrollment: NO										
Course code	Course title (in English)	Language of instruction	Course offered to BA/BS, MA/MS, PhD	Semester (winter/ summer)	ECTS	Workload (hours)			Lecturer/s's name	Lecturer/s's E-mail
						Lectures	Seminars	Practical work		
EF E562 EF E865	WEB TECHNOLOGIES AND ARCHITECTURES	English	MA	Winter	5	30	30		Chief Assist. Prof. Anastasios Papapostolu, PhD	papapostol@fmi.uni-sofia.bg
<p>Short description of the course: The course is designed to help participants to acquire basic knowledge and skills to design, architect, and create web applications such as web sites, etc.. During the course web technologies and software architectures will be discussed and applied to go get hands-on experience.</p> <p>This course will present the fundamental technologies behind software design center around the software architecture of web application as well as techniques for designing, developing, and evaluating Web-based applications. Topics include software architectures, software engineering process for software architecture design, fundamental web technologies like HTML, Cascading Style Sheets (CSS), dynamic client-side programming with JavaScript, HTML forms and CGI scripting, PHP, and (given time) Java Applets and dynamic web programming using Ajax, scalability, security and other current web technologies.</p>										
Requirements for enrollment: NO										
			Course		ECTS	Workload (hours)				

Course code	Course title (in English)	Language of instruction	offered to BA/BS, MA/MS, PhD	Semester (winter/ summer)		Lectures	Seminars	Practical work	Lecturer/s's name	Lecturer/s's E-mail
EF R504 EF E807	MARKETING	English	MA	Winter	6	30	30		Prof. Sonia Mileva, DSc	smileva@feb.uni-sofia.bg
Short description of the course: The Marketing course introduces the key elements, frameworks, concepts, models, and techniques in the Marketing field. It is designed to enhance the analytical and problem-solving skills of students and to prepare them to be able to make research, develop strategies and plan a marketing program. Apart from covering the theoretical fundamentals, the seminars focus on the more practical and applicable side of Marketing. They provide examples of how companies organize their marketing efforts across a variety of business settings. In addition, a number of real life case studies are discussed and students have the opportunity to work with businesses in real time.										
Requirements for enrollment: NO										
Course code	Course title (in English)	Language of instruction	Course offered to BA/BS, MA/MS, PhD	Semester (winter/ summer)	ECTS	Workload (hours)			Lecturer/s's name	Lecturer/s's E-mail
						Lectures	Seminars	Practical work		
EF R502 EF R809	MICROECONOMICS	English	MA	Winter	4	30	15		Chief Assist. Prof. Lyuben Ivanov, PhD	livanov@feb.uni-sofia.bg
Short description of the course: The course in Microeconomics aims to introduce students to the topics of economic analysis in general and microeconomics in particular. The major economic concepts, such as scarcity, exchange, demand and supply, are presented, defined, and analyzed. There is a strong emphasis on business economics concepts (production, costs, revenue profit maximization) and on theory of the firm. The market structures of perfect competition, monopolistic competition, oligopoly, and monopoly are presented, defined, and analyzed. At the end of the course the markets for factors of production are also presented and analyzed. This an introductory course and the level of the course does not require previous knowledge on the topic. However, some knowledge of mathematics (or at least basic numeracy) would be useful. The course is trying to keep abreast of the most contemporary understanding of the appropriate material, format, and sequencing of its presentation with the goal of building the best fundament for the future development of the students.										
Requirements for enrollment: NO										
			Course		ECTS	Workload (hours)				

Course code	Course title (in English)	Language of instruction	offered to BA/BS, MA/MS, PhD	Semester (winter/ summer)		Lectures	Seminars	Practical work	Lecturer/s's name	Lecturer/s's E-mail
EB R202 EF R816	ENTREPRENEURSHIP	English	MA	Winter	5	30	15		Prof. Desislava Yordanova, PhD	d.yordanova@feb.uni-sofia.bg
Short description of the course: The course introduces students to basic concepts and approaches of entrepreneurship. Topics include: development of entrepreneurial skills, entrepreneurial idea, development of the idea, resources, entrepreneurial strategies, etc.										
Course code	Course title (in English)	Language of instruction	Course offered to BA/BS, MA/MS, PhD	Semester (winter/ summer)	ECTS	Workload (hours)			Lecturer/s's name	Lecturer/s's E-mail
						Lectures	Seminars	Practical work		
EF R261 EF R803	BUSINESS INFORMATION SYSTEMS FOUNDATION	English	MA	Winter	5	45			Assoc. Prof. Kamen Spassov, PhD	kspassov@feb.uni-sofia.bg
Short description of the course: The program of the course combines the capabilities of information and communication technologies with strategies and management of business operations. Implementation of ICT into business and commerce to transform them into e-business and e-commerce will be presented.										
Course code	Course title (in English)	Language of instruction	Course offered to BA/BS, MA/MS, PhD	Semester (winter/ summer)	ECTS	Workload (hours)			Lecturer/s's name	Lecturer/s's E-mail
						Lectures	Seminars	Practical work		
EF R262 EF R810	BUSINESS PROCESS MODELING AND REENGINEERING	English	MA	Winter	5	45			Assoc. Prof. Todor Yalumov, PhD Boris Borchev, PhD	yalamov@feb.uni-sofia.bg

Short description of the course: The goal of the course is to teach how organizational processes are organized to serve the business model of the organization. It covers the relationship between processes, goals, resources and key performance indicators, as well as methods for getting the necessary information and support to implement a process change.

Requirements for enrollment: NO

Course code	Course title (in English)	Language of instruction	Course offered to BA/BS, MA/MS, PhD	Semester (winter/ summer)	ECTS	Workload (hours)			Lecturer/s's name	Lecturer/s's E-mail
						Lectures	Seminars	Practical work		
EF R263 EF R804	ELECTRONIC PAYMENTS	English	MA	Winter	5	45			Ludmil Anachkov, PhD	ludmil.anatchkov@gmail.com

Short description of the course: The increasing dynamic of contemporary society requires working in a new business environment and sets new requirements for companies. One of those requirements is effectively using modern payment systems. Understanding the way those systems work and the proper use of payment instruments in different kinds of payments (national, international, mobile, business to business or business to customer) is a key factor to success.

