



EURASIAN
TECHNOLOGICAL
UNIVERSITY

CATALOG OF ELECTIVE DISCIPLINES

Educational program «6B04111 Management»

for admission in 2025

Almaty, 2025

Awarded degree: Bachelor of Economics in the educational program «6B04111 Management»

Approved at the meeting of the Educational and Methodological Council
 Protocol No. 4 of 15.02.2025 y.
 Chairman of the Educational and Methodological Council
 Savelyeva V.V.
 Duration of study: 3 years

Name of the discipline	The purpose and objectives of the discipline	Prerequisites Postrequisites	Volume of loans	Emerging competencies
2	3	4	5	6
1 term				
Management	Purpose of the discipline: to develop students' knowledge and practical skills in the field of management necessary for effective organizational management, coordination of staff activities, and making well-founded managerial decisions. Objectives of the discipline: – to study the theoretical foundations and main functions of management; – to master the principles of strategic and operational planning of organizational activities; – to form an understanding of organizational behavior and staff motivation; – to master the fundamentals of project management and business plan development;	Prerequisites no Postrequisites Marketing Strategic Management	5	– the ability to apply basic principles and methods of management in professional activities; – the ability to participate in planning, organizing, and coordinating the activities of an organization and its departments; – skills in analyzing managerial situations and making well-founded managerial decisions; – the ability to work in a team and use methods of motivation and business interaction; – the development of managerial thinking and an understanding of the

				role of management within the organizational management system.
Management theory	Purpose of the discipline: to develop students' systematic knowledge of the theoretical foundations of management and the development of managerial thinking necessary for analyzing and applying various models and approaches to managing organizations in modern conditions. Objectives of the discipline: – to study the main management theories, concepts, and schools of thought; – to master classical, behavioral, systems, and situational approaches to management; – to form an understanding of managerial decision-making processes and organizational structures; – to study the role of leadership, motivation, communication, and control within the management system; – to develop skills in analyzing managerial situations and critical thinking.	Prerequisites no Postrequisites Corporate management	5	– the ability to understand and apply the main management theories and models in professional activities; – the ability to analyze managerial processes and make well-founded decisions; – skills in evaluating the effectiveness of management approaches in various organizational contexts; – the ability to use theoretical knowledge to solve practical management problems; – the development of systemic and analytical thinking in the field of management.
2 term				
Marketing	Purpose of the discipline: to develop students' knowledge and practical skills in the field of marketing necessary for market analysis and the design and implementation of marketing strategies aimed at meeting consumer needs and achieving organizational objectives. Objectives of the discipline: – to study the theoretical foundations and key concepts of marketing; – to master methods of analyzing the market, the competitive environment, and consumer behavior;	Prerequisites Management Postrequisites Strategic Management	5	– the ability to apply basic marketing principles and tools in professional activities; – the ability to analyze the market, consumers, and the competitive environment; – skills in developing and implementing marketing strategies and programs; – the ability to make well-founded marketing decisions based on analytical data;

	– to form an understanding of the marketing mix and its elements; – to study the principles of developing marketing strategies and tactical decisions; – to master the basics of marketing research and analytics; – to develop skills in planning and implementing marketing activities with consideration of modern trends.			– the development of a systemic understanding of the role of marketing in organizational management..
Modern business-communications	Objective of the discipline: the formation of students' knowledge and practical skills in effective business communication necessary for professional interaction in the modern business environment, taking into account various forms, channels, and cultural contexts of communication. Objectives of the discipline: – to study the theoretical foundations and principles of business communication; – to master forms of written, oral, and non-verbal communication in business; – to develop skills in preparing business correspondence, presentations, and public speaking; – to study methods of negotiation, conflict management, and team interaction; – to master the use of modern digital tools and technologies for business communications; – to develop the ability to adapt communication messages to the target audience and evaluate their effectiveness..	Prerequisites Management Postrequisites Organizational Behavior	5	– the ability to apply effective methods of business communication in professional activities; – the ability to build written and oral business communication taking into account goals and the audience; – skills in conducting negotiations, delivering presentations, and working in teams; – the ability to use modern digital communication tools; – the formation of a communication culture and an understanding of the role of communication in management and business.
4 term				
Statistics	Objective of the discipline: to develop students' theoretical knowledge and practical skills in applying statistical methods for collecting, analyzing, and	Prerequisites Micro-macroeconomic	5	– the ability to apply statistical methods for data analysis and processing;

