

COURSE LIST FOR THE INCOMING ERASMUS STUDENTS

2020/2021 ACADEMIC YEAR

FACULTY OF ECONOMICS AND BUSINESS ADMINISTRATION (FEBA)

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

For administrative issues, please contact: Dr. Alida Rizova, alida@feb.uni-sofia.bg

Course code	Course title (in English)	Language of instruction	Course offered to BA/BS, MA/M S, PhD	Semester	ECTS	Number of hours			Lecturer/s' name	Lecturer/s' e-mail
						Lectures	Seminars	Practical work		
EB3101	MICROECONOMIC S I (PART 1 AND 2)	English	BA	Winter	9	60	60		Prof. Teodor Sedlarski	sedlarski@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										

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						Lectures	Exercises/ Seminars	Practical work		
EB3017	PRINCIPLES OF STATISTICS (PART 1)	English	BA	Winter	4	30	30		Prof. Georgi Chobanov	georgech@feb.uni-sofia.bg

Short description of the course

Aim of the course: approaches, methods and tools for collection, analysis and processing of data, modeling and study of business processes and phenomena. Content: axiomatic theory of probability including probability spaces, random variables, random processes, point estimation, confidence intervals, hypothesis tests.

Requirements for enrollment: NO

Course code	Course title (in English)	Language of instruction	Course offered to BA/BS, MA/M S, PhD	Semester	ECTS	Number of hours			Lecturer/s' name	Lecturer/s' e-mail
						Lectures	Exercises/ Seminars	Practical work		
EB3022	PUBLIC FINANCE	English	BA	winter	6	45	30		Assoc. Prof. Kaloyan Ganev	k_ganev@feb.uni-sofia.bg
EB3072		French	BA						Assoc. Prof. Marcellin Yovogan	myovogan@feb.uni-sofia.bg

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.

Le cours de finances publiques fournit les concepts de base et les concepts théoriques de l'économie du secteur 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

budgetaire, les stabilisateurs budgétaires automatiques et les institutions fiscales indépendantes sont également discutés. Les étudiants seront capables d'identifier correctement le rôle du gouvernement 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

Course code	Course title (in English)	Language of instruction	Course offered to BA/BS, MA/M S, PhD	Semester	ECTS	Number of hours			Lecturer/s' name	Lecturer/s' e-mail
						Lectures	Exercises/ Seminars	Practical work		
EB3115	ANALYSIS AND FORECASTING OF ECONOMIC TIME SERIES	English	BA	winter	7	30	30		Assoc. Prof. Boyan Lomev	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

Course code	Course title (in English)	Language of instruction	Course offered to BA/BS, MA/M S, PhD	Semester	ECTS	Number of hours			Lecturer/s' name	Lecturer/s' e-mail
						Lectures	Exercises/ Seminars	Practical work		
EBH228	SURVEY DATA ANALYSIS WITH	English	BA	winter	4	30	45		Assoc. Prof. Ralitsa	r_ganeva@feb.uni-sofia.bg

	SPSS/PSPP								Simeonova – Ganeva	
Short description of the course										
<p>The course provides a logical continuation of economics, business, statistics and econometrics courses. Course objective is development of practical skills in survey data analysis using popular software packages in business and academics (SPSS and its open source equivalent – PSPP). Course topics cover basic concepts, applications and practical examples of survey methods, data processing, parametric estimation, and nonparametric testing in business and economic research. Seminars are focused on application of studied techniques with real life data from Bulgaria and other EU countries using SPSS/PSPP. Students have a possibility to apply survey data analysis methods while developing their own individual research project.</p>										
Requirements for enrollment: NO										
Course code	Course title (in English)	Language of instruction	Course offered to BA/BS, MA/M S, PhD	Semester	ECTS	Number of hours			Lecturer/s' name	Lecturer/s' e-mail
						Lectures	Exercises/ Seminars	Practical work		
EB3103	INFORMATION TECHNOLOGIES AND SYSTEMS	English	BA	winter	6	60	30		Assoc. Prof. Kamen Spassov	kspassov@feb.uni-sofia.bg
Short description of the course										
<p>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.</p> <p>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.</p>										
Requirements for enrollment: NO										

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EB3082	CORPORATE FINANCE	French	BA	winter	7	60	30		Assoc. Prof. Marcellin Yovogan	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

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						Lectures	Exercises/ Seminars	Practical work		
EB3052	MATHEMATICS - I	German	BA	winter	5	30	30		Assoc. Professor Ivan Minchev, PhD	

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.

Requirements for enrollment: NO

Course code	Course title (in English)	Language of instruction	Course offered to BA/BS, MA/M S, PhD	Semester	ECTS	Number of hours			Lecturer/s' name	Lecturer/s' e-mail
						Lectures	Exercises/ Seminars	Practical work		
EB3011	MONEY, BANKING AND FINANCIAL MARKETS	English	BA	winter	7	60	30		Assistant Professor Georgi Ganev, Ph.D.	g.ganev@feb.uni-sofia.bg
EB3055		German								

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.

Der Kurs in Geld und Banking führt die Studierenden zum Thema Monetary Analysis und Geldpolitik ein. Geld, ihre Bedeutung für die moderne Wirtschaft, das Finanzsystem und das System der Geldpolitik, die Handlungsmechanismen verschiedener moderner Finanzinstrumente gehören zu den Hauptthemen, die der Kurs in der Tiefe umfasst. Der Kurs verwendet allgemeine Modelle der Funktionsweise der Wirtschaft, um eine Analyse der neuesten Theorien der Geld- und Geldpolitik zu erreichen. Die praktischen Beispiele basieren auf den Erfahrungen und Daten der bulgarischen Wirtschaft.

