

FACULTY OF ECONOMICS AND ADMINISTRATIVE SCIENCES
DEPARTMENT OF BUSINESS ADMINISTRATION
BACHELOR PROGRAM IN BUSINESS ADMINISTRATION (3 YEARS)

First YEAR															
First Semester															
COURSES		Course Type	Compulsory /Elective	Weekly Course Distribution				Epoka Credits	Semestral Lecture and studying hours					ECTS	
Code	Course Name			Theory	Pract.	Lab.	Total		Lect.	Pract.	Lab.	Site W.	Other		Total
ECO 101	Introduction to Economics I	A	Compulsory	3	0	0	3	3	48	0	0	70	7	125	5
BUS 103	Introduction to Business	B	Compulsory	3	0	0	3	3	48	0	0	70	7	125	5
BUS 105	Introduction to Law	A	Compulsory	3	0	0	3	3	48	0	0	70	7	125	5
BUS 107	Essentials of Organizational Behavior	B	Compulsory	3	0	0	3	3	48	0	0	70	7	125	5
BUS 101	Math. for Economics and Business I	A	Compulsory	4	0	0	4	4	64	0	0	61	0	125	5
*ENG 107	Core English														
*ENG 109	Developing Reading and Writing Skills	E	Compulsory	4	0	0	4	4	64	0	0	61	0	125	5
Semestral Total				20	0	0	20	20	320	0	0	402	28	750	30

* According to entry test APTIS proficiency level.

Second Semester															
Second Semester															
COURSES		Course Type	Compulsory /Elective	Weekly Course Distribution				Epoka Credits	Semestral Course and studying hours					ECTS	
Code	Course Name			Theory	Pract.	Lab.	Total		Lect.	Pract.	Lab.	Site W.	Other		Total
ECO 102	Introduction To Economics II	A	Compulsory	3	0	0	3	3	48	0	0	70	7	125	5
BUS 112	Management and Organization	B	Compulsory	3	0	0	3	3	48	0	0	70	7	125	5
BUS 114	Communication Skills	C	Compulsory	3	0	0	3	3	48	0	0	70	7	125	5
BUS 132	Introduction To Accounting	B	Compulsory	3	0	0	3	3	48	0	0	70	7	125	5
BUS 102	Math. for Economics and Business II	A	Compulsory	4	0	0	4	4	64	0	0	61	0	125	5
*BUS 108	Business English														
*ENG 109	Developing Reading and Writing Skills	E	Compulsory	4	0	0	4	4	64	0	0	61	0	125	5
Semestral Total				20	0	0	20	20	320	0	0	402	28	750	30

* According to entry test APTIS proficiency level.

Third Semester															
Third Semester															
COURSES		Course Type	Compulsory /Elective	Weekly Course Distribution				Epoka Credits	Semestral Lecture and studying hours					ECTS	
Code	Course Name			Theory	Pract.	Lab.	Total		Lect.	Pract.	Lab.	Site W.	Other		Total
ECO 205	Microeconomics	B	Compulsory	3	0	0	3	3	48	0	0	70	7	125	5
BUS 221	Marketing I	B	Compulsory	3	0	0	3	3	48	0	0	70	7	125	5
BUS 203	Business Law	B	Compulsory	3	0	0	3	3	48	0	0	70	7	125	5
BUS 201	Statistics I	A	Compulsory	4	0	0	4	4	64	0	0	61	0	125	5
BUS 231	Financial Accounting I	B	Compulsory	4	0	0	4	4	64	0	0	61	0	125	5
XXX xxx	Elective I	C/E	Elective	3	0	0	3	3	48	0	0	70	7	125	5
Semestral Total				20	0	0	20	20	320	0	0	402	28	750	30