	interpreting data necessary for making informed decisions in professional activities. Objectives of the discipline: – to study the basic concepts and methods of descriptive and inferential statistics; – to master the fundamentals of probability theory and distributions of random variables; – to acquire methods of statistical analysis and hypothesis testing; – to study ways of visualizing and presenting statistical data; – to develop skills in interpreting statistical results in various subject areas; – to foster critical thinking and the ability to analyze information based on data.	Postrequisites Economic analysis and financial diagnostics of an enterprise Postrequisites Managerial Analysis and Business Process Optimization		– the ability to interpret statistical indicators and research results; – skills in testing statistical hypotheses and substantiating conclusions; – the ability to use data to make managerial and analytical decisions; – the development of analytical thinking and a culture of working with information.
Business statistics	Objective of the discipline: the formation of students' knowledge and practical skills in applying statistical methods and tools for business data analysis, necessary for substantiating managerial and strategic decisions under conditions of uncertainty. Objectives of the discipline: – to study the fundamentals of descriptive and inferential statistics in the context of business and economics; – to master methods of collecting, organizing, and analyzing business data; – to acquire methods of correlation and regression analysis; – to study statistical methods for hypothesis testing and analyzing relationships between indicators; – to master methods of time series analysis and forecasting;	Prerequisites Micro-macroeconomic Postrequisites Economic analysis and financial diagnostics of an enterprise Managerial Analysis and Business Process Optimization	5	– the ability to apply business statistics methods to analyze economic and managerial data; – the ability to identify trends and patterns based on statistical analysis; – skills in using regression and correlation analysis in business tasks; – the ability to substantiate managerial decisions based on quantitative data; – the development of analytical thinking and a culture of working with business information.

	–to develop skills in interpreting statistical results for managerial decision-making.		
Discipline 1	According to the minor catalog	Prerequisites no Postrequisites Discipline 2	5 According to the minor catalog
5 term			
Fundamentals of Law and Anti-Corruption Culture	Objective of the course: to develop students' basic legal knowledge and an anti-corruption culture necessary for understanding citizens' rights and responsibilities, complying with legal norms, and fostering responsible and law-abiding behavior in professional and public activities. Course objectives: – to study the fundamentals of the legal system, as well as the sources and structure of law; – to master the basic concepts of citizens' rights and obligations; – to form an understanding of the nature of corruption and its socio-economic consequences; – to study legal and institutional mechanisms for combating corruption; – to examine the ethical foundations and principles of anti-corruption behavior; – to develop skills in legal analysis and critical thinking when assessing legal situations.	Prerequisites Module of socio-political knowledge (sociology, political science, cultural studies, psychology) Postrequisites Corporate management	5 – the ability to apply basic legal norms in academic and professional activities; – the ability to navigate the system of citizens' rights and obligations; – skills in identifying corruption risks and understanding mechanisms for their prevention; – the ability to comply with legal, ethical, and anti-corruption standards of conduct; – the development of legal awareness and an active civic position.
Ecology and life safety	Objective of the course: to develop students' basic knowledge and practical skills in the field of ecology and life safety, aimed at fostering a responsible attitude toward the environment and ensuring human safety. Course objectives:	Prerequisites Module of socio-political knowledge (sociology, political science, cultural studies, psychology) Postrequisites	5 – the ability to assess the environmental consequences of human activities; – the ability to apply the principles of environmental protection and personal safety in practical situations;

