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SVEUČILIŠNI DIPLOMSKI STUDIJ: / GRADUATE STUDY PROGRAMME:
ECONOMICS

Ovjera Dekanice / **Acting Dean's Approval**

Potpis: / Signature *BN*

Datum: / Date: 27.5.2026.
 Dubrovnik, svibanj 2026. / May 2026

Ažurirano: / Updated: _____



Ovjera Rektora / **Rector's Approval**

Potpis: / Signature *[Signature]*

Datum: / Date: 27.05.2026.

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Prijediplomski studij: / **GRADUATE STUDY PROGRAMME: ECONOMICS**

1. godina studija / **YEAR OF STUDY**

Zimski semestar / **(1. sem.) / SEMESTER 1**

Br./ No.	Nastavnik / COURSE CO-ORDINATOR	Kolegij / COURSE	P+V+S L+E+S	ECTS
OBVEZNI KOLEGIJ / COMPULSORY COURSES				
1.	Marija Bečić, PhD, Associate Professor	Theory of the Firm	20+20+0	7
2.	Perica Vojinić, PhD, Full Professor Ante Zdilar, PhD, Senior Teaching Assistant	Risk Management	20+0+0 0+20+0	7
3.	Marija Benić Penava, PhD, Full Professor	Economic History of the World	20+20+0	6
IZBORNI KOLEGIJ / ELECTIVE COURSES				
4.	Meri Šuman Tolić, PhD, Associate Professor Melko Dragojević, MA, Teaching Assistant	Capital Budgeting	20+0+0 0+20+0	5
5.	Tonći Svilokos, PhD, Full Professor	Financial Modelling	20+20+0	5
6.	Matea Matić Šošić, PhD, Full Professor	Managing Prices	20+20+0	5

Ljetni semestar / **(2. sem.) / SEMESTER 2**

Br./ No.	Nastavnik / COURSE CO-ORDINATOR	Kolegij / COURSE	P+V+S L+E+S	ECTS
OBVEZNI KOLEGIJ / COMPULSORY COURSES				
1.	Nebojša Stojčić, PhD, Full Professor Ante Zdilar, PhD, Senior Teaching Assistant	Applied Macroeconomics	20+20+0	7
2.	Perica Vojinić, PhD, Full Professor	Applied Microeconomics	20+20+0	7
3.	Tonći Svilokos, PhD, Full Professor	Quantitative Methods in Business Decision-Making	20+20+0	6
IZBORNI KOLEGIJ / ELECTIVE COURSES				
4.	Zorica Krželj, PhD, Associate Professor Dorothea Markasović, MA, Teaching Assistant	Strategic Management	20+0+0 0+20+0	6
5.	Iris Lončar, PhD, Associate Professor Mario Bilić, MA, Lecturer	Financial Reporting and Auditing	20+0+0 0+20+0	5
6.	Marija Bečić, PhD, Associate Professor	Open Economy Macroeconomics	20+20+0	5
7.	Iris Lončar, PhD, Associate Professor	Managerial Accounting	20+20+0	5
8.	Katija Vojvodić, PhD, Full Professor	International Business Negotiations	20+20+0	5

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Code									
Course name		Theory of the Firm							
Study programme		Economics							
Field of study		Economics							
Level of the study programme		Undergraduate				Graduate		x	
		Postgraduate specialist				Postgraduate doctoral			
Head lecturer		Marija Bečić, PhD, Associate Professor							
Associate									
Year of study		1.			Semester		I. semester		
Course status	Compulsory course of the study programme	x	Compulsory course of the field of study		Elective course of the study programme		Elective course of the field of study		
ECTS student workload coefficient		7		Percentage of e-learning					
Number of semester hours		Lectures:		20	Seminars:			Exercises:	20
Course objectives									
The objective of the course is to provide students with important concepts rooted in modern microeconomics and organisational theory so that they can understand the modern microeconomic literature and can perform microeconomic analysis in an academic environment.									
Course prerequisites and competency requirements									
Basic knowledge in microeconomics.									
Course content									
Definition, creation, the functioning of a firm; Organisation and management of a firm; Influence of organisational types on a worker's creativity, innovations and competitiveness; Firm and the environment; Size of a firm, market competition and innovativeness; Neoclassical and alternative theories of the firm; Information asymmetry; Firm's growth.									
Learning outcomes at the level of the study programme to which the course contributes									
<ul style="list-style-type: none"> - To master an integral knowledge of economics and of economic disciplines, - To apply advanced methods of analysis and research in economics, - To solve problems of the functioning of economic systems, - Understand the role of economic policy in the development of the national economy 									
Expected learning outcomes at the level of the course (4-10 learning outcomes)									

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Upon having completed the course, students will be able to:

- Apply general and specific theoretical knowledge in the analysis of organisations.
- Analyse functioning and the role of firms in the economy.
- Qualitative analyse fundamental microeconomic problems from standpoint of the firm.
- Understand the concepts developed by the economists regarding transaction costs, be able to analyse these costs within organisations and compare them with those that have an alternative market.

Mandatory literature (at the time of the submission of the study programme proposal)

	Title	Number of copies in the library	Availability via other media
1.	Carlton, D.W., Perloff, J.M., Modern Industrial Organisation, Fourth Edition, Pearson Addison Wesley, 2015. (selected chapters)	Sufficient	online
2.	Douma, S., Schreuder, H., Economic approaches to organizations, Pearson Prentice Hall, Upper Saddle River, New Jersey, 2017. (selected chapters)	Sufficient	online

Optional literature (at the time of the submission of the study programme proposal)

1.	Buckley, P., Michie, J. Firms, organizations and contracts, Oxford University Press, Oxford, 2005.
2.	Hendrikse, G., Economics and management of organizations – Coordination, motivation, strategy, McGraw-Hill, New York, 2003.

Structure of classes:

<input checked="" type="checkbox"/> Lectures	<input type="checkbox"/> Laboratory
<input type="checkbox"/> Seminars and workshops	<input type="checkbox"/> Field work
<input checked="" type="checkbox"/> Exercises	<input checked="" type="checkbox"/> Work with the mentor
<input checked="" type="checkbox"/> Independent assignments	<input checked="" type="checkbox"/> Knowledge tests
<input checked="" type="checkbox"/> Multimedia and internet	<input type="checkbox"/> Other
<input type="checkbox"/> Distance learning	

Comments

Student obligations

The obligations of full-time students are prescribed by the University of Dubrovnik's study regulations, the study programme, and the curriculum, and are explained in detail in the introductory lecture. To fulfil their obligations, full-time students must:

1. actively participate in class and attend at least 75% of classes,
2. by the end of the semester choose, create, present, and defend student project.

The obligations of part-time students differ from those of full-time students in that part-time students are not required to attend lectures. Part-time students may compensate for the points that full-time students can earn in lectures by completing assignments in additional deadlines.

Students who do not meet the required obligations will lose the right to take the exam.