Requirements for enrollment: NO

Course code	Course title (in English)	Language of instruction	Course offered to BA/BS, MA/M S, PhD	Semester	ECTS	Number of hours			Lecturer/s' name	Lecturer/s' e-mail
						Lectures	Exercises/ Seminars	Practical work		
EB3027	BUSINESS ENGLISH	English	BA	winter	2	30	30		M. Tsaneva	

Short description of the course

It is English for Specific Purposes course at an advanced level. The themes are organized around the activities of a given company operating on the international and domestic markets. By looking in detail into the different aspects of the firm, corresponding thematic fields and related terminology are covered.

The above is illustrated by making a comparison of the work of two companies: an American one and a British one with the Bulgarian reality. The texts are selected to suit the needs of the course by focusing on language use. Students are contributing by bringing in the specific knowledge they have acquired so far.

Requirements for enrollment: NO

Course code	Course title (in English)	Language of instruction	Course offered to BA/BS, MA/M S, PhD	Semester	ECTS	Number of hours			Lecturer/s' name	Lecturer/s' e-mail
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EB3022	HUMAN RESOURCES MANAGEMENT	French	BA	winter	7	45	45		Prof. Zhelyu Vladimirov	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/M S, PhD	Semester	ECTS	Number of hours			Lecturer/s’ name	Lecturer/s’ e-mail
						Lectures	Exercises/ Seminars	Practical work		
EB3019	FUNDAMENTALS OF STATISTICS	French	BA	winter	5	45	30		Assoc. Prof. Vera Angelova	vangelova@feb.uni-sofia.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/MA/PhD	Semester	ECTS	Number of hours			Lecturer/s' name	Lecturer/s' e-mail
						Lectures	Exercises/Seminars	Practical work		
EBI083	ECONOMIC HISTORY – part I	French	BA	Winter	4	30			Assoc. Prof. Sonia Georgieva	sonia@feb.uni-sofia.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.

Requirements for enrollment: NO

Course code	Course title in English	Language of instruction	Course offered to BA/MA/PhD	Semester	ECTS	Number of hours			Lecturer/s' name	Lecturer/s' e-mail
						Lectures	Exercises/Seminars	Practical work		
EBI087	APPLIED STATISTICS	French	BA	winter	2	30			Assoc. Prof. Vera Angelova	vangelova@feb.uni-sofia.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 échantillonnelles, 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/M S, PhD	Semester	ECTS	Number of hours			Lecturer/s' name	Lecturer/s' e-mail
						Lectures	Exercises/ Seminars	Practical work		
EBR009	PRINCIPLES OF PERSONAL FINANCE	English	BA	Winter	8	30	30		Assoc. Prof. Marcellin Yovogan / Assistant Prof. Desilava Petkova	myovogan@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/M S, PhD	Semester	ECTS	Number of hours			Lecturer/s' name	Lecturer/s' e-mail
						Lectures	Exercises/ Seminars	Practical work		
EBR010	CORPORATE AND FINANCIAL LAW	English	BA	Winter	5	60			Chief Assistant Professor Savina Mihaylova-Goleminova, PhD	s.mihajlova@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/M S, PhD	Semester	ECTS	Number of hours			Lecturer/s' name	Lecturer/s' e-mail
						Lectures	Exercises/ Seminars	Practical work		
EBR017	FUNDAMENTALS OF STATISTICS	English	BA	Winter	5	45	30		Prof. Georgi Chobanov	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.

Requirements for enrollment: NO

Course code	Course title (in English)	Language of instruction	Course offered to BA/BS, MA/M S, PhD	Semester	ECTS	Number of hours			Lecturer/s' name	Lecturer/s' e-mail
						Lectures	Exercises/ Seminars	Practical work		
EBR406	APPLIED ECONOMIC MODELLING WITH PYTHON	English	MA	winter	4	45	45		Assoc. Prof. Kaloyan Ganev	k_ganev@feb.uni-sofia.bg

Short description of the course

The course offers an introduction to Python programming tailored to the needs of the quantitative economics analyst. The topics cover the basics of the programming language and its data structures, and also the rudiments of object-oriented programming using it. The main focus is on scientific packages such as NumPy, SciPy, and Pandas which offer a rich selection of tools to attack a very broad range of problems of quantitative economics.

Requirements for enrollment: NO

Course code	Course title (in English)	Language of instruction	Course offered to BA/BS, MA/M S, PhD	Semester	ECTS	Number of hours			Lecturer/s' name	Lecturer/s' e-mail
						Lectures	Exercises/ Seminars	Practical work		
EBR403	PROBABILISTIC AND STATISTICAL COMPUTATIONS WITH R	English	MA	winter	4	45			Assoc. Prof. Kaloyan Ganev	k_ganev@feb.uni-sofia.bg

Short description of the course

The course is devoted to the programming basics of the R software environment for statistical computations. The following elements are discussed: variable types and how to work with them, data import and export, database connections, basic statistical applications, graph generation, etc.