The main objective of the course "Electronic payments" is acquainting the students with the contemporary systems for electronic payments, their organization (mechanism of working) and the advantages they have for their users (including businesses).

The course includes introducing the basic concepts related to payments, the stages of payments, payment instruments, the different kinds of payment systems and the existing risks when using them. There is an emphasis on the role of money as a fundamental element in payments, and their evolution from commodity to electronic money. Particular attention is devoted to the current payment instruments such as bank cards, electronic cheques, electronic wallets and electronic purses, as well as the increasingly popular electronic payment technologies, based on mobile, RFID and NFC communications.

Special attention is devoted to the organization of the payment system of the Republic of Bulgaria and the European Union, its participants and their roles. Issues related to the security of electronic payments are also discussed.

Course code	Course title (in English)	Language of instruction	Course offered to BA/BS, MA/MS, PhD	Semester (winter/ summer)	ECTS	Workload (hours)			Lecturer/s's name	Lecturer/s's E-mail
						Lectures	Seminars	Practical work		

EF R264 EF R815	LEGAL ASPECTS OF INFORMATION TECHNOLOGIES	English	MA	Winter	5	45				Assoc.Prof. Martin Zahariev, Phd	Martin.Zahariev @dpc.bg
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Short description of the course: The aim of the course is to provide students with a minimum of knowledge of information and communication technology regulation. In addition to specialized knowledge in computer science, graduates should be familiar with the current legal framework governing the various aspects of information society relations, as well as having a clear view of their rights and obligations under the law. Legal problems related to the use of information technologies arise not only regarding the planning, development, testing and implementation of the intellectual product by the information technology specialists, but also when choosing different platforms and communication networks, developing software solutions for interactive communication between user and system, choice of data storage and archiving solutions; consequences of copying and transposing, database design and engineering, legal options for decompiling and disassembling, etc. The knowledge gained about legal options and limitations will allow students to be active participants in the processes of planning, developing, testing and deploying software and integrated systems, taking into account the relevant legal aspects of these processes.

Course code	Course title (in English)	Language of instruction	Course offered to BA/BS, MA/MS, PhD	Semester (winter/ summer)	ECTS	Workload (hours)			Lecturer/s's name	Lecturer/s's E-mail
						Lectures	Seminars	Practical work		
EF E561 EF E872	ENTERPRISE RESOURCE PLANNING (ERP)	English	MA	Winter	5	30	30		Assoc. Prof. Kamen Spassov, PhD	kspassov@feb.un i-sofia.bg

Short description of the course: The course aims to give students the necessary minimum of knowledge in the management of company resources (ERP Qualification). During the course, students will be introduced to the navigation of an ERP system. SAP or Microsoft ERP software will be used as an example of ERP system. Other ERP products will be presented. The knowledge on ERP capabilities will enable students to be active participants in the planning, development, testing, implementation of ERP software systems.

Course code	Course title (in English)	Language of instruction	Course offered to BA/BS, MA/MS, PhD	Semester (winter/ summer)	ECTS	Workload (hours)			Lecturer/s's name	Lecturer/s's E-mail
						Lectures	Seminars	Practical work		

EF E563 EF E855	DATA BASE MANAGEMENT FOUNDATION	English	MA	Winter	5	30	30		Prof. Krasimira Schvertner, PhD	shvertner@feb.u ni-sofia.bg
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Short description of the course: The course of Database Management Foundation aims to introduce students to modern information technology and systems in organizations and to provide an in-depth look and analysis of databases from a business perspective. The course addresses the major challenges and opportunities for database design and construction. Students acquire basic practical skills to work with conceptual data models and application software systems for database modeling. The course covers various methodologies and products for designing and building databases.

Course code	Course title (in English)	Language of instruction	Course offered to BA/BS, MA/MS, PhD	Semester (winter/ summer)	ECTS	Workload (hours)			Lecturer/s's name	Lecturer/s's E-mail
						Lectures	Seminars	Practical work		
EF R204 EF R818	STRATEGIC MARKETING	English	MA	Winter	5	30	30		Assistant Prof. Irena Mladenova	irenaml@feb.uni- sofia.bg

Short description of the course: The course aims at developing students' understanding of strategic choices in marketing. The main learning emphasis is placed on enhancing critical thinking and its application to marketing strategy planning and implementation. Upon completion of the course, students will:

- be able to demonstrate skills to analyze business problems, identify key issues and develop alternative solutions
- be equipped with the necessary skills to think strategically about marketing challenges and how to approach them
- be able to construct a comprehensive marketing strategic plan aimed at maximizing an organization's competitive advantage

Students will receive assignments and case studies which will be discussed in class. Students are expected to prepare in advance in order to be able to take active participation and contribute to the in-class discussions

Course code	Course title (in English)	Language of instruction	Course offered to BA/BS, MA/MS, PhD	Semester (winter/ summer)	ECTS	Workload (hours)			Lecturer/s's name	Lecturer/s's E-mail
						Lectures	Seminars	Practical work		
EF E202 EF R870	NGO MANAGEMENT	English	MA	Winter	3	30	15		Prof. Albena Vutsova, PhD Assoc. Prof.	valamov@feb.uni- sofia.bg