Screening of student's work (specify the proportion of ECTS credits for each activity so that the total number of ECTS credits is equal to the credit value of the course):

Class attendance	0.5	Activity in class	0.5	Practical training	
Experimental work		Research		Independent work	1.2
Essay		Report		Exercises	0.7
Preparations for exercises	0.5	Seminar essay	0.2	Preliminary exam	
Project	1.2	Written exam	2.2	Oral exam	

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(Other - describe)		(Other - describe)		(Other - describe)	
Grading and evaluation of student work over the course of instruction and at the exam					
Continuous assessment of all students' work during the semester includes: <ol style="list-style-type: none"> Attendance and activity in class (the percentage of the grade is 5%). Active participation in exercises through independent problem solving, preparation and delivering of seminars (the percentage of grade is 5%). Development, presentation, and defence of their student's project (the percentage of the grade is 10%). Two written midterm exams in the practical part and one written midterm exam in the theoretical part (the percentage of the grade is 80%). <p>The collected minimum of 50% of the points during the continuous assessment exempts the student from the classical examination, which is organised during the examination period. The classical exam is taken by students who have fulfilled their obligations but have collected less than 50% of the points during the continuous assessment.</p> <p>The exam in the regular exam term is written. To pass the exam, the student must achieve at least 60% of the points of the exam.</p> <p>Success in the exam and other knowledge tests is expressed in grades according to the Study and Examination Regulations of the University of Dubrovnik.</p>					
Ways of monitoring quality and success of course performance to ensure the acquisition of the set learning outcomes					
The methods of quality and performance control of courses that ensure the acquisition of the specified learning outcomes are carried out in accordance with the regulations of the University of Dubrovnik.					
Other information (according to the proponent's opinion)					

Code					
Course name	Risk Management				
Study programme	Economics				
Field of study	Economics				
Level of the study programme	Undergraduate		Graduate	x	
	Postgraduate specialist		Postgraduate doctoral		
Head lecturer	Perica Vojinić, PhD, Full Professor				
Associate	Ante Zdilar, PhD, Senior Teaching Assistant				
Year of study	1.		Semester	2.	
Course status	Compulsory course of the study programme	x	Compulsory course of the field of study	Elective course of the study programme	Elective course of the field of study
ECTS student workload coefficient	7		Percentage of e-learning		
Number of semester hours	Lectures:	20	Seminars:	Exercises:	20
Course objectives					
The content of the course is based on the concepts of risk management and theoretical concepts of risk measurement and risk identification, measurement methods and risk analysis. Special attention is paid to financial investments risk					

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related to the currency risk and to the project risk. Students are supposed to be able to determine, by acquiring knowledge about methods and models, to what level the cash flow of a certain company is threatened, what are the main sources of risk and, consequently, what are the threats to the certain economic branches. Finally, the course enables students to develop the general ability to identify risks in various business situations as well as the possibility of risk assessment and protection against negative consequences. Specific competences should be manifested in connecting international regulations in standardisation of risk measurement with implementation in practice.

Course prerequisites and competency requirements

Basic knowledge of statistics, investments and corporate finance would be desirable.

Course content

- 1) Theoretical concepts of risk measurement
- 2) Identification, measurement methods and risk analysis
- 3) Financial investments risk
- 4) Diversification and focused investments
- 5) Decision-making under conditions of risk (decision criteria)
- 6) Project risks
- 7) Risk adjusted value
- 8) Hedging as a strategy of risk reduction
- 9) Market risk and value at risk
- 10) Sensitivity analysis of investments

Learning outcomes at the level of the study programme to which the course contributes

Students are expected to be able to apply advanced methods of analysis and research in economics, to analyse the features of foreign exchange rates and determine an effective exchange rate, to evaluate power parity theory to explain the fluctuation of foreign exchange rates, as well as to determine the specific features of the functioning and solving of the fundamental macroeconomic and microeconomic problems.

Expected learning outcomes at the level of the course (4-10 learning outcomes)

The Risk Management course allows students to develop general skills of identifying risks in different business activities, as well as the possibility of a risk assessment and protection from adverse consequences. Specific competencies are reflected in deepening the knowledge of the techniques and methods of risk measurement and analysis of risk, and the impact of risk on business decision-making. In addition, the acquired competencies should be reflected in linking knowledge and skills acquired during lectures and exercises and preparing the implementation of this knowledge in practice. The course provides development of specific and generic competencies, knowledge and skills. After successful completing the course and passing the exam students will be able to understand the notion of the risk in the contemporary economy and business, as well as to recognise and to measure it in order to reduce the risk level.

Mandatory literature (at the time of the submission of the study programme proposal)

	Title	Number of copies in the library	Availability via other media
1.	Grinblatt M., Tittman S., Markets and Corporate Strategy, 2nd Edit., The McGraw-Hill Companies, 2002. (selected chapters)	sufficient	online
2.	Cuthbertson K., Nitzche D., Investments, 2nd Edit., John Wiley & Sons, Ltd, Chichester, England (selected chapters)	sufficient	online
3.	Culp L.C., The Risk Management Process: Business Strategy & Tactics, J. Willey N.Y. 2001. (selected chapters)	sufficient	online

Optional literature (at the time of the submission of the study programme proposal)

1. Shirreff D., Dealing with Financial Risk, The Economist & Profile Books, London, U.K., 2004.
2. Graham B., The Intelligent Investor (Revised Edition), HarperCollins Publishers, N.Y., 2003

Structure of classes:

- Lectures Laboratory

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<input type="checkbox"/> Seminars and workshops <input checked="" type="checkbox"/> Exercises <input checked="" type="checkbox"/> Independent assignments <input checked="" type="checkbox"/> Multimedia and internet <input type="checkbox"/> Distance learning		<input type="checkbox"/> Field work <input type="checkbox"/> Work with the mentor <input checked="" type="checkbox"/> Knowledge tests <input type="checkbox"/> Other	
Comments			
Method of teaching: a) <u>Lectures</u> – ex cathedra 70% - discussion 30% b) <u>Exercises</u> - case study (in groups) 50% - case study (individual) 20% - discussion/presentation 30%			
Student obligations			
To be willing to participate actively in class and be willing to deliberate study about the problems discussed			
Screening of student's work (specify the proportion of ECTS credits for each activity so that the total number of ECTS credits is equal to the credit value of the course):			
Class attendance	1	Activity in class	Practical training
Experimental work		Research	Independent work
Essay		Report	Exercises
Preparations for exercises	1	Seminar essay	Preliminary exam
Project		Written exam	3
Oral exam			
(Other - describe)		(Other - describe)	(Other - describe)
Grading and evaluation of student work over the course of instruction and at the exam			
Assessment and evaluation of students' work during class and on the exam will be based on their willingness to actively participate in class, to gain new knowledge and to express their thoughts on problems, and to be able to separate essential from unimportant matters.			
Ways of monitoring quality and success of course performance to ensure the acquisition of the set learning outcomes			
Through continuous communication with the study participants and through the individual consultations. Besides, the quality of the program, the teaching process, teaching skills and the level of the material learned will be conducted by written evaluation based on questionnaires and other standardised methods in accordance with the acts of the University of Dubrovnik.			
Other information (according to the proponent's opinion)			

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Code									
Course name		Economic History of the World							
Study programme		Economics							
Field of study		Economics							
Level of the study programme		Undergraduate				Graduate		X	
		Postgraduate specialist				Postgraduate doctoral			
Head lecturer		Marija Benić Penava, PhD, Full Professor							
Associate									
Year of study		1			Semester		1		
Course status	Compulsory course of the study programme	X	Compulsory course of the field of study		Elective course of the study programme		Elective course of the field of study		
ECTS student workload coefficient		6		Percentage of e-learning		20%			
Number of semester hours		Lectures: 20		Seminars:		Exercises:		20	
Course objectives									
<p>After completing the course, students will develop the skills of historical comprehension and will be able to interpret the impact of the historical inheritance on the structure of the economy of the nineteenth century and twentieth-century Europe.</p> <p>After the analysis and interpretation of historical experiences, students will be able to make connections and critical considerations on the economic changes and put them into wider contexts.</p>									
Course prerequisites and competency requirements									
Course content									
<ol style="list-style-type: none"> 1. Introduction to the economic history. The basic terms and bibliography. Determinants. 2. Contours of the world economy in the past 2000 years 3. Imperialism and the First World War 4. Economic models of the totalitarian regimes after the First World War 5. Interbellum and the Great Depression 6. War economies (1939-1945) 7. Western European economies after World War II and the Welfare State 8. The economies of Central and Eastern Europe after World War II 9. European integrations and globalisation 10. Concluding observations 									
Learning outcomes at the level of the study programme to which the course contributes									
<ul style="list-style-type: none"> - Master an integral knowledge of economics and of economic disciplines, - Solve problems of the functioning of economic systems, - Understand the role of economic policy in the development of the national economy, - Understand the role of money and public finance in the national economy, 									