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						Lectures	Exercises/ Seminars	Practical work		
EB3230	CONTEMPORARY TRENDS AND INNOVATION IN HR MANAGEMENT	English	MA	winter	6	45	45		Prof. Zhelyu Vladimirov	jeve@feb.uni-sofia.bg

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.

Requirements for enrollment: NO

Course code	Course title (in English)	Language of instruction	Course offered to BA/BS, MA/M S, PhD	Semester	ECTS	Number of hours			Lecturer/s' name	Lecturer/s' e-mail
						Lectures	Exercises/ Seminars	Practical work		
EBR402	APPLIED ECONOMETRICS I	English	MA	winter	7	60	30		Assoc. Prof. Ralitsa Simeonova – Ganeva	r_ganeva@feb.uni-sofia.bg

Short description of the course

The course provides students with econometric tools widely applied in the contemporary financial, microeconomic and macroeconomic analysis in modeling cross-section and time series data.

The objectives of this course are both to advance students' knowledge of modern econometric techniques and to develop students' skills in applied quantitative analysis. At the end of the course the successful students will be able to:

Explain econometric techniques in analyzing data;

Apply econometric techniques in analyzing data;

Explain modern approaches in modeling data;

Explain how econometric tools are applied in contemporary financial; microeconomic and macroeconomic analysis;

Apply modern approaches in modeling data in empirical research.

Requirements for enrollment: NO

Course code	Course title (in English)	Language of instruction	Course offered to BA/BS, MA/M S, PhD	Semester	ECTS	Number of hours			Lecturer/s' name	Lecturer/s' e-mail
						Lectures	Exercises/ Seminars	Practical work		
EB3504	MARKETING	English	MA	winter	5	30	30		Prof. Sonia Mileva	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/MA/PhD	Semester	ECTS	Number of hours			Lecturer/s' name	Lecturer/s' e-mail
						Lectures	Exercises/Seminars	Practical work		
EB3502	Microeconomics	English	MA	winter	4	60			Chief Assistant Professor Lyuben Ivanov, Ph.D.	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 is 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 code	Course title in English	Language of instruction	Course offered to BA/MA/PhD	Semester	ECTS	Number of hours			Lecturer/s' name	Lecturer/s' e-mail
						Lectures	Exercises/Seminars	Practical work		
EB3202	Entrepreneurship	English	MA	winter	7,5	45	45		Prof. Desislava Yordanova	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.

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						Lectures	Exercises/Seminars	Practical work		
EBR261	BUSINESS INFORMATION SYSTEMS FOUNDATION	English	MA	winter	5	45			Assoc. Prof. Kamen Spassov	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.

Requirements for enrollment: NO

Course code	Course title in English	Language of instruction	Course offered to BA/MA/PhD	Semester	ECTS	Number of hours			Lecturer/s' name	Lecturer/s' e-mail
						Lectures	Exercises/Seminars	Practical work		
EBR262	BUSINESS PROCESS MODELING AND REENGINEERING	English	MA	winter	5	45			Assoc. Prof. Todor Yalumov Boris Borchev	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/MA/PhD	Semester	ECTS	Number of hours			Lecturer/s' name	Lecturer/s' e-mail
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EBR263	ELECTRONIC PAYMENTS	English	MA	winter	5	45			Assoc. Prof. Angel Marchev Assistant Prof. Ludmil Anachkov, PhD	angel.marchev@feb.uni-sofia.bg ; 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.

Requirements for enrollment: NO

Course code	Course title in English	Language of instruction	Course offered to BA/MA/PhD	Semester	ECTS	Number of hours			Lecturer/s' name	Lecturer/s' e-mail
						Lectures	Exercises/Seminars	Practical work		
EBR264	LEGAL ASPECTS OF INFORMATION TECHNOLOGIES	English	MA	winter	5	45			Prof. George Dimitrov, PhD	george.dimitrov@dpc.bg
<p>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.</p>										
Requirements for enrollment: NO										
Course code	Course title in English	Language of instruction	Course offered to BA/MA/PhD	Semester	ECTS	Number of hours			Lecturer/s' name	Lecturer/s' e-mail
						Lectures	Exercises/Seminars	Practical work		
EBE561	ENTERPRISE RESOURCE MANAGEMENT (ERP)	English	MA	winter	5	30	30		Chief Assistant Professor Emil Mitov, PhD	emil.mitov@feb.uni-sofia.bg
<p>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.</p>										

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.

Requirements for enrollment: NO

Course code	Course title in English	Language of instruction	Course offered to BA/MA/PhD	Semester	ECTS	Number of hours			Lecturer/s' name	Lecturer/s' e-mail
						Lectures	Exercises/Seminars	Practical work		
EB3603	BUSINESS INTELLIGENCE II	English	MA	winter	4	45			Assoc. Prof. Diana Tisheva Boyana Likomanova	dianaht@feb.uni-sofia.bg ; boyana.likomanova@balkan-services.com

Short description of the course: To successfully compete in today's global business environment an organization must constantly monitor, recognize and understand every aspect and every issue of its operations, its industry and the overall business environment. This course focuses on business intelligence – an information technology approach to data collection and data analysis to support a wide variety of management tasks, from performance evaluation to trend spotting and policy making. Students learn analytical components and technologies used to create dashboards and scorecards, data/text/Web mining methods for trend and sentiment analysis, and artificial intelligence techniques used to develop intelligent systems for decision support. Students will actively participate in this course through class discussions, project preparation and presentation, and visual tool utilization.