									Todor Yalamov, PhD	
<p>Short description of the course: A growing number of entrepreneurs and experts choose a career path in non-profit organizations (NPO). Businesses form strategic partnerships with civil society organizations and governments engage non-government organizations (NGO) in policy-making or delivery of social services. At the same time totalitarian regimes and oligarchs are trying to delegitimize those organizations as they deliver democracy, compensate market failures and improve governance and competitiveness. The course presents a theoretical framework to understand the social entrepreneurship and blurring boundaries between profit and non-profit sector, brings socially responsible corporate managers and business owners and leading NPO/NGO entrepreneurs, managers and professionals. The lecturer himself has more than 20 years in all stages of project life-cycle management in different organization in Eastern Europe and Central Asia and would bring different case studies on most important aspects of NPO/NGO management – mission and vision building, engaging constituents, coalition building, project proposal writing, social marketing, recruitment and motivation of personnel, policy-making, sustainability strategies with for-profit entrepreneurship, growing international reputation and leverage</p>										
Course code	Course title (in English)	Language of instruction	Course offered to BA/BS, MA/MS, PhD	Semester (winter/ summer)	ECTS	Workload (hours)			Lecturer/s's name	Lecturer/s's E-mail
						Lectures	Seminars	Practical work		
EF R052	INTERNATIONAL ECONOMICS	English	BA	Summer	6	45	30		Prof. Teodor Sedlarski, PhD	sedlarski@feb.uni-sofia.bg
<p>Short description of the course (in the language of instruction): In the modern world, national economies are interconnected in a complex of economic, political, social relations. In this aspect, the course consists of two parts, united by one first common theme - Balance of Payments.</p> <p>The first part of the course deals with issues related to the so-called four freedoms of goods, services, labor, and capital. Attention is paid to the systems of trade policy, as well as to the means for its implementation. The international trade agreements, the compensatory transactions, the customs policy, the non-tariff barriers, and the international trade organizations such as the WTO are analyzed.</p> <p>The second part deals with issues related to the Eurocurrency market, international monetary and financial organizations providing loans, Brady bonds, nature, functions, regulation, and forecasting of the exchange rate, types of exchange rates, various currency operations related to the currency risk and the mechanisms for protection. Each country is also connected to the international monetary system and its organizations. The problems of economic integration and the European monetary system are also at the forefront.</p>										

Requirements for enrollment: YES										
If YES, please describe the specific requirements: The students should have passed a course in the following subjects:										
<ul style="list-style-type: none"> • Economic theories • Microeconomics • Macroeconomics 										
Course code	Course title (in English)	Language of instruction	Course offered to BA/BS, MA/MS, PhD	Semester (winter/ summer)	ECTS	Workload (hours)			Lecturer/s's name	Lecturer/s's E-mail
						Lectures	Seminars	Practical work		
EF R129	CORPORATE FINANCE	English	BA	Summer	8	60	30		Assoc. Prof. Marcellin Yovogan, PhD	myovogan@feb. uni-sofia.bg
Short description of the course (in the language of instruction):										
Corporate finance is one of the core courses, taught at the faculty of economics and business administration. The main objectives of the course could be summarized in the following words:										
<ul style="list-style-type: none"> • To enable students to analyse and critically evaluate financial choices using investment appraisal techniques, considering the cost and sources of capital • To raise awareness of external considerations, such as takeover threats, interest rate movements, and currency fluctuations, which may impinge on decision making • To cover the major financial issues in such a way as to enable students to make a strategic appraisal of financial problems and to identify different courses of actions for dealing effectively with problems 										
Requirements for enrollment: YES										
If YES, please describe the specific requirements: Students are advised to have good background in Microeconomics, Statistics, Fundamentals of management and accounting.										
Course code	Course title (in English)	Language of instruction	Course offered to BA/BS, MA/MS, PhD	Semester (winter/ summer)	ECTS	Workload (hours)			Lecturer/s's name	Lecturer/s's E-mail
						Lectures	Seminars	Practical work		
EF R099	FINANCIAL	English	BA	Summer	4	45			Assistant Prof.	mdkasabov@un

	INSTITUTIONS AND REGULATIONS								M. Kasabov, PhD	i-sofia.bg
Short description of the course: The purpose of this course is to provide students with a basic understanding of the connections between money, the financial system, and the broader macroeconomy. Students enrolled in the course will learn the basics of banking and financial services, including how credit institutions are organized, the products and financial services they offer, the risks they take, why and how they are regulated, and how this has changed over time.										
Requirements for enrollment: NO If any, please describe the specific requirements:										
Course code	Course title (in English)	Language of instruction	Course offered to BA/BS, MA/MS, PhD	Semester (winter/ summer)	ECTS	Workload (hours)			Lecturer/s's name	Lecturer/s's E-mail
						Lectures	Seminars	Practical work		
EF R086	ECONOMIC HISTORY – part I	French	BA	Summer	6	30	15		Assoc. Prof. Sonia Georgieva, PhD Iveta Dimitrova	sonia@feb.uni-sofia.bg ivasofronieva@abv.bg
Short description of the course : Le cours représente une initiation au vocabulaire et aux mécanismes de l'histoire économique : les notions, les méthodes, la périodisation, les mouvements de longue durée et les cycles courts dans le processus économique mondial. La thématique porte sur les origines du capitalisme dans l'Europe ; le capitalisme et la production à l'époque de la révolution industrielle à l'échelle mondiale; la croissance et les crises des économies industrielles (XIX – XX siècles). Sur le plan pédagogique, les étudiants sont encouragés d'intervenir au cours, présenter un projet, argumenter leurs opinions.										
Course code	Course title (in English)	Language of instruction	Course offered to BA/BS, MA/MS, PhD	Semester (winter/ summer)	ECTS	Workload (hours)			Lecturer/s's name	Lecturer/s's E-mail
						Lectures	Seminars	Practical work		

EF 050	BASIC ECONOMETRICS	English	BA	Summer	5	45	30		Assoc. Prof. Boriana Bogdanova, PhD	bpelova@feb.uni-sofia.bg
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Short description of the course: The course provides an introduction in core concepts in Econometrics. It is focused on development of applied skills for practical implementation of quantitative analytics in the framework of well-known economic theories. In particular, two-variable and multiple regression analysis is considered in detail. The course of lectures provides the required theoretical background of quantitative analysis in Economics while seminar classes illustrate its practical implementation via software applications such as Excel VBA and R.