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- Analyse the features of foreign exchange rates and determine an effective exchange rate,
- Analyse the relationship between anti-inflationary efforts of the central bank and the level of its independence from the government, and know the main features of globalisation and its impact on the conduct of economic policy in modern economies,
- Determine the specific features of the functioning and solving of the fundamental macroeconomic and microeconomic problems in the EU by means of economic analysis, especially with respect to the development of the EU's internal market and the solving of the problems of unemployment, inflation, trade imbalance as well as with respect to achieving stability and economic growth in the European Union,
- Understand the functioning of the labour market and the issues of employment and unemployment.

Expected learning outcomes at the level of the course (4-10 learning outcomes)

1. Master an integral knowledge of modern and contemporary economic history of the world
2. Master an integral knowledge of basic economic systems and their function
3. Master the knowledge of the role of the state and its economic policies in national economy
4. Adopt the knowledge of determining positive and negative effects of different economic systems in order to create effective national economy
5. Acquire basic knowledge of the impact of national political system to national economy
6. Acquire basic knowledge of the EU integrations and internal market from the beginnings of European Union.

Mandatory literature (at the time of the submission of the study programme proposal)

	Title	Number of copies in the library	Availability via other media
1.	Berend, Iván T., An Economic History of Twentieth-Century Europe: Economic Regimes from Laissez-Faire to globalization, Cambridge University Press, 2006. (selected chapters)	sufficient	Merlin

Optional literature (at the time of the submission of the study programme proposal)

1. Berend, Iván T., An Economic History of Nineteenth-Century Europe Diversity and Industrialization, Cambridge University Press, 2013. (Selected chapters)
2. Maddison, Angus, Contours of the World Economy, 1-2030 AD: Essays in Macro-Economic History, Oxford University Press, 2007. (Selected chapters)
3. Findlay, Ronald; O'Rourke, Kevin H., Power and Plenty: Trade, War, and the World Economy in the Second Millenium, Princeton University Press, 2009. (Selected chapters)

Structure of classes:

- | | |
|--|--|
| <input checked="" type="checkbox"/> Lectures
<input checked="" type="checkbox"/> Seminars and workshops
<input checked="" type="checkbox"/> Exercises
<input checked="" type="checkbox"/> Independent assignments
<input checked="" type="checkbox"/> Multimedia and internet
<input checked="" type="checkbox"/> Distance learning | <input type="checkbox"/> Laboratory
<input checked="" type="checkbox"/> Field work
<input checked="" type="checkbox"/> Work with the mentor
<input checked="" type="checkbox"/> Knowledge tests
<input type="checkbox"/> Other |
|--|--|

Comments

Part-time students who attend classes together with full-time students will be evaluated the same as full-time students.

Student obligations

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Full-time students are obliged to: attend lectures in the amount of at least 70% of the scheduled hourly rate, actively participate in classes, perform individual and group assignments independently, regularly participate in the preliminary exams that are taken during classes and consult with teachers about literature, independent work, etc. Passing the preliminary exam exempts the student from the final written exam, which is organised during the exam period. The obligations of part-time students differ from the obligations of full-time students only in the following items: attendance at lectures in the amount of at least 50% of the scheduled hourly rate - possibility of taking preliminary exam in agreement with the course teacher if the student, for justified reasons, could not take the exam in the time provided for it.

Screening of student's work (specify the proportion of ECTS credits for each activity so that the total number of ECTS credits is equal to the credit value of the course):

Class attendance	0.25	Activity in class	0.25	Practical training	
Experimental work		Research		Independent work	0.25
Essay		Report		Exercises	1.25
Preparations for exercises		Seminar essay		Preliminary exam	2
Project		Written exam	2	Oral exam	
(Other - describe)		(Other - describe)		(Other - describe)	

Grading and evaluation of student work over the course of instruction and at the exam

Success in the preliminary and written exams are expressed by the following grades: from 90 to 100% - excellent (5), from 80 to 89% - very good (4), from 65 to 79% - good (3), from 50 to 64 % - sufficient (2), from 0 to 49 % - insufficient (1)

Ways of monitoring quality and success of course performance to ensure the acquisition of the established learning outcomes

The quality of the programme, the teaching process, teaching skills and the level of mastery of the material will be established by conducting a written evaluation based on questionnaires and other standardised methods in accordance with the acts of the University of Dubrovnik (student survey on the quality of teaching activities, teacher self-analysis, etc.) aligned with the Standards and guidelines for quality assurance in the European Higher Education Area and the requirements of the ISO 9001 standard.

Other information (according to the proponent's opinion)

Although there are no copies of the literature available in the library, the literature (digitised selected chapters) will be available to students through Merlin.

The quality of the programme, the teaching process, teaching skills and the level of mastery of the material is carried out through written evaluation based on questionnaires and other standardized methods in accordance with the laws of the University of Dubrovnik. Evaluation by professional colleagues. Self-observation, analysis, and corrections.

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Code									
Course name		Capital Budgeting							
Study programme		Economics							
Field of study		Economics							
Level of the study programme		Undergraduate				Graduate		X	
		Postgraduate specialist				Postgraduate doctoral			
Head lecturer		Meri Šuman Tolić, PhD, Associate Professor							
Associate		Melko Dragojević, MA , Teaching Assistant							
Year of study		5.				Semester		7.	
Course status	Compulsory course of the study programme		Compulsory course of the field of study		Elective course of the study programme	X	Elective course of the field of study	X	
ECTS student workload coefficient		5		Percentage of e-learning		0%			
Number of semester hours		Lectures: 20		Seminars: 10		Exercises: 10			
Course objectives									
The main objective of this course is to provide a framework that allows students to critically analyse corporate capital investment decisions from the financial perspective.									
Course prerequisites and competency requirements									
Knowledge of MS Excel									
Course content									
<ol style="list-style-type: none"> 1. The concept and basics of capital budgeting 2. Real and financial investments 3. Types and characteristics of investment projects 4. Capital budgeting procedure and rules 5. Data collection and finding alternatives, project cash flow estimation and determination of capital budget 6. Methods of financial decision-making, calculation of investment projects' financial efficiency 7. Selection of the optimal project 8. Determining the cost of capital. Capital structure 9. Risk and capital budgeting 10. Special cases of capital budgeting. International capital budgeting 									
Learning outcomes at the level of the study programme to which the course contributes									
After completing the course students will: <ul style="list-style-type: none"> - understand and apply appropriate quantitative and qualitative tools to analyse tourism investment projects in the presence of risk and uncertainty - analyse the changes in micro and macro environment when deciding about long-term financing decisions in the tourism industry - study how to do project investment analysis, how to evaluate investment opportunities, and how to make optimal long-term investment decisions in tourism organisations 									
Expected learning outcomes at the level of the course (4-10 learning outcomes)									
After completing the course and passing the exam students will be able to: <ol style="list-style-type: none"> 1. understand the important characteristics of financial, real and intangible assets and the formation of investment projects. 2. acquire specific knowledge in the field of project cash flow forecast, project risk analysis and forecasting and the inclusion of relevant risk in project performance assessment 									