Requirements for enrollment: NO

Course code	Course title in English	Language of instruction	Course offered to BA/MA/PhD	Semester	ECTS	Number of hours			Lecturer/s' name	Lecturer/s' e-mail
						Lectures	Exercises/Seminars	Practical work		
EBE563	DATA BASE MANAGEMENT FOUNDATION	English	MA	winter	5	30	30		Prof. Krasimira Schvertner,	shvertner@feb.uni-sofia.bg

										Assistant Prof. James Osondu
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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.

Requirements for enrollment: NO

Course code	Course title in English	Language of instruction	Course offered to BA/MA/PhD	Semester	ECTS	Number of hours			Lecturer/s' name	Lecturer/s' e-mail
						Lectures	Exercises/Seminars	Practical work		
EB3204	STRATEGIC MARKETING	English	MA	winter	7,5	45	45		Prof. Nevyana Krasteva 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

Requirements for enrollment: NO

Course code	Course title (in English)	Language of instruction	Course offered to BA/BS, MA/MS, PhD	Semester	ECTS	Number of hours			Lecturer/s' name	Lecturer/s' e-mail
						Lectures	Exercises/ Seminars	Practical work		
EBR037	APPLIED STATISTICS WITH R	English	BA	summer	3	45			Assoc. Prof. Kaloyan Ganev	k_ganev@feb.uni-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

Course code	Course title (in English)	Language of instruction	Course offered to BA/BS, MA/MS, PhD	Semester	ECTS	Number of hours			Lecturer/s' name	Lecturer/s' e-mail
						Lectures	Exercises/ Seminars	Practical work		
EB3027	BASIC ECONOMETRICS	English	BA	summer	5	45	30		Assoc. Prof. Boriana Bogdanova	bpelova@feb.uni-sofia.bg

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.

Requirements for enrollment: NO

Course code	Course title (in English)	Language of instruction	Course offered to BA/BS, MA/MS, PhD	Semester	ECTS	Number of hours			Lecturer/s' name	Lecturer/s' e-mail
						Lectures	Exercises/ Seminars	Practical work		
EB3018	ECONOMIC STATISTICS	English	BA	summer	4	30	30		Assoc. Prof. Ralitsa Simeonova – Ganeva	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

Course code	Course title (in English)	Language of instruction	Course offered to BA/BS, MA/MS, PhD	Semester	ECTS	Number of hours			Lecturer/s' name	Lecturer/s' e-mail
						Lectures	Exercises/ Seminars	Practical work		
EBH030	ECONOMICS OF HUMAN CAPITAL	English	BA	summer	4	30	0		Assoc. Prof. Ralitsa Simeonova – Ganeva	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.

Requirements for enrollment: NO

Course code	Course title (in English)	Language of instruction	Course offered to BA/BS, MA/MS, PhD	Semester	ECTS	Number of hours			Lecturer/s' name	Lecturer/s' e-mail
						Lectures	Exercises/ Seminars	Practical work		
EB3038	DECISION MAKING UNDER RISK AND UNCERTAINTY	English	BA	summer	5	45			Prof. George Mengov	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

Course code	Course title in English	Language of instruction	Course offered to BA/MA/PhD	Semester	ECTS	Number of hours			Lecturer/s' name	Lecturer/s' e-mail
						Lectures	Exercises/Seminars	Practical work		
EB3112	MACROECONOMIC S 2	English	BA	summer	7	45			Prof. Stefan Petranov	spetranov@feb.uni-sofia.bg

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

Course code	Course title in English	Language of instruction	Course offered to BA/MA/PhD	Semester	ECTS	Number of hours			Lecturer/s' name	Lecturer/s' e-mail
						Lectures	Exercises/Seminars	Practical work		
EBH026 EBH069	WRITTEN BUSINESS COMMUNICATION	English French German	BA	summer	2	30			M. Tzaneva M. Markova S. Hurleva	

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.

Les étudiants se familiarisent avec les processus de communication dans une organisation et leur importance pour un travail réussi; Avec l'introduction et l'amélioration des principaux genres de communication commerciale écrite et orale; Améliore la culture communicative et augmente l'efficacité des contacts dans la vie quotidienne; Construit un cadre théorique pour la réflexion sur les processus communicatifs.

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.

Requirements for enrollment: NO

Course code	Course title in English	Language of instruction	Course offered to BA/MA/PhD	Semester	ECTS	Number of hours			Lecturer/s' name	Lecturer/s' e-mail
						Lectures	Exercises/Seminars	Practical work		
EBR105	INTRODUCTION TO FINANCE	English	BA	summer	3	30	30		Chief Assistant 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.

Requirements for enrollment: NO

Course code	Course title in English	Language of instruction	Course offered to BA/MA/PhD	Semester	ECTS	Number of hours			Lecturer/s' name	Lecturer/s' e-mail
						Lectures	Exercises/Seminars	Practical work		
EB3008	MACROECONOMIC S I – Part One	English	BA	summer	7	30	30		Assistant Professor	g.ganev@feb.uni-sofia.bg

										Georgi Ganev, Ph.D.
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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.