Elective Courses - Third Semester															
Elective Courses - Third Semester															
COURSES		Course Type	Compulsory /Elective	Weekly Course Distribution				Epoka Credits	Semestral Course and studying hours					ECTS	
Code	Course Name			Theory	Pract.	Lab.	Total		Lect.	Pract.	Lab.	Site W.	Other		Total
PIR 261	Government, Politics and Public Policy in Albania	C	Elective	3	0	0	3	3	48	0	0	70	7	125	5
PIR 201	Research Methods in Social Sciences	C	Elective	3	0	0	3	3	48	0	0	70	7	125	5
FL 201	Turkish I	E	Elective	3	0	0	3	3	48	0	0	70	7	125	5
FL 203	German I	E	Elective	3	0	0	3	3	48	0	0	70	7	125	5
FL 205	Italian I	E	Elective	3	0	0	3	3	48	0	0	70	7	125	5
FL 207	French I	E	Elective	3	0	0	3	3	48	0	0	70	7	125	5

Fourth Semester															
Fourth Semester															
COURSES		Course Type	Compulsory /Elective	Weekly Course Distribution				Epoka Credits	Semestral Course and studying hours					ECTS	
Code	Course Name			Theory	Pract.	Lab.	Total		Lect.	Pract.	Lab.	Site W.	Other		Total
BUS 222	Marketing II	B	Compulsory	3	0	0	3	3	48	0	0	70	7	125	5
ECO 206	Macroeconomics	A	Compulsory	3	0	0	3	3	48	0	0	70	7	125	5
BUS 226	Management Information Systems	C	Compulsory	3	0	0	3	3	48	0	0	70	7	125	5
BUS 202	Statistics II	A	Compulsory	4	0	0	4	4	64	0	0	61	0	125	5
BUS 232	Financial Accounting II	B	Compulsory	4	0	0	4	4	64	0	0	61	0	125	5
XXX xxx	Elective I	B/C/E	Elective	3	0	0	3	3	48	0	0	70	7	125	5
Semestral Total				20	0	0	20	20	320	0	0	402	28	750	30

Elective Courses - Fourth Semester															
Elective Courses - Fourth Semester															
COURSES		Course Type	Compulsory /Elective	Weekly Course Distribution				Epoka Credits	Semestral Course and studying hours					ECTS	
Code	Course Name			Theory	Pract.	Lab.	Total		Lect.	Pract.	Lab.	Site W.	Other		Total
BAF 222	Public Finance	C	Elective	3	0	0	3	3	48	0	0	70	7	125	5
BAF 102	Money and Banking	C	Elective	3	0	0	3	3	48	0	0	70	7	125	5
PIR 162	Introduction to Public Administration	C	Elective	3	0	0	3	3	48	0	0	70	7	125	5
PIR 103	Introduction to Political Sociology	C	Elective	3	0	0	3	3	48	0	0	70	7	125	5
FL 202	Turkish II	E	Elective	3	0	0	3	3	48	0	0	70	7	125	5
FL 204	German II	E	Elective	3	0	0	3	3	48	0	0	70	7	125	5
FL 206	Italian II	E	Elective	3	0	0	3	3	48	0	0	70	7	125	5
FL 208	French II	E	Elective	3	0	0	3	3	48	0	0	70	7	125	5
BUS 234	Sales Techniques and Management	B	Elective	3	0	0	3	3	48	0	0	70	7	125	5

Fifth Semester															
Fifth Semester															
COURSES		Course Type	Compulsory /Elective	Weekly Course Distribution				Epoka Credits	Semestral Lecture and studying hours					ECTS	
Code	Course Name			Theory	Pract.	Lab.	Total		Lect.	Pract.	Lab.	Site W.	Other		Total
BUS 321	Operations Management	B	Compulsory	4	0	0	4	4	64	0	0	61	0	125	5
BUS 331	Cost Accounting	B	Compulsory	4	0	0	4	4	64	0	0	61	0	125	5
BUS 335	Human Resource Management	B	Compulsory	3	0	0	3	3	48	0	0	70	7	125	5
BAF 233	Fundamentals of Corporate Finance	B	Compulsory	3	0	0	3	3	48	0	0	70	7	125	5
XXX xxx	Elective I	D	Elective	3	0	0	3	3	48	0	0	70	7	125	5
XXX xxx	Elective II	D	Elective	3	0	0	3	3	48	0	0	70	7	125	5