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<ol style="list-style-type: none"> 3. identify the risks and calculate the returns of investment projects using different tools of financial analysis (NPV, IRR, payback, etc.). 4. understand the scope and limitations of individual method of evaluating investment projects and possibilities of their combining, 5. analyse the risk-return profile of investment opportunities in different scenarios. 6. Identify the best investment alternative. 			
Mandatory literature (at the time of the submission of the study programme proposal)			
	Title	Number of copies in the library	Availability via other media
1.	Eterson, P., Fabozzi, F. (2002), Capital Budgeting: Theory and Practice, JOHN WILEY & SONS, ISBN: 0471-218-332 (selected chapters)	sufficient	http://160592857366.free.fr/joe/ebooks/tech/Wiley%20Capital%20Budgeting%20Theory%20and%20Practice.pdf
2.	Sandeep Goel (2015) Capital Budgeting, Business Expert Pre ISBN: 9781606499870 (selected chapters)	sufficient	online
Optional literature (at the time of the submission of the study programme proposal)			
1.			
Structure of classes:			
<input checked="" type="checkbox"/> Lectures <input checked="" type="checkbox"/> Seminars and workshops <input checked="" type="checkbox"/> Exercises <input checked="" type="checkbox"/> Independent assignments <input checked="" type="checkbox"/> Multimedia and internet <input checked="" type="checkbox"/> Distance learning		<input type="checkbox"/> Laboratory <input type="checkbox"/> Field work <input checked="" type="checkbox"/> Work with the mentor <input checked="" type="checkbox"/> Knowledge tests <input type="checkbox"/> Other	
Comments			
Student obligations			
<p>The obligations of full-time students are prescribed by the University of Dubrovnik's study regulations, the study program, and the curriculum, and are explained in detail in the introductory lecture. To fulfil their obligations, full-time students must:</p> <ol style="list-style-type: none"> 1. attend class regularly (at least 75%) and they will receive 5 % of their final grade 2. actively participate in lectures and exercises; if they contribute to the discussions they can gain additional 5% of their final grade 3. actively participate in lectures and exercises by development of research, report, seminar essay or consulting project, which must be submitted in written form and presented orally and use demo software and simulators to practice trading on different markets with virtual money to become familiar with trading software and get a sense of how the market works - they can receive 20% of the finale grade 4. pass two written midterm exams: First midterm exam (35% of total grade), Second midterm exam (35% of total grade). The exam is written, and it tests the student's theoretical and practical knowledge. The collected minimum of 50% of the points during the continuous assessment exempts the student from the classical examination, which is organised during the examination period. Passing only one midterm exam is not enough for a passing grade. 5. Classical written exam: The classical exam is taken by students who have fulfilled their obligations but have collected less than 50% of the points during the continuous assessment. The exam is written, and it tests the student's theoretical and practical knowledge. To pass the exam, the student must achieve at least 50% of the exam. 			

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Students can choose to answer orally if there is a valid reason.					
The obligations of part-time students differ from those of full-time students in that part-time students are not required to attend lectures. Part-time students may compensate for the points that full-time students can earn in lectures by completing assignments in additional deadlines. Students who do not meet the required obligations will lose the right to take the exam.					
Screening of student's work (specify the proportion of ECTS credits for each activity so that the total number of ECTS credits is equal to the credit value of the course):					
Class attendance	0.25	Activity in class	0.25	Practical training	0.8
Experimental work		Research		Independent work	
Essay		Report		Exercises	
Preparations for exercises		Seminar essay	0.2	Preliminary exam (2)	3.5
Project		Written exam	✓	Oral exam	✓
(Other - describe)		(Other - describe)		(Other - describe)	
Grading and evaluation of student work over the course of instruction and at the exam					
Continuous assessment the work of all students during the semester includes: <ol style="list-style-type: none"> 1. Attendance and activity in class (the percentage of the grade is 10%, 0.5 ECTS points), 2. Active participation in lectures and exercises through independent problem solving, preparation and delivering of seminars and presentations (the percentage of grade is 20%, maximum 1.0 ECTS), 3. Two written midterm exams (70%), each 1.75 ECTS points). 					
Success in the exam and other knowledge tests is expressed in grades according to the Study and Examination Regulations of the University of Dubrovnik.					
Performance and grade <ul style="list-style-type: none"> • 50-59% - basic criteria met- grade: sufficient (2) • 60-70% average performance with some errors - grade: good (3) • 71%-89% above average performance with minor errors - grade: very good (4) • 90%- 100% outstanding performance- grade: outstanding/excellent (5) 					
Ways of monitoring quality and success of course performance to ensure the acquisition of the set learning outcomes					
The methods of quality and performance control of courses that ensure the acquisition of the specified learning outcomes are carried out in accordance with the regulations of the University of Dubrovnik					
Other information (according to the proponent's opinion)					
Teaching materials for students, current information and all other data are available by Merlin e-learning system to all students.					

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Code								
Course name		Financial Modelling						
Study programme		Economics						
Field of study		Economics						
Level of the study programme		Undergraduate		Graduate		X		
		Postgraduate specialist		Postgraduate doctoral				
Head lecturer		Tonći Svilokos, PhD, Full Professor						
Associate								
Year of study		1 st			Semester		1 st	
Course status	Compulsory course of the study programme		Compulsory course of the field of study		Elective course of the study programme		Elective course of the field of study	x
ECTS student workload coefficient		5		Percentage of e-learning		0%		
Number of semester hours		Lectures:		x	Seminars:		Exercises: X	
Course objectives								
The goal of this course is to show students how to develop sophisticated financial models using spreadsheet tools in order to provide financial statements projections and firm evaluations.								
Course prerequisites and competency requirements								
Basic knowledge of Excel								
Course content								
INTRODUCTION - What is financial modelling, how to build a financial model TIME VALUE OF MONEY - Calculation of the present value of the principal, calculation of the future value of the principal, the present value of several equal payments, the future value of several equal payments, loan repayment models FINANCIAL ANALYSIS - Financial statements (balance sheet, profit and loss account, cash flow statement, horizontal, vertical and trend analysis); Calculation of financial indicators (indicators of liquidity, indebtedness, activity, profitability, valuation of investments) APPLICATION OF FINANCIAL MODELING IN BUSINESS PLANNING - Financial modelling based on historical data from financial statements, projection of financial indicators, projection of income and expenses (income statement), planning of working capital, planning of depreciation, assessment of future indicators investment valuation, assessment of necessary borrowing and debt repayment ASSESSMENT OF COMPANY VALUE - Book value, market value, comparative analysis of companies, analysis of discounted cash flow, weighted average cost of capital (weighted average cost of capital - WACC), beta companies								
Learning outcomes at the level of the study programme to which the course contributes								
<ul style="list-style-type: none"> - Master an integral knowledge of economics and of economic disciplines, - Apply advanced methods of analysis and research in economics. 								
Expected learning outcomes at the level of the course (4-10 learning outcomes)								

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1. Student will be able to use financial modelling techniques in the sphere of business analysis and business decision-making
2. Student will be able to apply the techniques of making plans, financial analysis, investment evaluation, value assessment of companies
3. Student will be able to set up a financial model for evaluating the optimal borrowing and debt repayment plan
4. Student will be able to evaluate a various kind of securities (shares, bonds and options)

Mandatory literature (at the time of the submission of the study programme proposal)

	Title	Number of copies in the library	Availability via other media
1.	Pignataro, P., (2013) Financial modeling & Valuation, A Practical Guide to Investment Banking and Private Equity, WILEY & SONS, New Jersey (selected chapters)	Sufficient	online
2.	Fairhurst, S., D., 2012, Using Excel for Business Analysis, A Guide to Financial Modelling Fundamentals, , WILEY & SONS, Singapore, (selected chapters)	Sufficient	online

Optional literature (at the time of the submission of the study programme proposal)

1.	Benninga, S., (2021), Financial modeling, 4th edition, The MIT Press Cabridge, Massachusetts, London, England.,
2.	Fabozzi, J., F., Modigliani, F., Jones., J., F., Ferri, M., G., (2002) Foundations of Financial Markets and Institutions, third edition, Pearson Education International.