Course code	Course title (in English)	Language of instruction	Course offered to BA/BS, MA/MS, PhD	Semester (winter/ summer)	ECTS	Workload (hours)			Lecturer/s's name	Lecturer/s's E-mail
						Lectures	Seminars	Practical work		
EF R071 EF R071	DECISION MAKING UNDER RISK AND UNCERTAINTY	English	BA	Summer	5	45			Prof. George Mengov, PhD	g.mengov@feb.uni-sofia.bg

Short description of the course: This course delves in the most prominent scientific theories about human decision making, such as Utility Theory, the Nobel-winning Prospect Theory, the Heuristics and Biases approaches, the concept of humans as intuitive statisticians, and finally, the hottest developments in the neuroscience of economic choice. Theory is related to practice, in business and economics, whenever possible. Students' skills are upgraded in a number of areas: (i) Critical reading of modern scientific articles; (ii) Skilled writing of professional texts; (iii) Presentation of own work.

Requirements for enrollment: NO

If any, please describe the specific requirements:

Course code	Course title (in English)	Language of instruction	Course offered to BA/BS, MA/MS, PhD	Semester (winter/ summer)	ECTS	Workload (hours)			Lecturer/s's name	Lecturer/s's E-mail
						Lectures	Seminars	Practical work		

EF R046 EF R056	MACROECONOMIC S 2	English	BA	Winter	7	45	45		Prof. Stefan Petranov, PhD	spetranov@feb.uni-sofia.bg
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Short description of the course: The course builds on the introductory course Macroeconomics 1. It presents the current macroeconomic theories combined with analysis of numerous examples of real macroeconomic processes, dependencies and policies. The course reflects the dynamic nature of the subject, it takes a balanced approach to different schools and trends in macroeconomics. The course has adopted the European perspective which means that the focus, regulations, examples and data are mostly based on the practices of the EU.

Requirements for enrollment: NO

If any, please describe the specific requirements:

Course code	Course title (in English)	Language of instruction	Course offered to BA/BS, MA/MS, PhD	Semester (winter/ summer)	ECTS	Workload (hours)			Lecturer/s's name	Lecturer/s's E-mail
						Lectures	Seminars	Practical work		
EF E033	WRITTEN BUSINESS COMMUNICATION	English	BA	Summer	2	30			Milena Dzhurova	mvdzhurova@uni-sofia.bg
EF E034	SCHRIFTLICHE GESCHÄFTSKOMMUNIKATION	German							Assoc. Prof. Galina Pavlova	pavlova_galina@abv.bg
EF E091	COMMUNICATION ÉCRITE D'ENTREPRISE	French							Chief Assistant Prof. M. Markova, PhD	markova.maggie@gmail.com

Short description of the course:

Students get acquainted with the processes of communication in an organization and its significance for successful work; with the introduction and improvement of the main genres written and oral business communication; improves communicative culture and increases the effectiveness of the contacts in everyday life; builds a theoretical framework for reflection on communicative processes.

Die Studierenden kennen die Prozesse der Kommunikation in einer Organisation und ihre Bedeutung für eine erfolgreiche Arbeit; Mit der Einführung und Verbesserung der wichtigsten Gattungen geschrieben und mündliche Geschäftskommunikation; Verbessert die kommunikative Kultur und erhöht die Wirksamkeit der Kontakte im Alltag; Baut einen theoretischen Rahmen für die Reflexion über

kommunikative Prozesse auf.

Le cours vise à présenter les principaux enjeux d'ordre communicationnel auxquels doit faire face l'entreprise, ainsi que toute organisation humaine et sociale. Sont abordés des thèmes comme la construction d'une image positive, les compétences et le profil idéal du « bon communicant », les principaux genres et discours oraux et écrits dans l'entreprise à l'interne comme à l'externe, quelques techniques de communication. Les présentations théoriques sont accompagnées d'activités plus interactives sous forme de discussions, de simulations, de jeux de rôle, d'études de cas, ..., ayant pour objectif de renforcer et d'activer les savoir-faire des étudiants. Par ailleurs, ceux-ci sont encouragés à préparer et à présenter un projet de cours.

Le cours est validé par une épreuve écrite et/ou un projet de cours.

Course code	Course title (in English)	Language of instruction	Course offered to BA/BS, MA/MS, PhD	Semester (winter/ summer)	ECTS	Workload (hours)			Lecturer/s's name	Lecturer/s's E-mail
						Lectures	Seminars	Practical work		
EF R020	INTRODUCTION TO FINANCE	English	BA	Summer	6	30	30		Assoc. Professor Bozhidar Nedev, PhD	bozhidar.nedev@feb.uni-sofia.bg

Short description of the course: Introduction to finance aims to acquaint students with the basics of corporate finance and its purpose. Financial analysis, cash flow analysis, sources and uses of financial information, ratios for business performance, discounting, risk management, financial markets and instruments are among the main topics in the introduction course. The basic theoretical framework in the context of accounting is employed as well as mathematical models and empirical studies. The practical examples, accompanying the theoretical framework, refer to the European and US economy.

Course code	Course title (in English)	Language of instruction	Course offered to BA/BS, MA/MS, PhD	Semester (winter/ summer)	ECTS	Workload (hours)			Lecturer/s's name	Lecturer/s's E-mail
						Lectures	Seminars	Practical work		
EF R042 EF R044	MACROECONOMIC S I	English	BA	Summer	7	60	45		Assistant Professor Georgi Ganev, PhD	g.ganev@feb.uni-sofia.bg

Short description of the course: In this course essential economic concepts such as scarcity, trade, demand and supply, macroeconomic indices and policy are introduced, defined and analyzed. The seminars offer a more practical approach to the theoretical issues discussed during the lectures. They

also provide the foundations for economic modeling and analysis. The impact of the economy as a whole, as theory and practice, is the subject of particular emphasis during the lectures and seminars. The practical examples are based on the experience and data of the Bulgarian economy.