Requirements for enrollment: NO

Course code	Course title in English	Language of instruction	Course offered to BA/MA/PhD	Semester	ECTS	Number of hours			Lecturer/s' name	Lecturer/s' e-mail
						Lectures	Exercises/Seminars	Practical work		
EBI053	FUNDAMENTALS OF ACCOUNTING ANALYSIS	French	BA	summer	2	30			Assoc. Prof. Marcellin Yovogan	myovogan@feb.uni-sofia.bg

Short description of the course

Le cours couvre les aspects essentiels et les spécificités du modèle comptable français. Les étudiants obtiennent des connaissances qu'ils peuvent utiliser dans l'acquisition de disciplines telles que: gestion des dépenses d'entreprise, finances publiques et d'entreprise, analyse financière de l'entreprise

Requirements for enrollment: NO

Course code	Course title in English	Language of instruction	Course offered to BA/MA/PhD	Semester	ECTS	Number of hours			Lecturer/s' name	Lecturer/s' e-mail
						Lectures	Exercises/Seminars	Practical work		
EBI018	SUSTAINABLE DEVELOPMENT	English	BA	summer	2	30			Marina Stefanova,	

	AND CSR								PhD	
<p>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.</p> <p>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.</p>										
Requirements for enrollment: NO										
Course code	Course title in English	Language of instruction	Course offered to BA/MA/PhD	Semester	ECTS	Number of hours			Lecturer/s' name	Lecturer/s' e-mail
						Lectures	Exercises/Seminars	Practical work		
EBI063	FUNDAMENTALS OF COST ANALYSIS	French	BA	summer	2	30			Assoc. Prof. Marcellin Yovogan	myovogan@feb.uni-sofia.bg
<p>Short description of the course Les principaux points de l'étude de la discipline ont été associés à différentes méthodologies pour calculer le coût du produit ou service et pour corriger l'analyse de l'efficacité du travail effectué par l'entreprise.</p>										
Requirements for enrollment: NO										
Course code	Course title in English	Language of instruction	Course offered to BA/MA/PhD	Semester	ECTS	Number of hours			Lecturer/s' name	Lecturer/s' e-mail
						Lectures	Exercises/Seminars	Practical work		
EB3060	PRINCIPLES OF ECONOMETRICS	German	BA	summer	5	45	30		Prof. Georgi Chobanov/	georgech@feb.uni-sofia.bg

									Assistant Professor Boiko Amarov	
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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 enrollment: NO

Course code	Course title in English	Language of instruction	Course offered to BA/MA/PhD	Semester	ECTS	Number of hours			Lecturer/s' name	Lecturer/s' e-mail
						Lectures	Exercises/Seminars	Practical work		
EBI090	INTERNATIONAL MONETARY SYSTEM	French	BA	winter summer	2	30			Gergana Stanoeva, PhD	gistanoeva@hotmail.com

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.

Requirements for enrollment: NO										
Course code	Course title in English	Language of instruction	Course offered to BA/MA/P hD	Semester	ECTS	Number of hours			Lecturer/s' name	Lecturer/s' e-mail
						Lectures	Exercises/Seminars	Practical work		
EBI085	ECONOMIC HISTORY, part II	French	BA	summer	4	30			Assoc. Prof. Sonia Georgieva	sonia@feb.uni-sofia.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

Requirements for enrollment: NO										
Course code	Course title in English	Language of instruction	Course offered to BA/MA/P hD	Semester	ECTS	Number of hours			Lecturer/s' name	Lecturer/s' e-mail
						Lectures	Exercises/Seminars	Practical work		
EBR015	DATABASES IN FINANCE	English	BA	Summer	5	30	45		Assoc. Prof. Diana Tisheva	dianaht@feb.uni-sofia.bg

Short description of the course:
 The Databases in Finance course aims to familiarize students with the basic principles of databases and database management systems (DBMS) that are required for every finance student. Along with clarifying the formal definitions of the basic concepts, students are introduced to a wide range of languages and operators to work with the DBMS. The field of DBMS studied includes Oracle and Microsoft tools. On the other hand, the course provides students with the basic practical skills to work with languages to manipulate relational databases

Requirements for enrollment: NO

Course code	Course title in English	Language of instruction	Course offered to BA/MA/PhD	Semester	ECTS	Number of hours			Lecturer/s' name	Lecturer/s' e-mail
						Lectures	Exercises/Seminars	Practical work		
EBR019	FUNDAMENTALS OF ACCOUNTING	English	BA	Summer	7	45	30		Assoc. Prof. Eleonora Stancheva	e.stancheva@feb.uni-sofia.bg

Short description of the course:

In order to perform the basic management functions related to the planning, control and regulation of the activity, the management of each enterprise needs accounting information. It is created in an organized and functioning reporting system by persons with special skills.

In the course "Fundamentals of Accounting" students will be introduced to the methodology, methods and procedural techniques for creating accounting information, as well as its relation to the basic functions of business management and its use in the analysis of economic processes. The National Accounting Standards (NAS) are used as the applicable reporting framework.

Requirements for enrollment: NO

Course code	Course title in English	Language of instruction	Course offered to BA/MA/PhD	Semester	ECTS	Number of hours			Lecturer/s' name	Lecturer/s' e-mail
						Lectures	Exercises/Seminars	Practical work		
EBR020	COMMERCIAL LAW	English	BA	Summer	4	45	0		Assistant Professor Georgi Georgiev, PhD	

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

Requirements for enrollment: NO

Course code	Course title in English	Language of instruction	Course offered to BA/MA/PhD	Semester		Number of hours			Lecturer/s' name	Lecturer/s' e-mail
						Lectures	Exercises/Seminars	Practical work		
EBR110	QUANTITATIVE METHODS IN FINANCE	English	BA	Summer	4	30	30		Assoc.Prof. Boriana Bogdanova	bpelova@feb.uni-sofia.bg

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.