Structure of classes:

<input checked="" type="checkbox"/> Lectures	<input type="checkbox"/> Laboratory
<input type="checkbox"/> Seminars and workshops	<input type="checkbox"/> Field work
<input checked="" type="checkbox"/> Exercises	<input type="checkbox"/> Work with the mentor
<input type="checkbox"/> Independent assignments	<input type="checkbox"/> Knowledge tests
<input type="checkbox"/> Multimedia and internet	<input type="checkbox"/> Other
<input type="checkbox"/> Distance learning	

Comments

Student obligations

Active participation in classes

Student has the obligation to attend at least 70% of the classes in order to access the colloquiums and the final exam.

Screening of student's work (specify the proportion of ECTS credits for each activity so that the total number of ECTS credits is equal to the credit value of the course):

Class attendance	0.5	Activity in class	0.5	Practical training	
Experimental work		Research		Independent work	
Essay		Report		Exercises	0.5
Preparations for exercises	0.5	Seminar essay		Preliminary exam	3
Project		Written exam		Oral exam	
(Other - describe)		(Other - describe)		(Other - describe)	

Grading and evaluation of student work over the course of instruction and at the exam

Knowledge tests and two preliminary exams are alternative to the final written exam.

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<p>The achieved number of total points (in %) corresponds to following grades: 0-49 insufficient (1) 50-64 sufficient (2) 64-79 good (3) 80-89 very good (4) 90-100 excellent (5)</p>
<p>Ways of monitoring quality and success of course performance to ensure the acquisition of the set learning outcomes</p> <ul style="list-style-type: none"> • Class attendance records and documentation about students' results in knowledge tests and in preliminary exams • All course learning outcomes are to be verified by the course teacher in the final exam • Student poll on lecturer and class efficacy
<p>Other information (according to the proponent's opinion)</p>

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Code									
Course name		Managing Prices							
Study programme		Economics							
Field of study		Economics							
Level of the study programme		Undergraduate				Graduate		X	
		Postgraduate specialist				Postgraduate doctoral			
Head lecturer		Matea Matić Šošić, PhD, Full Professor							
Associate									
Year of study		1			Semester		1(winter)		
Course status	Compulsory course of the study programme		Compulsory course of the field of study		Elective course of the study programme		Elective course of the field of study		
ECTS student workload coefficient				Percentage of e-learning					
Number of semester hours		Lectures:		20		Seminars:			
						Exercises:		20	
Course objectives									
Students will understand the role of internet marketing in contemporary business and integration of traditional marketing techniques into the context of internet environment									
Course prerequisites and competency requirements									
Basics of marketing									
Course content									
Fundamentals of price; Factors of pricing - costs, financial analysis of pricing; Factors of pricing -consumer's analysis; Psychological aspects of pricing; Interaction of price and marketing mix; Pricing over the product life cycle; Tactics for pricing differently across segments; Pricing strategies; Multidimensional prices; Analysing constraints on pricing.									
Learning outcomes at the level of the study programme to which the course contributes									
Understand the role of price in the organisation Apply the methods to improve price realisation Correctly interpret the specifics of tourist destination management Make and implement the effective pricing strategies Explain the importance of setting the right prices Manage competition and market opportunities as a source of price advantages Analyse the impact of pricing factors on the organisation									
Expected learning outcomes at the level of the course (4-10 learning outcomes)									
Apply the techniques and models for pricing advantages Explain purpose and importance of setting the right price for sustainable profit Identify different tactics for pricing differently across segments Generate and apply the right pricing strategy in a market Identify the possible pricing restrictions									
Mandatory literature (at the time of the submission of the study programme proposal)									
		Title			Number of		Availability via		

	Sveučilište u Dubrovniku / University of Dubrovnik Ekonomski fakultet / Faculty of Economics and Business Lapadska obala Nojka Marinovića 7, 20000 Dubrovnik, tel: 020 445 901; 020 445 909; 020 445 910, e-mail: ekonomija@unidu.hr	Obrazac / Form
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		copies in the library	other media		
1.	Pricing Strategies: A Marketing Approach, Robert M. Schindler (selected chapters)	sufficient	online		
2.	Smart Pricing: How Google, Priceline, and Leading Businesses Use Pricing Innovation for Profitability, Jagmohan Raju, Z. Zhang (selected chapters)	sufficient	online		
3.	Price Management, Strategy, Analysis, Decision, Implementation, Hermann Simon, Martin Fassnacht, 2019 (selected chapters)	sufficient	online		
Optional literature (at the time of the submission of the study programme proposal)					
1.	The strategy and tactics of pricing, A guide to growing more profitably, Nagle Hogan Zale, fifth edition, , Pearson 2014.				
Structure of classes:					
<input checked="" type="checkbox"/> Lectures <input checked="" type="checkbox"/> Seminars and workshops <input checked="" type="checkbox"/> Exercises <input checked="" type="checkbox"/> Independent assignments <input checked="" type="checkbox"/> Multimedia and internet <input type="checkbox"/> Distance learning		<input type="checkbox"/> Laboratory <input type="checkbox"/> Field work <input type="checkbox"/> Work with the mentor <input type="checkbox"/> Knowledge tests <input type="checkbox"/> Other			
Comments					
Student obligations					
Screening of student's work (specify the proportion of ECTS credits for each activity so that the total number of ECTS credits is equal to the credit value of the course):					
Class attendance	0.7	Activity in class	0.5	Practical training	
Experimental work		Research		Independent work	0.7
Essay	1.2	Report		Exercises	0.9
Preparations for exercises		Seminar essay		Preliminary exam	
Project		Written exam		Oral exam	
(Other - describe)		(Other - describe)		(Other - describe)	
Grading and evaluation of student work over the course of instruction and at the exam					
This includes: <ol style="list-style-type: none"> Attendance and activity in class (the percentage of the grade is 5%), Active participation in homework through independent preparation and delivering of presentations (the percentage of grade is 25%), Development, presentation, and defence of student's work/presentations (percentage of grade is 20%), Two written midterm exams in the practical part and one written midterm exam in the theoretical part (the percentage of the grade is 50%). <p>The collected minimum of 50% of the points during the continuous assessment exempts the student from the classical examination, which is organised during the examination period. The classical exam is taken by students who have fulfilled their obligations but have collected less than 50% of the points during the continuous assessment. The exam is written, and it tests the student's theoretical and practical knowledge. To pass the exam, the student must achieve at least 50% of the points from the exam.</p> <p>Success in the exam and other knowledge tests is expressed in grades according to the Study and Examination Regulations of the University of Dubrovnik.</p>					
Ways of monitoring quality and success of course performance to ensure the acquisition of the set learning outcomes					