	– to study the fundamental principles of ecology and human interaction with the environment; – to gain an understanding of the impact of economic activities on natural ecosystems; – to examine measures for environmental protection and the rational use of natural resources; – to study the basics of life safety and the prevention of emergency situations; – to develop skills for safe behavior in everyday life and professional activities.	Sustainable Development and Corporate Social Responsibility Pre-graduation practice		– skills in complying with environmental protection and life safety requirements; – the development of environmental awareness and responsible behavior; – the ability to act in situations involving potential risks and emergencies.
Fundamentals of Economics and Financial Literacy	Objective of the course: to develop students' basic economic knowledge and practical skills of financially literate behavior necessary for making informed decisions and managing resources in accordance with the principles of sustainable economic development. Course objectives: – to study the main economic categories, laws, and mechanisms of market functioning; – to form an understanding of the role of the state and entrepreneurship in the economy; – to master the basics of personal finance management and financial planning; – to study the principles of financial literacy and responsible consumer behavior; – to reveal the essence of sustainable economic development and rational use of resources; – to develop skills in analyzing economic situations and making well-grounded financial decisions in everyday and professional activities.	Prerequisites Fundamentals of Economics Introduction to Finance Postrequisites Financial Management	5	– the ability to understand and analyze key economic processes and phenomena; – the ability to apply the principles of financial literacy in managing personal and professional resources; – skills in making informed economic and financial decisions; – the ability to assess the economic consequences of decisions with regard to the principles of sustainable development; – the development of economic thinking and a responsible attitude toward financial and economic relations.
Methods of scientific research	Objective of the course: to develop students' knowledge and practical skills in applying scientific research methods necessary for information analysis,	Prerequisites Statistics Postrequisites	5	– the ability to apply scientific research methods in academic and professional activities;

	conducting research, and substantiating obtained results. Course objectives: – to study the main methods and stages of scientific research; – to master techniques for formulating research goals, objectives, and hypotheses; – to acquire methods of collecting, processing, and analyzing scientific data; – to develop skills of critical analysis and evaluation of research results; – to study the ethical principles of scientific activity and requirements of academic integrity; – to master the basics of presenting and formatting research outcomes.	Economic analysis and financial diagnostics of an enterprise		– the ability to analyze, systematize, and interpret scientific information; – skills in formulating conclusions and presenting research results in a well-reasoned manner; – the ability to comply with ethical standards and requirements in conducting scientific research; – the ability to format academic papers and present them in oral and written forms
Leadership and Team Building	Objective of the discipline: the development of students' knowledge and practical skills in leadership and teamwork necessary for effective interaction, motivation, and team management. Objectives of the discipline: – to study the main theories, styles, and models of leadership; – to master methods of team formation and development; – to develop skills in effective communication and team motivation; – to explore the characteristics of group dynamics and team interaction management; – to develop the ability to make managerial decisions in a team environment.	Prerequisites Management Postrequisites Organizational Behavior	5	– the ability to apply principles of leadership and team building in professional activities; – the ability to interact effectively within a team and organize collaborative work; – skills in motivation, communication, and resolving group challenges; – the ability to manage team dynamics and maintain a positive psychological climate; – the development of leadership mindset and responsibility for team performance.
Human Resource Management	Objective of the discipline: the development of students' knowledge and practical skills in the field of	Prerequisites	5	– the ability to apply core human resource management methods in professional activities;