Requirements for enrollment: NO

Course code	Course title in English	Language of instruction	Course offered to BA/MA/PhD	Semester	ECTS	Number of hours			Lecturer/s' name	Lecturer/s' e-mail
						Lectures	Exercises/Seminars	Practical work		
EBR109	FUNDAMENTALS OF LAW	English	BA	Winter	4	30			Chief Assistant Professor Dilyan Nachev, PhD	

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.

Requirements for enrollment: NO

Course code	Course title in English	Language of instruction	Course offered to BA/MA/PhD	Semester	ECTS	Number of hours			Lecturer/s' name	Lecturer/s' e-mail
						Lectures	Exercises/Seminars	Practical work		
EBI039	ECONOMICS AND ENTERPRISE MANAGEMENT	German	BA	summer	2	30			Prof. Anastasiya Bankova, Assistant Maria Trifonova, Ph.D	

Short description of the course:

Die Veranstaltung umfasst 5 Hauptthemen:

1. Gegenstand der BWL
2. Unternehmensumfeld
3. Ziele und Strategien von Unternehmen
4. Organisationsstrukturen
5. Entscheidungen im Unternehmen

Requirements for enrollment: NO

Course code	Course title in English	Language of instruction	Course offered to BA/MA/PhD	Semester	ECTS	Number of hours			Lecturer/s' name	Lecturer/s' e-mail
						Lectures	Exercises/Seminars	Practical work		
EBI040	Entrepreneurial behavior	German	BA	summer	2	30			Prof. Dr. Christian Willi Scheiner; Chief Assistant Professor B. Nedev, PhD	bozhidar.nedev@feb.uni-sofia.bg

Short description of the course:

In den letzten Jahren hat sich der Schwerpunkt der Entrepreneurship-Forschung von der Frage "Wie ist es, Unternehmer zu sein" auf die Frage "Was treibt den Einzelnen zur Entwicklung von unternehmerischem Verhalten?" Und dementsprechend "Was ist der Ursprung von unternehmerischem Verhalten?" Der Kurs behandelt ausgewählte grundlegende Faktoren, die das unternehmerische Verhalten vorgeben. Es ist wichtig, die zugrunde liegenden Faktoren zu analysieren, bevor Sie Ihr eigenes Unternehmen gründen. Die Hauptthemen umfassen Organisationstheorie, Organisationskultur und -struktur, Principal-Agent-Theorie, die Rolle des Top-Managements, das Konzept der moralischen Verantwortung, die Herausforderungen bei der Schaffung einer Organisation, die Vielfalt der Individuen, Persönlichkeitstests, Werte und Stimmungen, emotionale Intelligenz

Requirements for enrollment: NO

Course code	Course title in English	Language of instruction	Course offered to BA/MA/PhD	Semester	ECTS	Number of hours			Lecturer/s' name	Lecturer/s' e-mail
						Lectures	Exercises/Seminars	Practical work		
EBI038	Applied Macroeconomics	German	BA	summer	2	30			Prof. Uwe Staroske, Chief Assistant Professor B. Nedev, PhD	bozhidar.nedev@feb.uni-sofia.bg

Short description of the course:

Der Kurs befasst sich mit den grundlegenden Konzepten und Methoden der angewandten Makroökonomie. Ziel des Kurses ist es, einen Überblick über die theoretischen und praktischen Grundlagen einer geldpolitisch orientierten Wirtschaftspolitik zu geben und das gewonnene Wissen auf reale Herausforderungen und spezifische politische und wirtschaftliche Entscheidungen anzuwenden. Der Kurs beginnt mit einer kurzen Einführung in das Thema, wobei die Kriterien für die Zulassung zum Euroraum, die Finanz- und Wirtschaftskrise in Europa, die Herausforderungen digitaler Währungen und ein Blick auf das deutsche kapitalistische Modell - die soziale Marktwirtschaft - im Mittelpunkt stehen.

Requirements for enrollment: NO

Course code	Course title in English	Language of instruction	Course offered to BA/MA/PhD	Semester	ECTS	Number of hours			Lecturer/s' name	Lecturer/s' e-mail
						Lectures	Exercises/Seminars	Practical work		
EBI041	SOCIAL POLICY	German	BA	summer	2	30			Prof. Dr. Frank Schulz-Nieswandt und Kollegen	bozhidar.nedev@feb.uni-sofia.bg

Short description of the course:

Hauptziel des Kurses ist es, die wichtigsten Themenbereiche der Sozialpolitik zu klären. Die Studierenden lernen die theoretischen Grundlagen der Sozialwissenschaften im Kontext unterschiedlicher Verhaltensweisen von Individuen und ihrer Eigenschaften. Die Auswirkungen der Sozialpolitik auf die Lebensbedingungen werden analysiert. Die Hauptthemen des Kurses sind: Lebenstheorie, Gegenseitigkeitsökonomie, Prinzipien, Geschichte und Teilnehmer an der Wissenschaft der Sozialpolitik, des Gesundheitswesens, der Altersversicherung, der Familienpolitik, des Arbeitsmarktes, der Herausforderungen und der internationalen Perspektive.