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The methods of quality and performance control of courses that ensure the acquisition of the specified learning outcomes are carried out in accordance with the regulations of the University of Dubrovnik.
Other information (according to the proponent's opinion)

Code							
Course name	Applied Macroeconomics						
Study programme	Economics						
Field of study	Economics						
Level of the study programme	Undergraduate				Graduate	X	
	Postgraduate specialist				Postgraduate doctoral		
Head lecturer	Nebojsa Stojčić, PhD, Full Professor						
Associate	Ante Zdilar, PhD, Senior Teaching Assistant						
Year of study	I.				Semester		
Course status	Compulsory course of the study programme	X	Compulsory course of the field of study		Elective course of the study programme		Elective course of the field of study
ECTS student workload coefficient	7		Percentage of e-learning				
Number of semester hours	Lectures:	20		Seminars:			
					Exercises:	20	
Course objectives							
The aim of course is to introduce students to contemporary approaches to macroeconomics and main macroeconomic challenges of modern times including inflation, unemployment and globalisation.							
Course prerequisites and competency requirements							
Course content							
1. Modern contributions to macroeconomics. Neoclassical approach. Rational expectations. Lucas supply curve and policy irrelevance proposition. Time consistency of economic policy. 2. New Keynesian approach to macroeconomics. Wage and price rigidity - menu costs. New Keynesian Phillips curve and implications for inflation targeting. 3. Monetary and fiscal policy. Central bank independence arguments - goal and instrument independence. Nominal anchor - inflation targeting. Fiscal policy - rules, fiscal stability and debt sustainability. 4. Globalisation - concept and dimensions. The impact of globalisation on fiscal and monetary policy - economic policy trilemma. Feasible globalisation - political trilemma. 5. Causes and evolution of financial instabilities in modern economies. Minsky theory of financial instability. The impact of financial crisis on real sector - financial accelerator theory.							
Learning outcomes at the level of the study programme to which the course contributes							

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Master an integral knowledge of economics and of economic disciplines,
 Apply advanced methods of analysis and research in economics,
 Solve problems of the functioning of economic systems,
 Understand the role of economic policy in the development of the national economy,
 Understand the role of money and public finance in the national economy,
 Analyse the relationship between anti-inflationary efforts of the central bank and the level of its independence from the government, and know the main features of globalisation and its impact on the conduct of economic policy in modern economies.

Expected learning outcomes at the level of the course (4-10 learning outcomes)

1. To explain contemporary contributions to macroeconomics from new classical, rational expectations and new Keynesian perspectives
2. To analyse price rigidity and wage inelasticity sources
3. To interpret arguments for central bank independence, goal and instrument independent
4. To explain and apply fiscal policy rules for fiscal stability and debt sustainability
5. To explain concept and dimensions of globalisation
6. To interpret globalisation trilemmas
7. To analyse causes and evolution of financial instabilities in modern economies
8. To explain causes of financial instabilities.

Mandatory literature (at the time of the submission of the study programme proposal)

	Title	Number of copies in the library	Availability via other media
1.	Blanchard, O., Macroeconomics, 4ed, Pearson Prentice Hall, Upper Saddle River, New Jersey, 2006. (selected chapters)	Sufficient	Online
2.	Romer, D., Advanced macroeconomics, 3ed, McGraw-Hill, New York, 2006. (selected chapters)	Sufficient	Online
3.	Kydland, F., Prescott, E., Rules rather than discretion: The inconsistency of optimal plans, Journal of Political Economy, 85, 1977, p.p. 473-491. (selected chapters)	Sufficient	Online
4.	Mishkin, F., What should central banks do?, Review, Federal Reserve Bank of St. Louis, 82, 2000, p.p. 1-13. (selected chapters)	Sufficient	online
5.	Minsky, H., The financial instability hypothesis, Handbook of radical political economy, Edward Elgar, 1993. (selected chapters)	Sufficient	online

Optional literature (at the time of the submission of the study programme proposal)

1.	Bernanke, B., Gertler, M., Gilchrist, S, The financial accelerator and the flight to quality, The Review of Economics and Statistics, 1996, p.p. 1-15.
2.	Akerlof, G., Dickens, W., Perry, G., Near-rational wage and price setting and the long-run Phillips curve, Brookings Papers on Economic Activity, 2000.
3.	Feldstein, M, Rethinking the role of fiscal policy, American Economic Review, 99, 2009, p.p. 556-559.
4.	Mankiw, N., Weinzierl, M., Yagan, D., Optimal taxation in theory and practice, Harvard Business School Working Paper, 2009, p.p. 9-140.

Structure of classes:

<input checked="" type="checkbox"/> Lectures	<input type="checkbox"/> Laboratory
<input type="checkbox"/> Seminars and workshops	<input type="checkbox"/> Field work
<input checked="" type="checkbox"/> Exercises	<input checked="" type="checkbox"/> Work with the mentor
<input checked="" type="checkbox"/> Independent assignments	<input checked="" type="checkbox"/> Knowledge tests

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<input type="checkbox"/> Multimedia and internet		<input type="checkbox"/> Other	
<input checked="" type="checkbox"/> Distance learning		_____	
Comments			
Student obligations			
Screening of student's work (specify the proportion of ECTS credits for each activity so that the total number of ECTS credits is equal to the credit value of the course):			
Class attendance	1	Activity in class	1
Experimental work		Research	
Essay		Report	
Preparations for exercises		Seminar essay	
Project	1	Written exam	2
(Other - describe)		(Other - describe)	
Grading and evaluation of student work over the course of instruction and at the exam			
Ways of monitoring quality and success of course performance to ensure the acquisition of the set learning outcomes			
Other information (according to the proponent's opinion)			

Code							
Course name	Applied Microeconomics						
Study programme	Economics						
Field of study	Economics						
Level of the study programme	Undergraduate		Graduate	X			
	Postgraduate specialist		Postgraduate doctoral				
Head lecturer	Perica Vojinić, PhD, Full Professor						
Associate	-						
Year of study	1			Semester	II		
Course status	Compulsory course of the study programme	X	Compulsory course of the field of study		Elective course of the study programme		Elective course of the field of study
ECTS student workload coefficient	7		Percentage of e-learning		-		
Number of semester hours	Lectures:	20	Seminars:	-	Exercises:	20	

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Course objectives			
The course objectives are:			
<ul style="list-style-type: none"> - To introduce students to microeconomic theory, - To enable students to describe what lies behind the notions of demand and supply, - To enable students to apply the tools of analysis to a wide range of microeconomics models, - To introduce students important extensions to the basic decision model such as game theory and uncertainty. 			
Course prerequisites and competency requirements			
-			
Course content			
Theories of the firm; Managerial theories of the firm: Profit, sales revenue, growth, and utility maximisation; Theories of consumer behaviour, perfect competition: Market equilibrium and cobweb model; Monopoly; Regulation of monopoly; Monopolistic competition; Oligopoly: Game theory and strategic behaviour; Pricing strategies; Welfare economics and Pareto efficiency; Factor markets; Market failures and correction measures; Risk and uncertainty in economic analysis; Government actions in markets.			
Learning outcomes at the level of the study programme to which the course contributes			
<ul style="list-style-type: none"> - Master an integral knowledge of economics and of economic disciplines - Apply advanced methods of analysis and research in economics 			
Expected learning outcomes at the level of the course (4-10 learning outcomes)			
<ul style="list-style-type: none"> - Apply microeconomic principles and tools to real economic situations. - Analyse costs and production of the firm. - Determine pricing strategies. - Assess the role of the government in economy. - Analyse risk and uncertainty in economic environment. 			
Mandatory literature (at the time of the submission of the study programme proposal)			
	Title	Number of copies in the library	Availability via other media
1.	Salvatore, D., Managerial Economics – Principles and Worldwide Applications, Oxford University Press, New York, 2015. (selected chapters)	sufficient	online
2.	Carlton, D., Perloff, J., Modern Industrial Organization, Pearson, Boston, 2005. (selected chapters)	sufficient	online
Optional literature (at the time of the submission of the study programme proposal)			
1.	Pepall, L., Richards, D., Norman, G., Industrial Organization – Contemporary Theory and Practice, Thomson, Mason, 2005.		
2.	Prager, J., Applied Microeconomics, Irwin, Boston, 1993.		
Structure of classes:			
<input checked="" type="checkbox"/> Lectures <input type="checkbox"/> Seminars and workshops <input checked="" type="checkbox"/> Exercises <input checked="" type="checkbox"/> Independent assignments <input checked="" type="checkbox"/> Multimedia and internet <input type="checkbox"/> Distance learning		<input type="checkbox"/> Laboratory <input type="checkbox"/> Field work <input checked="" type="checkbox"/> Work with the mentor <input checked="" type="checkbox"/> Knowledge tests <input type="checkbox"/> Other	