	human resource management necessary for the effective use of an organization's human potential. Objectives of the discipline: – to study the fundamentals and functions of human resource management; – to master methods of workforce planning, recruitment, and performance evaluation; – to develop an understanding of employee motivation, training, and development; – to study the principles of building organizational culture and work ethics; – to develop skills in making managerial decisions in the field of personnel management.	Postrequisites Corporate management		– the ability to participate in employee recruitment, evaluation, and development processes; – skills in analyzing staff needs and improving workforce effectiveness; – the ability to use motivation techniques and build organizational culture; – an understanding of the role of human resources in achieving an organization's strategic goals.
Discipline 2	According to the minor catalog	Prerequisites Discipline 1 Postrequisites Discipline 3	5	According to the minor catalog
6 term				
Economy of enterprise	Objective of the discipline: to develop students' comprehensive knowledge of enterprise economics and skills in analyzing and managing its activities in a market economy. Tasks of the discipline: – to study the main economic categories and laws governing enterprise operations; – to master the principles of planning, organizing, and controlling enterprise activities; – to form an understanding of production, financial, and managerial processes; – to study the basics of analyzing resource efficiency and performance results; – to develop skills in making economically sound managerial decisions.	Prerequisites Fundamentals of Economics Prerequisites Financial Management	5	– the ability to analyze the economic activities of an enterprise and its resource potential; – the ability to apply planning and economic analysis methods in enterprise management; – skills in evaluating the effectiveness of production and financial decisions; – the ability to take into account the market environment and competitive conditions in enterprise operations; – an understanding of the role of economic factors in the sustainable development of an organization.

Corporate management	Objective of the course: to develop students' knowledge of the principles and mechanisms of corporate governance necessary to ensure the effective, transparent, and sustainable development of corporations. Course objectives: – to study the foundations and models of corporate governance; – to master the structure and functions of corporate governance bodies; – to develop an understanding of the responsibilities and interactions of participants in corporate relations; – to study the principles of corporate responsibility and the protection of shareholders' interests; – to develop skills in analyzing corporate conflicts and managerial risks.	Prerequisites Management Postrequisites Financial Management	5	– the ability to understand and apply the principles of corporate governance in professional activities; – the ability to analyze the structure and effectiveness of a corporation's governance system; – skills in assessing corporate risks and conflicts of interest; – the ability to take into account the requirements of transparency, accountability, and sustainable development of companies; – an understanding of the role of corporate governance in enhancing the competitiveness and sustainability of an organization.
Organizational Behavior	Purpose of the discipline: developing students' knowledge of the patterns of behavior of individuals and groups within an organization and the skills to take them into account in order to improve the effectiveness of managerial activities. Objectives of the discipline: – to study the main theories and models of organizational behavior; – to master the principles of motivation, communication, and leadership in an organization; – to develop an understanding of group dynamics and organizational culture; – to study methods of managing conflict and stress in the workplace; – to develop skills in analyzing employee behavior and improving labor productivity.	Prerequisites Management Leadership and Team Building Postrequisites Conflictology		– the ability to analyze the behavior of individuals and groups within an organization; – the ability to apply methods of motivation and communication in managerial practice; – skills in managing conflicts and stressful situations; – the ability to foster a positive organizational culture and working environment; – an understanding of the role of organizational behavior in improving organizational effectiveness.

Organizational Structure and Management	Objective of the course: to develop students' knowledge and practical skills in designing organizational structures and managing processes in order to improve organizational effectiveness. Course objectives: – to study the main types and elements of organizational structures; – to master models and levels of management in organizations; – to develop an understanding of managerial decision-making processes; – to study methods of distributing functions and authorities; – to acquire approaches to optimizing management processes and managing change.	Prerequisites Management Postrequisites Innovation Management	– the ability to analyze and design organizational structures; – the ability to apply methods for optimizing management processes; – skills in allocating functions and responsibilities within an organization; – the ability to participate in change management and the improvement of management systems; – an understanding of the relationship between organizational structure, management processes, and organizational effectiveness.
Operations Management	Objective of the course: the formation of students' knowledge and practical skills in managing production and service processes to improve the operational efficiency of an organization. Course objectives: – to study the basic principles and functions of operations management; – to master methods of planning and using organizational resources; – to develop an understanding of the design and optimization of operational processes; – to study approaches to quality, productivity, and inventory management; – to acquire skills in applying innovative solutions to reduce operating costs.	Prerequisites Management Postrequisites Crisis Management Innovation Management	– the ability to apply operations management methods in professional practice; – the ability to plan and optimize production and service processes; – skills in managing resources, quality, and productivity; – the ability to analyze operational performance indicators and make informed managerial decisions; – an understanding of the role of operations management in improving the efficiency and competitiveness of an organization.
Management of Production Processes	Objective of the discipline: the formation of students' knowledge and practical skills in managing production	Prerequisites Management	– the ability to apply production process management methods in professional activities;