Course code	Course title (in English)	Language of instruction	Course offered to BA/BS, MA/MS, PhD	Semester (winter/ summer)	ECTS	Workload (hours)			Lecturer/s's name	Lecturer/s's E-mail
						Lectures	Seminars	Practical work		
EF R051	PRINCIPLES OF ECONOMETRICS	German	BA	Summer	5	45	30		Prof. Georgi Chobanov, PhD/ Assistant Professor Boiko Amarov	georgech@feb.uni-sofia.bg

Short description of the course: Die angebotene Vorlesung führt die Schüler zu den wichtigsten Methoden der Ökonometrie ein, gibt ihnen den Apparat, mit dem die ökonomischen Theorien auf der Grundlage statistischer Daten an die Realität angepasst werden können. Der Kurs umfasst die Methoden der Regressionsanalyse, die auf dem klassischen normalen linearen Regressionsmodell von zwei oder mehr Variablen realisiert wurden. Die Vorlesungen bewahren die mathematische Präzision, die in sinnvollen ökonomischen Modellen angewandt wird, während die Übungen die angewandten Aspekte der Ökonometrie vollständig lösen, indem sie Aufgaben mit Computer-Software wie Eviews, SPSS, R. lösen.

Requirements for enrolment: NO

Course code	Course title (in English)	Language of instruction	Course offered to BA/BS, MA/MS, PhD	Semester (winter/ summer)	ECTS	Workload (hours)			Lecturer/s's name	Lecturer/s's E-mail
						Lectures	Seminars	Practical work		
EF R019	FUNDAMENTALS OF ACCOUNTING	English	BA	Summer	7	45	30		Assoc. Prof. Eleonora Stancheva- Todorova, PhD	e_stancheva@feb.uni-sofia.bg

Short description of the course: The aim of the Fundamentals of Accounting course is to ensure that students have a sound understanding of the techniques of double entry accounting and can apply its principles in recording transactions, adjusting financial records and preparing non-complex financial statements. This course covers part of the Accounting module syllabus, which is an element of the ACA qualification of the Institute of Chartered Accountants in England and Wales (ICAEW).

On completion of this module, students will be: proficient in the use of double entry accounting techniques and the maintenance of accounting records; able to identify and correct omissions and errors in accounting records and financial statements; able to specify the components of financial statements – their structure and content; prepare and present non-complex financial statements for sole traders, partnerships and limited companies; resolve specific issues that might appear in the finance function; and communicate accounting and financial reporting information with different groups of users. Students are provided with comprehensive presentations of each chapter, as well as with worked examples, case studies and multiple-choice questions. All required and recommended resources to complete coursework and assignments are uploaded into the e-learn system.

Requirements for enrolment: NO

Course code	Course title (in English)	Language of instruction	Course offered to BA/BS, MA/MS, PhD	Semester (winter/ summer)	ECTS	Workload (hours)			Lecturer/s's name	Lecturer/s's E-mail
						Lectures	Seminars	Practical work		
EF R017	INTRODUCTION TO BEHAVIORAL FINANCE	English	BA	Summer	3	30	15		Chief Assistant Professor Bozhidar Nedev	bozhidar.nedev@feb.uni-sofia.bg

Short description of the course: The course on introduction to behavioral finance introduces the students to the topics of positive economic theory, which identifies and studies the actual behavior of investors, observed in financial markets and arising from human psychology. Among the main topics that the course covers in depth are the distinction between traditional and behavioral finance, the presentation of emotional and cognitive biases affecting the perceptions and investment decisions of individuals, as well as studying different types of market anomalies. The course uses traditional and behavioral theoretical framework, mathematical models and empirical research. Practical examples are based on experience and data from European and American stock markets

Requirements for enrolment: NO

Course code	Course title (in English)	Language of instruction	Course offered to BA/BS, MA/MS, PhD	Semester (winter/ summer)	ECTS	Workload (hours)			Lecturer/s's name	Lecturer/s's E-mail
						Lectures	Seminars	Practical work		

EF R091	COMMERCIAL LAW	English	BA	Summer	4	45			Chief Assistant Professor Georgi Georgiev, PhD	g.v.georgiev@gmail.com
<p>Short description of the course: The course aims to educate students about the basic institutions of Commercial Law - both company law and commercial transactions, focusing on the economic logic that determines the appearance and content of legal figures. The matter covers not only national law but also comparative law, as well as a thorough analysis of EU law in the field of incorporation and operation of companies in the EU, including in the light of the principle of free movement of capital and the right of establishment within the EU</p>										
<p>Requirements for enrolment: NO</p>										
Course code	Course title (in English)	Language of instruction	Course offered to BA/BS, MA/MS, PhD	Semester (winter/ summer)	ECTS	Workload (hours)			Lecturer/s's name	Lecturer/s's E-mail
						Lectures	Seminars	Practical work		
EF R035	QUANTITATIVE METHODS IN FINANCE	English	BA	Summer	4	30	30		Assoc.Prof. Boriana Bogdanova, PhD	bpelova@feb.uni-sofia.bg
<p>Short description of the course: The goal of the course is to provide an introduction to the basics of data analysis in the context of financial case studies. The first topics are engaged with the process of recording, collection, and storage of data. Students are introduced with illustrative examples of different types of structured as well as unstructured data. They are further taught how to summarize and visualize data effectively. Distributional properties of financial time series are discussed and Monte Carlo simulations are carried on. The following topics present some simple techniques of pattern recognition, among them being the technical analysis. The last part of the course is devoted to core techniques for quantification of dependencies and relationships (e.g. between risk and return). The framework of business understanding, data understanding, model building and validation is outlined and applied to selected case studies in the field of finance.</p>										
<p>Requirements for enrolment: NO</p>										
Course code	Course title (in English)	Language of instruction	Course offered to BA/BS, MA/MS, PhD	Semester (winter/ summer)	ECTS	Workload (hours)			Lecturer/s's name	Lecturer/s's E-mail
						Lectures	Seminars	Practical work		
EF R071	FUNDAMENTALS OF LAW	English	BA	Summer	4	30			Chief Assistant Professor	dilyan.nachev@yahoo.fr