Requirements for enrollment: NO

Course code	Course title in English	Language of instruction	Course offered to BA/MA/PhD	Semester	ECTS	Number of hours			Lecturer/s' name	Lecturer/s' e-mail
						Lectures	Exercises/Seminars	Practical work		
EBI017	TECHNOLOGY, INNOVATION AND SUPPLY MANAGEMENT	German	BA	summer	2	30			Prof. Dr. Kai-Ingo Voigt und Kollegen	bozhidar.nedev@feb.uni-sofia.bg

Short description of the course:

Technologien und Innovationen sind die Basis des Erfolgs und Wachstums eines jeden Unternehmens. Dieser Kurs behandelt Theorien, Konzepte und Werkzeuge des Technologie- und Innovationsmanagements. Spezielle Themen sind z.B. ökonomische Entscheidungstatbestände im Technologiemanagement bzw. im disruptiven technologischen Wandel, Erfolgsfaktoren von Innovationen, die Gestaltung von Innovationsprozessen, Timing-Strategien, die Öffnung des Innovationsmanagements nach außen sowie die Innovation ganzer Geschäftsmodelle. Die Themen werden außerdem mit praktischen und aktuellen Schwerpunktthemen verknüpft um so einen Anwendungsbezug darzustellen.

Requirements for enrollment: NO

Course code	Course title (in English)	Language of instruction	Course offered to BA/BS, MA/MS, PhD	Semester	ECTS	Number of hours			Lecturer/s' name	Lecturer/s' e-mail
						Lectures	Exercises/ Seminars	Practical work		
EB3510	FINANCE (CORPORATE AND GOVERNMENT)	English	MA	summer	3	45			Chief Assistant 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	ECTS	Number of hours			Lecturer/s' name	Lecturer/s' e-mail
						Lectures	Exercises/ Seminars	Practical work		
EB3511	BASIC ACCOUNTING	English	MA	Summer	5	45	30		Assoc. Prof. Nadia Velinova	n_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

Course code	Course title (in English)	Language of instruction	Course offered to BA/BS, MA/MS, PhD	Semester	ECTS	Number of hours			Lecturer/s' name	Lecturer/s' e-mail
						Lectures	Exercises/ Seminars	Practical work		
EBE418	DECISION SCIENCE	English	MA	Summer	4	60			Prof. George Mengov	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

Course code	Course title (in English)	Language of instruction	Course offered to BA/BS, MA/MS, PhD	Semester	ECTS	Number of hours			Lecturer/s' name	Lecturer/s' e-mail
						Lectures	Exercises/ Seminars	Practical work		
EB3512	MONEY, BANKING AND FINANCIAL MARKETS	English	MA	Summer	4	30	30		Assistant Professor Georgi Ganev, Ph.D.	g.ganev@feb.uni-sofia.bg

Short description of the course

The course in Money, banking and financial markets aims at introducing students to the topic of the functioning of the financial system in a modern economy from both microeconomic and macroeconomic perspective. It starts with a discussion about money as a phenomenon, its functions, history and significance for a modern economy. Then it covers the microeconomics of financial exchange and financial intermediation by providing specific insights into the analytical framework of financial markets and into the banking business with its systemic influence on the economy. The course explains how money is created in a modern economy, introducing and analyzing the importance of the central bank, and then goes on to cover the topic of monetary policy (with a special attention to the cases of currency boards and of monetary policy in the Eurozone) and to make an introductory overview of monetary theory.

Requirements for enrollment: NO

Course code	Course title (in English)	Language of instruction	Course offered to BA/BS, MA/MS, PhD	Semester	ECTS	Number of hours			Lecturer/s' name	Lecturer/s' e-mail
						Lectures	Exercises/ Seminars	Practical work		
EB3507	HRM and organizational behaviour	English	MA	Summer	11	45	45		Prof. Zhelyu Vladimirov	jeve@feb.uni-sofia.bg

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.

Requirements for enrollment: NO

Course code	Course title (in English)	Language of instruction	Course offered to BA/BS, MA/MS, PhD	Semester	ECTS	Number of hours			Lecturer/s' name	Lecturer/s' e-mail
						Lectures	Exercises/ Seminars	Practical work		
EBI618	DIGITAL BUSINESS MODELS AND PROCESSES	English	MA	summer	2	30			Assoc. Prof. Anton Gerunov	A.Gerunov@feb.uni-sofia.bg

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.

Requirements for enrollment: NO

Course code	Course title (in English)	Language of instruction	Course offered to BA/BS, MA/MS, PhD	Semester	ECTS	Number of hours			Lecturer/s' name	Lecturer/s' e-mail
						Lectures	Exercises/ Seminars	Practical work		
EBE417	INTRODUCTION TO ORACLE	English	MA	summer	4	30	30	30	Prof. Krasimira Shvertner	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/MA/PhD	Semester	ECTS	Number of hours			Lecturer/s' name	Lecturer/s' e-mail
						Lectures	Exercises/ Seminars	Practical work		
EBR410	MACROECONOMIC MODELLING	English	MA	Summer	3	45			Assoc. Prof. Kaloyan Ganey	k_ganey@feb.uni-sofia.bg

Short description of the course

The course aims at familiarizing students with the main models and methods of modern macroeconomics. The education process build upon the knowledge acquired in courses such as Macroeconomics 1 and Macroeconomics 2. Two main directions are followed: economic growth modelling and (the long-term perspective of the economy) and the business cycle (the short-term fluctuations). The course aims also at providing a smooth transition to learning macroeconomics at the doctoral level.