	processes aimed at improving the efficiency of resource use and production outcomes. Objectives of the discipline: – to study the main principles and functions of production process management; – to master methods of production design, planning, and organization; – to develop skills in monitoring and evaluating the effectiveness of production processes; – to study approaches to cost reduction and quality improvement; – to acquire methods for implementing innovations and optimizing technological processes.	Postrequisites Crisis Management Innovation Management		– the ability to plan, organize, and control production processes; – skills in analyzing the efficiency of resource utilization and production performance indicators; – the ability to develop and implement solutions for production optimization; – an understanding of the role of production process management in enhancing the organization's competitiveness.
Discipline 3	According to the minor catalog	Prerequisites Discipline 2 Postrequisites Discipline 4	5	According to the minor catalog
7 term				
Financial Management	Objective of the course: to develop students' knowledge and practical skills in financial management of an organization, necessary for making sound financial decisions and ensuring financial stability. Course objectives: – to study the theoretical foundations and key categories of financial management; – to master methods of working capital management and financial planning; – to develop skills in analyzing financial statements and assessing the financial condition of an organization; – to study methods for evaluating investment projects and the cost of capital;	Prerequisites Introduction to Finance Financial Accounting Postrequisites Crisis Management Innovation Management	5	– the ability to apply financial management methods in professional activities; – the ability to analyze financial statements and assess the financial stability of an organization; – skills in making well-grounded financial and investment decisions; – the ability to use financial tools and models to manage resources; – an understanding of the role of financial management in ensuring the efficiency and development of an organization.

	– to master tools for managing financial risks and cash flows.			
Risk Management	Objective of the discipline: the formation of students' knowledge and practical skills in identifying, assessing, and managing risks in organizational activities. Tasks of the discipline: – to study the nature, classification, and sources of risks in an organization; – to master methods for identifying and assessing the probability and impact of risks; – to develop an understanding of financial, operational, strategic, and environmental risks; – to acquire tools and methods for risk mitigation and management; – to develop skills in managerial decision-making under uncertainty.	Prerequisites Introduction to Finance Postrequisites Crisis Management	5	– the ability to identify and analyze risks in an organization's activities; – the ability to apply risk assessment and risk management methods in professional practice; – skills in developing and implementing risk mitigation measures; – the ability to make informed decisions under conditions of uncertainty; – an understanding of the role of risk management systems in ensuring organizational sustainability
Public and Local Administration	Objective of the course: to develop students' knowledge of the system of public and local administration and the skills to analyze and implement management processes in the public sector. Objectives of the course: – to study the foundations of public and local governance and their institutional structure; – to master the principles of public policy and administrative management; – to develop an understanding of budgeting and the provision of public services; – to study the interaction between legislative and executive authorities; – to develop skills in evaluating the effectiveness of public and local policies.	Prerequisites Fundamentals of Economics Management Postrequisites Sustainable Development and Corporate Social Responsibility		– the ability to analyze the system of public and local governance; – the ability to apply the fundamentals of public administration in professional activities; – skills in evaluating the effectiveness of managerial decisions in the public sector; – the ability to participate in the development and implementation of territorial development strategies; – understanding the role of the state and local authorities in socio-economic development.