									Dilyan Nachev, PhD	
Short description of the course: This course's purpose is to introduce students to legal theory's main topics by allowing them to get familiar with the views of major authors (such as H.L.A. Hart, H. Kelsen, R. Dworkin, L. Fuller etc.) about fundamental issues of Law. Its central idea is to present a coherent vision about Law as a social phenomenon, based on the achievements of legal science. The course covers questions about the nature of law and the criteria for its validity, sources of law, categories of legal rules, juridical facts, legal consequences etc. At the end of the lecture course, students should have basic knowledge about law as a social regulator - its nature, elements, functions, and so on. The theoretical discussions are combined with many real practical examples.										
Course code	Course title (in English)	Language of instruction	Course offered to BA/BS, MA/MS, PhD	Semester (winter/ summer)	ECTS	Workload (hours)			Lecturer/s's name	Lecturer/s's E-mail
						Lectures	Seminars	Practical work		
EF E006	ECONOMICS AND ENTERPRISE MANAGEMENT- Einführung in die BWL	German	BA	Summer	2	30			Chief Assistant Professor Maria Trifonova, Ph.D	mgtrifonova@feb .uni-sofia.bg
Short description of the course: Die Veranstaltung umfasst 5 Hauptthemen:										
<ol style="list-style-type: none"> 1. Gegenstand der BWL 2. Unternehmensumfeld 3. Ziele und Strategien von Unternehmen 4. Organisationsstrukturen 5. Entscheidungen im Unternehmen 										
Course code	Course title (in English)	Language of instruction	Course offered to BA/BS, MA/MS, PhD	Semester (winter/ summer)	ECTS	Workload (hours)			Lecturer/s's name	Lecturer/s's E-mail
						Lectures	Seminars	Practical work		
EF E007	ENVIRONMENTAL ECONOMICS	English	BA	Summer	2	30			Chief Assistant Professor Mariya	mgtrifonova@feb

									Trifonova, PhD	.uni-sofia.bg
Short description of the course: The aim of the course is to introduce the students to environmental economics as well as the concept of ecosystem services, renewable and non-renewable natural resources. Various forms of regulation are discussed such as command-and-control mechanisms vs. market-based instruments. We are paying special attention to market efficiency and reasons for market failure. What is the impact of the European emissions trading scheme on innovation, competitiveness, and social contribution of the EU companies? What is a circular economic model and how it is distinguished from the linear one?										
Course code	Course title (in English)	Language of instruction	Course offered to BA/BS, MA/MS, PhD	Semester (winter/ summer)	ECTS	Workload (hours)			Lecturer/s's name	Lecturer/s's E-mail
						Lectures	Seminars	Practical work		
EF R510 EF R828	FINANCE	English	MA	Summer	3	45			Assoc. Professor Bozhidar Nedev, PhD Trifon Pavkov	bozhidar.nedev@feb.uni-sofia.bg
Short description of the course: Acquisition by students of theoretical knowledge and practical skills in relation to financial analysis, calculation of various factors ratios, indices, balance sheet and income statement knowledge on key issues of public finances, including budget, tax system and others. - Place and role in government, the responsibilities of management in the public sector.										
Requirements for enrollment: NO										
Course code	Course title (in English)	Language of instruction	Course offered to BA/BS, MA/MS, PhD	Semester (winter/ summer)	ECTS	Workload (hours)			Lecturer/s's name	Lecturer/s's E-mail
						Lectures	Seminars	Practical work		
EF R511 EF R820	ACCOUNTING	English	MA	Summer	5	30	30		Assoc. Prof. Nadia Velinova- Sokolova, PhD	nadya.sokolova@feb.uni-sofia.bg
Short description of the course: Accountants work as strong allies for individuals and businesses by managing a broad range of financial concerns,										

like expenses, income, assets, and more. This lucrative career requires a mix of skills and knowledge from math and economics to interpersonal communication. In the course Basic Accounting you will learn about the fundamentals of accounting principles and recording procedures, double entry, the accounting equation and balance sheets, trial balances, income statements, cash flow statements, and changes in equity statements. Key accounting principles and concepts are applied in a business context, and you will gain the competency in interpreting financial statements that will help you make sound managerial decisions in your own business. The course explains how financial statements are interrelated and, how as a group, they inform different and mutually associated aspects of a company's financial standing.

Requirements for enrollment: NO

If any, please describe the specific requirements:

Course code	Course title (in English)	Language of instruction	Course offered to BA/BS, MA/MS, PhD	Semester (winter/ summer)	ECTS	Workload (hours)			Lecturer/s's name	Lecturer/s's E-mail
						Lectures	Seminars	Practical work		
EF E214 EF E853	Economic Agents' Decision Making	English	MA	Summer	4	30	15		Prof. George Mengov, PhD	g.mengov@feb.uni-sofia.bg

Short description of the course: This course is composed of modern descriptive Decision Science (30%); methodology of science with emphasis on data mining, statistical inference and modelling, neural networks, Occam's Razor (30%); and a student project in developing own research paper – argumentation, presentation, scientific writing, text–data–graph tradeoffs etc. (40%). Some background in or motivation for mathematics and statistics is desirable though not mandatory. Classes are interactive with students presenting their own research half of the time and receiving guidance by the Professor.