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Comments					
-					
Student obligations					
To fulfil their obligations, full-time students have to:					
1. Actively participate in class					
2. Pass two colloquiums					
3. Write and present an essay					
Screening of student's work (specify the proportion of ECTS credits for each activity so that the total number of ECTS credits is equal to the credit value of the course):					
Class attendance	1.5	Activity in class	1	Practical training	
Experimental work		Research		Independent work	2
Essay		Report		Exercises	0.5
Preparations for exercises	1.5	Seminar essay		Preliminary exam	
Project		Written exam	0.5	Oral exam	
(Other - describe)		(Other - describe)		(Other - describe)	
Grading and evaluation of student work over the course of instruction and at the exam					
Continuous assessment of the work of all students during the semester includes:					
1. Essay and presentation (the percentage of grade is 30%),					
2. Two written colloquiums (the share in the grade is 70%, each 35%).					
The collected minimum of 50% of the points during the continuous assessment exempts the student from the classical examination, which is organised during the examination period. The classical exam is taken by students who have fulfilled their obligations but have collected less than 50% of the points during the continuous assessment.					
To pass the colloquium, the student must achieve at least 50% of total points.					
Students, who do not participate in the class and do not pass colloquiums during regular classes or part-time students will have to take final exam.					
Success in the exam and other knowledge tests is expressed in grades according to the Study and Examination Regulations of the University of Dubrovnik.					
Ways of monitoring quality and success of course performance to ensure the acquisition of the set learning outcomes					
The methods of quality and performance control of courses that ensure the acquisition of the specified learning outcomes are carried out in accordance with the regulations of the University of Dubrovnik.					
Other information (according to the proponent's opinion)					
-					

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Code							
Course name		Quantitative Methods in Business Decision-Making					
Study programme							
Field of study							
Level of the study programme		Undergraduate			Graduate		X
		Postgraduate specialist			Postgraduate doctoral		
Head lecturer		Tonći Svilokos, PhD, Associate Professor					
Associate							
Year of study		2 nd			Semester		2 nd
Course status	Compulsory course of the study programme		Compulsory course of the field of study	X	Elective course of the study programme		Elective course of the field of study
ECTS student workload coefficient		Percentage of e-learning			0%		
Number of semester hours		Lectures:	x	Seminars:		Exercises:	X
Course objectives							
The goal of this course is to help students develop an understanding of which management science techniques are most useful, how they are used, and, most importantly, how they can assist managers in making better decisions.							
Course prerequisites and competency requirements							
Basic knowledge of mathematics (solving systems of equations and matrices)							
Course content							
Introduction: Problem solving and decision making, Quantitative analysis, Models of cost, revenue and profit; Linear programming: Standard problem of the maximum, minimum; Dual; General model; Graphical method of LP problem solving; Sensitivity analysis and interpretation of solution; The use of QSB software package and Excel for LP problem solving. The transportation problem: basic concepts and problem setting; The transportation problem as LP problem; Transportation methods to find the initial solution (North-West corner method, Minimum cost method and Vogel method); Transport optimisation methods (Stepping stone method, MODI method); The use of QSB software package to solve the problem of transport; Analytic hierarchy process (AHP): Structure; comparison in pairs; Calculating the vector preference of criteria within themselves; Calculating the vector preference of alternatives within criteria; The sensitivity analysis; Measuring consistency (AHP); The use of Expert Choice software package and Excel for AHP problem solving.							
Learning outcomes at the level of the study programme to which the course contributes							
<ul style="list-style-type: none"> - Apply advanced methods of analysis and research in economics, - Solve problems of the functioning of economic systems. 							
Expected learning outcomes at the level of the course (4-10 learning outcomes)							
<ol style="list-style-type: none"> 1. The student will be able to discuss the characteristics of the problem-solving and decision-making procedure, 2. The student will be able to define linear programming models: the standard maximum/minimum problem, show the connection between the standard maximum and minimum problem (their dual relationship), 3. The student will be able to use LP approach for solving particular real life problems, 4. The student will know how to define a transportation model, convert a transport model into a LP problem, to use of special transportation methods for finding an initial solution and transport optimization methods with and without degeneration, 							

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5. The student will be able to discuss advantages and disadvantages of AHP method compared to other known multicriterial methods; to choose some real life problem, to formulate it as an AHP problem, and to solve the problem,
 6. The student will recognise the importance of post optimal analysis.

Mandatory literature (at the time of the submission of the study programme proposal)

	Title	Number of copies in the library	Availability via other media
1.	Anderson, R. D., Sweeney, J., D., Williams, A. T., Camm, D. J., Martin, K., An Introduction to Management Science: Quantitative Approaches to Decision Making 15th Edition, 2019. (selected chapters)	Sufficient	online

Optional literature (at the time of the submission of the study programme proposal)

1.	Vanderbei, J. R., Linear Programming, Springer International Publishing, 2020
2.	Mishra, S. Solving transportation problem by various methods and their comparison. International Journal of Mathematics Trends and Technology, 44(4), 270-275., 2017.
3.	Gaudenzi, B., & Borghesi, A. Managing risks in the supply chain using the AHP method. The International Journal of Logistics Management, 2006
4.	Li, F., Phoon, K. K., Du, X., & Zhang, M. Improved AHP method and its application in risk identification. Journal of Construction Engineering and Management, 139(3), 312-320., 2013.