Social Policy and Social Management	Purpose of the discipline: the formation of students' knowledge and skills in the field of social policy and social management necessary for analyzing and addressing social issues at various levels of governance. Objectives of the discipline: – to study the fundamentals of social policy and the system of social management; – to master the mechanisms of social protection, employment, education, and healthcare; – to develop an understanding of the implementation and evaluation of social programs; – to study methods of managing social services; – to develop skills in making managerial decisions in the social sphere	Prerequisites Fundamentals of Economics Management Postrequisites Sustainable Development and Corporate Social Responsibility	– the ability to analyze social processes and social policy; – the ability to apply social management tools in professional activities; – skills in developing and evaluating social programs and social support measures; – the ability to make well-grounded decisions in the field of social development; – an understanding of the role of social management in improving the quality of life of the population.
Cross-Cultural Management	Objective of the discipline: the development of students' knowledge and practical skills in management in conditions of cultural diversity and the international business environment. Objectives of the discipline: – to study the fundamentals of cross-cultural management and intercultural communication; – to master approaches to managing cultural differences in organizations; – to develop an understanding of the specifics of management in multinational teams; – to study methods for improving cross-cultural business effectiveness; – to develop skills for making managerial decisions in an international environment.	Prerequisites Management Organizational Behavior Postrequisites Change Management Conflictology	– the ability to take cultural and national characteristics into account in managerial activities; – the ability to build effective intercultural communication; – skills in managing multinational teams; – the ability to make managerial decisions with consideration of cultural differences; – an understanding of the role of cross-cultural management in international business.
Business Ethics	Objective of the discipline: to develop students' ethical thinking and practical skills in observing the norms of business ethics in professional activities.	Prerequisites Fundamentals of Economics	– the ability to apply the norms of business ethics in professional activities;

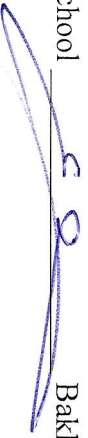
	Objectives of the discipline: – to study the basic principles and standards of business and professional ethics; – to master the ethical foundations of managerial and business decision-making; – to form an understanding of corporate social responsibility; – to study the legal and moral aspects of business ethics and anti-corruption culture; – to develop skills of constructive business communication and ethical interaction.	Management Postrequisites Conflictology Mediation		– the ability to make ethically sound decisions in business situations; – skills of responsible and conscientious behavior within an organization; – the ability to take social and corporate responsibility into account in managerial practice; – an understanding of the role of ethics in ensuring sustainable and reputationally reliable business..
Discipline 4	According to the minor catalog	Prerequisites Discipline 3 Postrequisites no	5	According to the minor catalog
8 term				
Digital Management and Information Technology in Management	Purpose of the discipline: to develop students' knowledge and practical skills in the application of digital technologies and information systems in organizational management. Objectives of the discipline: – to study the main concepts and tools of digital management; – to master the principles of implementing and using information systems in management; – to form an understanding of the role of data, business analytics, and digital technologies in managerial decision-making; – to study the fundamentals of developing and implementing digital strategies and innovations; – to develop skills in using digital tools to improve management efficiency.	Prerequisites Management Postrequisites Undergraduate practice	5	– the ability to apply digital technologies and information systems in managerial activities; – the ability to analyze managerial data and use them for decision-making; – skills in developing and implementing digital management solutions; – the ability to adapt to digital changes and innovations in management; – an understanding of the role of digitalization in improving the efficiency and competitiveness of an organization.