Requirements for enrollment: NO

Course code	Course title in English	Language of instruction	Course offered to BA/MA/PhD	Semester	ECTS	Number of hours			Lecturer/s' name	Lecturer/s' e-mail
						Lectures	Exercises/Seminars	Practical work		
EBR265	PROJECT MANAGEMENT	English	MA	summer	5	45			Assoc. Prof. Anton Gerunov Assistant Prof. Iliya Krastev	a.gerunov@feb.uni-sofia.bg ; iliya.krastev@sap.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/MA/PhD	Semester	ECTS	Number of hours			Lecturer/s' name	Lecturer/s' e-mail
						Lectures	Exercises/Seminars	Practical work		
EBE568	ANALYSIS AND MANAGEMENT OF	English	MA	summer	5	45			Assoc. Prof. Kamen	kspassov@feb.uni-sofia.bg ; vgagov@rila.bg

	CUSTOMER REQUIREMENTS								Spassov Assistant Prof. Vesel Gagov	
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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.

The goal of the course is to train students in best in the class practices for analysis management of customer requirements.

Requirements for enrollment: NO

Course code	Course title in English	Language of instruction	Course offered to BA/MA/PhD	Semester	ECTS	Number of hours			Lecturer/s' name	Lecturer/s' e-mail
						Lectures	Exercises/ Seminars	Practical work		
EBE565	CUSTOMER RELATIONSHIP MANAGEMENT	English	MA	summer	5	45			Assoc. Prof. Kamen Spassov	kspassov@feb.uni-sofia.bg

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.

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.

Requirements for enrollment: NO

Course code	Course title in English	Language of instruction	Course offered to BA/MA/PhD	Semester	ECTS	Number of hours			Lecturer/s' name	Lecturer/s' e-mail
						Lectures	Exercises/Seminars	Practical work		
EBE564	SUPPLY CHAIN MANAGEMENT	English	MA	summer	5	30	30		Chief Assistant Prof. Galia Novakova, PhD	g.novak@fmi.uni-sofia.bg

Short description of the course:

This course is about managing the flow of products from origin through transformation (i.e. procurement, 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.

Requirements for enrollment: NO

Course code	Course title in English	Language of instruction	Course offered to BA/MA/PhD	Semester	ECTS	Number of hours			Lecturer/s' name	Lecturer/s' e-mail
						Lectures	Exercises/Seminars	Practical work		
EBE566	SOFTWARE DEVELOPMENT LIFE CYCLE MANAGEMENT	English	MA	summer	5	30	30		Prof. Boyan Bontchev Assistant Prof. Nikola Bogdanov	Bbontchev@fmi.uni-sofia.bg; nikola.k.bogdanov@gmail.com

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.

Requirements for enrollment: NO

Course code	Course title in English	Language of instruction	Course offered to BA/MA/PhD	Semester	ECTS	Number of hours			Lecturer/s' name	Lecturer/s' e-mail
						Lectures	Exercises/Seminars	Practical work		
EBE562	WEB TECHNOLOGIES AND ARCHITECTURES	English	MA	summer	5	30	30		Anastasios Papapostolu, PhD	papapostol@fmi.uni-sofia.bg

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.

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.

Requirements for enrollment: NO

Course code	Course title in English	Language of instruction	Course offered to BA/MA/PhD	Semester	ECTS	Number of hours			Lecturer/s' name	Lecturer/s' e-mail
						Lectures	Exercises/Seminars	Practical work		
EBE567	INFORMATION AND COMMUNICATION SECURITY	English	MA	summer	5	45			Assoc. Prof. Nikolay Netov Velian Dimitrov	nnetoff@feb.uni-sofia.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.

Requirements for enrollment: NO

Course code	Course title in English	Language of instruction	Course offered to BA/MA/ PhD	Semester	ECTS	Number of hours			Lecturer/s' name	Lecturer/s' e-mail
						Lectures	Exercises/ Seminars	Practical work		
EBC228	MANAGEMENT OF INNOVATIONS IN THE ORGANIZATION	English	MA	summer	5	30	30		Prof. Zh. Vladimirov Assoc. Prof. Todor Yalamov	jeve@feb.uni-sofia.bg yalamov@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.

Requirements for enrollment: NO

Course code	Course title in English	Language of instruction	Course offered to BA/MA/ PhD	Semester	ECTS	Number of hours			Lecturer/s' name	Lecturer/s' e-mail
						Lectures	Exercises/Seminars	Practical work		
EBE202	MANAGEMENT OF NON-PROFIT ORGANIZATIONS	English	MA	Winter	3	30	15		Assoc. Prof. Todor Yalamov	yalamov@feb.uni-sofia.bg

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.

Requirements for enrollment: NO

Course code	Course title in English	Language of instruction	Course offered to BA/MA/PhD	Semester	ECTS	Number of hours			Lecturer/s' name	Lecturer/s' e-mail
						Lectures	Exercises/Seminars	Practical work		
EB3211	MS PROJECT MANAGEMENT	English	MA	Summer	4	30	30		Prof. DrSc Sonia Mileva, PhD Vilislav Boutchaktchiev	smileva@feb.uni-sofia.bg boutchak@gmail.com
<p>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.</p>										
<p>Requirements for enrollment: NO</p>										