Requirements for enrollment: NO

If any, please describe the specific requirements:

Course code	Course title (in English)	Language of instruction	Course offered to BA/BS, MA/MS, PhD	Semester (winter/ summer)	ECTS	Workload (hours)			Lecturer/s's name	Lecturer/s's E-mail
						Lectures	Seminars	Practical work		
EF 507 EF R826	HRM AND ORGANIZATIONAL	English	MA	Summer	9	45	30		Prof. Zhelyu Vladimirov,	jeve@feb.uni-sofia.bg

	BEHAVIOUR									DSc	
<p>Short description of the course: This course is intended to cover most important issues, related to the understanding of organisational behaviour. Among the main topics are the following: managing demographic and cultural diversity of the work force; individual attitudes and behaviour at the work place; theories of work motivation; managing work stress and emotions; communication in organisations; managing groups and teams; organisational conflict and negotiations; decision making processes; leading people; power and politics in organisations; organizational structure and change; and organizational culture.</p>											
<p>Requirements for enrollment: NO If any, please describe the specific requirements:</p>											
Course code	Course title (in English)	Language of instruction	Course offered to BA/BS, MA/MS, PhD	Semester (winter/ summer)	ECTS	Workload (hours)			Lecturer/s's name	Lecturer/s's E-mail	
						Lectures	Seminars	Practical work			
EF 717	DIGITAL BUSINESS MODELS AND PROCESSES	English	MA	Summer	3	30			Assoc. Prof. Anton Gerunov, DSc	A.Gerunov@feb.uni-sofia.bg	
<p>Short description of the course: The course Digital Business Models and Processes investigates how new technology trends shape and transform strategic planning and the company strategy. It investigates the unique features of the digital strategies and explicates on the new sources of differential value creation. The course then further focuses on business modelling and management, drawing upon examples such as the use of AI, blockchain, and big data.</p>											
<p>Requirements for enrollment: NO If any, please describe the specific requirements:</p>											
Course code	Course title (in English)	Language of instruction	Course offered to BA/BS, MA/MS, PhD	Semester (winter/ summer)	ECTS	Workload (hours)			Lecturer/s's name	Lecturer/s's E-mail	
						Lectures	Seminars	Practical work			
EF E425 EF E953	INTRODUCTION TO ORACLE	English	MA	Summer	4	30	30	30	Prof. Krasimira Shvertner, PhD	shvertner@feb.uni-sofia.bg	

Short description of the course: The course "DB Management with SQL" aims to introduce students to modern database management systems. Students learn basic practical skills to work with the SQL relational database manipulation language. The course is compulsory for Master's Degree Program in Applied Econometrics and is selected for other Master's programs in Business Administration at Faculty of Economics.

Requirements for enrollment: NO

Course code	Course title (in English)	Language of instruction	Course offered to BA/BS, MA/MS, PhD	Semester (winter/ summer)	ECTS	Workload (hours)			Lecturer/s's name	Lecturer/s's E-mail
						Lectures	Seminars	Practical work		
EF R265 EF R825	PROJECT MANAGEMENT	English	MA	Summer	5	45			Assistant Prof. Iliia Krastev	krastev.ilia@gmail.com

Short description of the course: Project Management is the art of 'getting things done.' This project management course will focus specifically on software related projects. It will introduce project management from the standpoint of a manager who must organize, plan, implement, and control tasks to achieve an organization's schedule, budget, and performance objectives. Tools and concepts such as project charter, scope statement, work breakdown structure, project estimating, and scheduling methodologies are studied. What is a project? How do you manage one? What is the best approach? We'll answer those questions and many more in the weeks to come. This is an opportunity to learn the project management fundamentals that can guide a project through a maze of challenges to successful completion! Successful projects do not occur by luck or by chance. In fact, many projects do not achieve their organization's goals! Project management is often challenging and difficult to execute. Many people do not possess the personal qualities and leadership potential to lead project teams to successful completion. However, it is refreshing to know that the understanding for the project management lifecycle, as well as the tools, techniques, and necessary documents to be created can be learnt through course study by anyone wishing to do so.

Requirements for enrollment: NO

Course code	Course title (in English)	Language of instruction	Course offered to BA/BS, MA/MS, PhD	Semester (winter/ summer)	ECTS	Workload (hours)			Lecturer/s's name	Lecturer/s's E-mail
						Lectures	Seminars	Practical work		
EF E568 EF E851	ANALYSIS AND MANAGEMENT OF CUSTOMER	English	MA	Summer	5	45			Assistant Prof. Vesel Gagov	vgagov@rila.bg

REQUIREMENTS										
<p>Short description of the course: The development of information systems and software applications based on specific functional requirements has to meet customer needs. Often the identification, definition and management of customer needs and requirements is not efficient and sometimes it is not well structured, so it creates difficulties in management of software development processes. As a result, customers are unhappy there is a waste of highly qualified human resources and endless rework of the designed systems.</p> <p>The goal of the course is to train students in best in the class practices for analysis management of customer requirements.</p>										
Requirements for enrollment: NO										
Course code	Course title (in English)	Language of instruction	Course offered to BA/BS, MA/MS, PhD	Semester (winter/ summer)	ECTS	Workload (hours)			Lecturer/s's name	Lecturer/s's E-mail
						Lectures	Seminars	Practical work		
EF E565 EF E868	CUSTOMER RELATIONSHIP MANAGEMENT (CRM)	English	MA	Summer	5	45			Assoc. Prof. Kamen Spassov, PhD	kspassov@feb.un i-sofia.bg
<p>Short description of the course: The purpose of the course is to introduce students to the basic principles of Customer Relationship Management (CRM). Customer relationship management is a combination of business strategy and operational activities to identify, attract, retain and develop customers yielding high profits through effective and efficient management of the customer's life cycle.</p> <p>During the course students learn how to gather, store and process data and information about customers from different sources inside and outside the organization. They acquire hands on experience using CRM in marketing, sales and customer service.</p>										
Requirements for enrollment: NO										
Course code	Course title (in English)	Language of instruction	Course offered to BA/BS, MA/MS, PhD	Semester (winter/ summer)	ECTS	Workload (hours)			Lecturer/s's name	Lecturer/s's E-mail
						Lectures	Seminars	Practical work		
EF E564 EF E928	SUPPLY CHAIN MANAGEMENT (SCM)	English	MA	Summer	5	30	30		Ghief Assist.Prof. Galia Novakova, PhD	galianovak@gmail.com
<p>Short description of the course: This course is about managing the flow of products from origin through transformation (i.e. procurement,</p>										

production and distribution) to delivery to the ultimate user. The supply chain management process is directly linked to e-commerce, as it is the biggest commercial user of Internet services. The course is designed to be strategic in orientation, emphasizing the framework of the supply chain and the context of management decisions. It does not emphasize quantitative methods as technique sometimes detracts from understanding concepts.