Sustainable Development and Corporate Social Responsibility	Objective of the discipline: to develop students' understanding of the principles of sustainable development and corporate social responsibility, as well as the skills to apply them in organizational activities. Objectives of the discipline: – to study the concept of sustainable development and its economic, social, and environmental aspects; – to master the main principles and tools of corporate social responsibility; – to form an understanding of the social and environmental responsibility of business; – to study organizational sustainable development strategies and methods for assessing their effectiveness; – to develop skills for making managerial decisions that take into account the interests of society and the environment.	Prerequisites Social Policy and Social Management Postrequisites Undergraduate practice	5 – the ability to take into account the principles of sustainable development in managerial activities; – the ability to analyze the social and environmental impacts of organizational activities; – skills in developing and implementing corporate social responsibility initiatives; – the ability to make managerial decisions considering the interests of stakeholders; – an understanding of the role of sustainable development in enhancing the competitiveness and reputation of an organization..
Crisis Management	Objective of the discipline: the formation of students' knowledge and practical skills in managing an organization in conditions of crisis and instability. Objectives of the discipline: – to study the nature, types, and causes of crisis situations in organizational activities; – to master models and methods of crisis management; – to develop skills in diagnosing crisis conditions and assessing risks; – to study tools for developing and implementing anti-crisis strategies; – to develop the ability to make managerial decisions under conditions of uncertainty and limited resources.	Prerequisites Strategic Management Postrequisites Undergraduate practice	5 – the ability to identify signs of crisis situations and assess their consequences; – the ability to develop and implement anti-crisis management decisions; – skills in monitoring the financial and economic condition of an organization; – the ability to manage change and recovery processes after a crisis; – readiness to act under conditions of increased responsibility and uncertainty.

Innovation Management	Purpose of the discipline: to develop students' knowledge and practical skills in managing the innovative activities of an organization in order to enhance its competitiveness and sustainable development. Objectives of the discipline: – to study the essence, types, and role of innovation in the modern development of organizations; – to master the fundamentals of developing and implementing innovation strategies; – to form an understanding of innovation processes, ecosystems, and R&D activities; – to study innovative business models and mechanisms of technology transfer; – to develop skills in managing innovation projects and assessing their effectiveness.	Prerequisites Strategic Management Postrequisites Undergraduate practice	5	– the ability to understand and apply the main approaches to innovation management; – the ability to participate in the development and implementation of innovation strategies and projects; – skills in analyzing the innovative potential of an organization; – the ability to make managerial decisions in conditions of technological change; – readiness to use innovation as a tool for enhancing the organization's competitiveness.
Conflictology	Objective of the course: to develop students' theoretical knowledge and practical skills in analyzing, preventing, and effectively resolving conflicts in professional and social environments. Course objectives: – to study the nature, causes, types, and structure of conflicts; – to master the main theories and models of conflict interaction; – to form an understanding of methods for managing personal, group, and organizational conflicts; – to acquire negotiation techniques and basic mediation technologies; – to develop skills for constructive conflict resolution.	Prerequisites Organizational Behavior Business Ethics Postrequisites Undergraduate practice	4	– the ability to analyze conflict situations and identify their causes; – the ability to apply methods of conflict prevention and resolution; – skills in conducting negotiations and constructive professional interaction; – the ability to manage interpersonal and group conflicts; – readiness to use mediation approaches in professional activities.
Mediation	Objective of the discipline: formation of students' knowledge and practical skills in the application of	Prerequisites Organizational Behavior Business Ethics	4	– the ability to apply mediation techniques for dispute resolution;

mediation as an effective method of dispute resolution and negotiation in professional activities. Objectives of the discipline: – to study the theoretical foundations and principles of mediation; – to master the stages of the mediation process and the role of the mediator; – to form an understanding of the types and areas of application of mediation; – to acquire skills in conducting negotiations and reaching mutually acceptable agreements; – to study the legal and ethical foundations of mediation activities..	Postrequisites Undergraduate practice	– the ability to conduct negotiations and manage the process of reaching agreements; – skills of neutral and constructive interaction between parties to a conflict; – the ability to observe legal and ethical standards in mediation practice; – readiness to use mediation in professional and social environments.
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Discussed and recommended at a meeting of the School of Economic and Legal Technologies and Service Industries,
Protocol No 4 of 17.01, 2025 y.

Dean of the School  Bakhyt E.B.