Semestral Total														20	0	0	20	20	320	0	0	402	28	750	30
Elective Courses - Fifth Semester																									
COURSES		Course Type	Compulsory /Elective	Weekly Course Distribution				Epoka Credits	Semestral Course and studying hours					ECTS											
Code	Course Name			Theory	Pract.	Lab.	Total		Lect.	Pract.	Lab.	Site W.	Other		Total										
BUS 323	E-Marketing	D	Elective	3	0	0	3	3	48	0	0	77	0	125	5										
BUS 351	Consumer Behavior	D	Elective	3	0	0	3	3	48	0	0	77	0	125	5										
BUS 337	Total Quality Management	D	Elective	3	0	0	3	3	48	0	0	77	0	125	5										
ECO 321	International Economics I	D	Elective	3	0	0	3	3	48	0	0	77	0	125	5										
ECO 331	Monetary Theory and Policy I	D	Elective	3	0	0	3	3	48	0	0	77	0	125	5										
BAF 331	Banking Operations and Service	D	Elective	3	0	0	3	3	48	0	0	77	0	125	5										
BAF 321	Financial Institutions and Markets	D	Elective	3	0	0	3	3	48	0	0	77	0	125	5										
BUS 339	Innovation and Human Consciousness	D	Elective	3	0	0	3	3	48	0	0	77	0	125	5										
BUS 325	Social Media Marketing	D	Elective	3	0	0	3	3	48	0	0	77	0	125	5										
BUS 353	Marketing Research	D	Elective	4	0	0	4	4	64	0	0	61	0	125	5										
BUS 359	Supply Chain Management	D	Elective	3	0	0	3	3	48	0	0	77	0	125	5										

Fourth YEAR															
Sixth Semester															
COURSES		Course Type	Compulsory /Elective	Weekly Course Distribution				Epoka Credits	Semestral Course and studying hours					ECTS	
Code	Course Name			Theory	Pract.	Lab.	Total		Lect.	Pract.	Lab.	Site W.	Other		Total
BUS 336	Managerial Accounting	B	Compulsory	3	0	0	3	3	48	0	0	80	22	150	6
BAF 234	Financial Management	B	Compulsory	3	0	0	3	3	48	0	0	80	22	150	5
BUS 324	Operations Research	B	Compulsory	4	0	0	4	4	64	0	0	80	6	150	6
*BUS 302	Graduation Project	F	Compulsory	3	4	0	7	5	48	64	0	55	8	175	7
*BUS 304	Final Comprehensive Exam														
XXX xxx	Elective I	D	Elective	3	0	0	3	3	48	0	0	80	22	150	6
Semestral Total				16	4	0	20	18	256	64	0	375	80	775	30

* According to the minimum CGPA at the end of the fifth semester.

Elective Courses - Sixth Semester															
COURSES		Course Type	Compulsory /Elective	Weekly Course Distribution				Epoka Credits	Semestral Course and studying hours					ECTS	
Code	Course Name			Theory	Pract.	Lab.	Total		Lect.	Pract.	Lab.	Site W.	Other		Total
BAF 338	Capital Markets and Law	D	Elective	3	0	0	3	3	48	0	0	80	22	150	6
ECO 322	International Economics II	D	Elective	3	0	0	3	3	48	0	0	80	22	150	6
ECO 332	Monetary Theory and Policy II	D	Elective	3	0	0	3	3	48	0	0	80	22	150	6
BUS 348	Customer Relationship Management	D	Elective	3	0	0	3	3	48	0	0	80	22	150	6
BUS 356	Strategic Logistic Management	D	Elective	3	0	0	3	3	48	0	0	80	22	150	6
BUS 352	International Marketing and Management of Multinational Enterprises	D	Elective	3	0	0	3	3	48	0	0	80	22	150	6
BUS 358	Knowledge Management	D	Elective	3	0	0	3	3	48	0	0	80	22	150	6
BUS 354	Branding and Brand Management	D	Elective	3	0	0	3	3	48	0	0	80	22	150	6