Course code	Course title (in English)	Language of instruction	Course offered to BA/BS, MA/MS, PhD	Semester (winter/ summer)	ECTS	Workload (hours)			Lecturer/s's name	Lecturer/s's E-mail
						Lectures	Seminars	Practical work		
EF E566 EF E871	SDLC Management	English	MA	Summer	5	30	30		Prof. Boyan Bontchev, PhD Nikola Bogdanov	Bbontchev@fmi. uni-sofia.bg

Short description of the course: The SDLC course aims at strengthening the knowledge of Master students on required concepts and methods for large software systems development. It will provide new knowledge on processes and techniques related to development of complex software systems. Additional aim is broad understanding of software engineering discipline. The students will have lectures presenting both the software development process models and phases and, as well, practical seminars, where they will be able practice development of simple software applications passing through all the phases of the software development process, namely analysis, design, implementations, quality assurance, and maintenance.

Course code	Course title (in English)	Language of instruction	Course offered to BA/BS, MA/MS, PhD	Semester (winter/ summer)	ECTS	Workload (hours)			Lecturer/s's name	Lecturer/s's E-mail
						Lectures	Seminars	Practical work		
EF E567 EF E860	INFORMATION AND COMMUNICATION SECURITY	English	MA	Summer	5	45			Associate Professor Velian Dimitrov, PhD	v.dimitrov@unibit .bg

Short description of the course: In the present day, companies conduct an increasing amount of their business electronically. The daily use of new digital tools brings forth questions related to communications, information systems and organizations' data security.

The course "Information and Communications Security" examines the requirements for guaranteeing the security of contemporary IT systems. It describes the main instruments and the challenges and threats associated with them. The basic cryptographic methods and their application in storing and transmitting information, as well as the methods for authentication and building a public key infrastructure are presented. Questions related to guaranteeing users' and electronic services providers' security are considered with particular highlight on the requirements for building a secure and reliable infrastructure and the development of application systems corresponding to the contemporary security requirements. Good practices and standards developed for providing information security and IT service management such as ISO 27000, ITIL and ISO 20000 are presented.

Course code	Course title (in English)	Language of instruction	Course offered to BA/BS, MA/MS, PhD	Semester (winter/ summer)	ECTS	Workload (hours)			Lecturer/s's name	Lecturer/s's E-mail
						Lectures	Seminars	Practical work		
EF R228 EF R824	INNOVATION MANAGEMENT IN THE ORGANIZATION	English	MA	Summer	5	30	30		Prof. Zhelyu Vladimirov, DSc Prof. Teodora Gerogieva, PhD	jeve@feb.uni-sofia.bg

Short description of the course: The course introduces students to the principles of establishment, implementation, maintenance, and continual improvement of an innovation management system in organizations following established academic research, the new standard ISO 56002:2019 and practical experience of lecturers in innovation design, implementation and support. Students will employ design thinking in seminars and work on case studies of different European companies. Guest lecturers will include serial and academic entrepreneurs, owners and managers of companies holding the National Innovation Award in Bulgaria. The course will elaborate how companies formulate and implement innovation strategies, what sources of innovation they use, how they learn from their customers, strategies for protection of innovation and the differences between the EU and US patent system, models of innovation diffusion, behavioural and attitudinal aspects of consumers. We will discuss different ways to measure innovation and R&D and what are the limitations in the current Eurostat approach. Students-entrepreneurs would be given opportunity to network with the Bulgarian innovation and entrepreneurship ecosystem.

			Course		EC	Workload (hours)		
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Course code	Course title (in English)	Language of instruction	offered to BA/BS, MA/MS, PhD	Semester (winter/ summer)		Lectures	Seminars	Practical work	Lecturer/s's name	Lecturer/s's E-mail
EF R211 EF R817	PROJECT MANAGEMENT (MS PROJECT)	English	MA	Summer	3 5	30	15		Prof. Sonia Mileva, DSc Vilislav Boutchaktchiev, PhD	smileva@feb.uni-sofia.bg vboutcha@math.bas.bg

Short description of the course: The course is based on PM Project Management Book Guide, covering the following major topics the definition of project management and project management framework, project life cycle and organization. The Standard for Project management and management process. Relationship among project management, program management and portfolio management; Special attention is given to the operations management, the role of project manager and project management body of knowledge. The process of project integration management, project scope, time management, cost management, quality management, project human resource management, project communication management and project risk management are among the main covered topics.

Requirements for enrollment: NO

If YES, please describe the specific requirements:

Course code	Course title (in English)	Language of instruction	Course offered to BA/BS, MA/MS, PhD	Semester (winter/ summer)	ECTS	Workload (hours)			Lecturer/s's name	Lecturer/s's E-mail
						Lectures	Seminars	Practical work		
EF R206 EF R811	ORGANIZATIONAL CHANGE AND DEVELOPMENT	English	MA	Summer	5 6	30	30		Prof. Zhelyu Vladimirov, DSc Assist. Prof. Irena Mladenova	jeve@feb.uni-sofia.bg

Short description of the course: The main purpose of the course is to acquire the necessary knowledge in the field of organizational change and skills for applying the techniques of organizational diagnostics and organizational development. The course includes two parts - theoretical and practical. The theoretical relates to the development of concepts, approaches and methods of organizational change, achievements and limitations of

different schools. The practical part includes engaging in various quantitative and qualitative methods of research and intervention in organizations to introduce more partial or more global change. Particular attention is paid to the simulation of practical lessons led by consultants in a real working environment - roles distribution, problem diagnosis, conflict resolution. The main teaching methods include lectures, individual and group tasks of the students during the seminars, filling in and analysis of questionnaires for diagnosis of organizations.

Requirements for enrollment: YES

If YES, please describe the specific requirements: Basic knowledge on management and organizational theories.