Structure of classes:

<input checked="" type="checkbox"/> Lectures	<input type="checkbox"/> Laboratory
<input type="checkbox"/> Seminars and workshops	<input type="checkbox"/> Field work
<input checked="" type="checkbox"/> Exercises	<input type="checkbox"/> Work with the mentor
<input type="checkbox"/> Independent assignments	<input type="checkbox"/> Knowledge tests
<input type="checkbox"/> Multimedia and internet	<input type="checkbox"/> Other
<input type="checkbox"/> Distance learning	

Comments

Student obligations

Active participation in classes
 Student has the obligation to attend at least 70% of the classes in order to access the colloquiums and the final exam

Screening of student's work (specify the proportion of ECTS credits for each activity so that the total number of ECTS credits is equal to the credit value of the course):

Class attendance	0.5	Activity in class	0.5	Practical training	
Experimental work		Research		Independent work	
Essay		Report		Exercises	1
Preparations for exercises	1	Seminar essay		Preliminary exam	3
Project		Written exam		Oral exam	
(Other - describe)		(Other - describe)		(Other - describe)	

Grading and evaluation of student work over the course of instruction and at the exam

Knowledge tests and two preliminary exams are alternative to final written exam

The achieved number of total points (in %) corresponds to following grades:

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<p>0-49 insufficient (1) 50-64 sufficient (2) 64-79 good (3) 80-89 very good (4) 90-100 excellent (5)</p>
<p>Ways of monitoring quality and success of course performance to ensure the acquisition of the set learning outcomes</p> <ul style="list-style-type: none"> • Class attendance records and documentation about students' results in knowledge tests and in preliminary exams • All course learning outcomes are to be verified by the course teacher in the final exam • Student poll on lecturer and class efficacy
<p>Other information (according to the proponent's opinion)</p>

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Code									
Course name		Strategic Management							
Study programme		Economics							
Field of study		Economics							
Level of the study programme		Undergraduate				Graduate		X	
		Postgraduate specialist				Postgraduate doctoral			
Head lecturer		Zorica Krželj, PhD, Associate Professor							
Associate		Dorotea Markasović, MA, Teaching and Research Assistant							
Year of study		I			Semester		II		
Course status	Compulsory course of the study programme		Compulsory course of the field of study		Elective course of the study programme	x	Elective course of the field of study		
ECTS student workload coefficient		6		Percentage of e-learning					
Number of semester hours		Lectures: 20		Seminars:				Exercises: 20	
Course objectives									
The objectives of the course are to familiarise students with strategic management as a scientific discipline, philosophy and practice.									
Course prerequisites and competency requirements									
Course content									
Introduction to strategic management. Strategy and strategic management - the concept of strategy, strategic management, strategic management process, strategic management process stages, strategic management development. Strategic environmental analysis - the concept of environment, the external and internal environment. Examples of a strategic environmental analysis of an enterprise example. Strategic intent - the concept of vision, mission, goals, strategy, concrete examples of strategic intentions. Strategy formulation - corporate strategy, business and functional strategies - Corporate level corporate strategies: a major strategy and business portfolio, examples of concrete businesses and corporate strategies. The concept of business strategy, Porter's generic pole strategy, functional strategy. Examples of enterprise strategy implementation from business practice. Strategy implementation and strategic control - concept and methods for implementing strategies for entrepreneurs. Resource approach to enterprise strategy - VRIO Access. Global strategic management - strategic alliances and partnerships - the concept of strategic alliances, state-level alliances, the advantages and disadvantages of strategic alliances, the notion of global strategic management, the way outsourcing to foreign markets.									
Learning outcomes at the level of the study programme to which the course contributes									
<ol style="list-style-type: none"> 1. To distinguish between strategy and strategic management from various aspects. 2. To manage all categories of enterprises irrespective of their size and activity. 3. To analyse cases from business practice (with respect to external and internal environment, resources, opportunities, threats, strengths and weaknesses, portfolio analysis as well as strategy levels and kinds). 4. To offer alternatives in solving strategic sources and to estimate benefits and risks of all the alternatives. 5. To recommend the best alternative solution as well as evaluation and assessment of the selected strategic alternative. 6. To understand the difference between the structural and resource-based strategy approach. 7. To apply models of project strategic management and to understand varied models of international marketing, particularly the role and importance of strategic alliances in contemporary business operations 									
Expected learning outcomes at the level of the course (4-10 learning outcomes)									

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- Distinguish strategy from strategic management from different perspectives.
- To perform management tasks in all categories of companies regardless of size and the activity they perform.
- Analyse cases from business practice (with regard to the internal and external environment, resources, opportunities, threats, strengths and weaknesses, portfolio analysis and levels and types of strategies).
- Offer possible alternative ways of dealing with strategic sources and evaluate the benefits and risks of all of alternative solutions and to recommend the best alternative solution as well as the assessment and evaluation of the chosen one strategic alternatives.
- Apply strategic project management models and understand different ways of existing foreign markets, especially the role and importance of strategic alliances in modern business

Mandatory literature (at the time of the submission of the study programme proposal)

	Title	Number of copies in the library	Availability via other media
1.	David, F.R., Strategic management: concept, thirteen edition, Pearson Education, 2011. (selected chapters)	sufficient	online
2.	Wheelen, T. L., Hunger, J.D., Strategic Management and Business Policy: Toward Global Sustainability, thirteen edition, Pearson Education, 2012. (selected chapters)	sufficient	online
3.	Dess, G.G., et al., Strategic management: text and cases, McGraw-Hill Education, 2014. (selected chapters)	sufficient	online
4.	Vrdoljak Raguž, I., Podrug, N., Jelenc, L., Neostrategic Management: An International Perspective on Trends and Challenges, Springer, 2016. (selected chapters)	sufficient	online

Optional literature (at the time of the submission of the study programme proposal)

1.	Coulter, M., Strategic Management in Action, sixth edition, Pearson Education, 2013.2
2.	Hitt, M. A., Ireland R. D., Hoskisson, R. E., Strategic Management: Competitiveness and Globalization, Concepts, Cengage Learning, 2010.
3.	Barney, J. B., Clark, D. N., Resourced Based Theory Creating and Sustaining Competitive Advantage, Oxford University Press, 2007.
4.	Ireland, D. R., Hoskisson, R. E., Hitt. M. A., Management of strategy: concepts and cases, South-Western, 2009.
5.	Hill, C., Jones, G., Strategic Management Theory: An Integrated Approach, Cengage Learning, 2009.

Structure of classes:

<input checked="" type="checkbox"/> Lectures	<input type="checkbox"/> Laboratory
<input type="checkbox"/> Seminars and workshops	<input type="checkbox"/> Field work
<input checked="" type="checkbox"/> Exercises	<input checked="" type="checkbox"/> Work with the mentor
<input type="checkbox"/> Independent assignments	<input checked="" type="checkbox"/> Knowledge tests
<input checked="" type="checkbox"/> Multimedia and internet	<input type="checkbox"/> Other
<input checked="" type="checkbox"/> Distance learning	

Comments

Student obligations

Screening of student's work (specify the proportion of ECTS credits for each activity so that the total number of ECTS credits is equal to the credit value of the course):

Class attendance	1	Activity in class	1	Practical training	
Experimental work		Research		Independent work	
Essay	1	Report		Exercises	
Preparations for exercises		Seminar essay	1	Preliminary exam	1

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Project		Written exam	1	Oral exam	
(Other - describe)		(Other - describe)		(Other - describe)	
Grading and evaluation of student work over the course of instruction and at the exam					
Attendance of lectures, active participation, partial exams, individual work and written exam.					
Ways of monitoring quality and success of course performance to ensure the acquisition of the set learning outcomes					
The quality of the programme, the teaching process, teaching skills and the level of mastery of the material must be established will be conducted by conducting a written evaluation based on questionnaires and other standardized methods in accordance with the acts of the University of Dubrovnik. Evaluation by professional colleagues. Self-observation, analysis and corrections.					
Other information (according to the proponent's opinion)					

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Code									
Course name		Financial Reporting and Auditing							
Study programme		Economics							
Field of study		Economics							
Level of the study programme		Undergraduate				Graduate		X	
		Postgraduate specialist				Postgraduate doctoral			
Head lecturer		Iris Lončar, PhD, Associate professor							
Associate		Mario Bilić, MA, Lecturer							
Year of study		1			Semester		2. / summer		
Course status	Compulsory course of the study programme		Compulsory course of the field of study		Elective course of the study programme	X	Elective course of the field of study		
ECTS student workload coefficient		5		Percentage of e-learning			20%		
Number of semester hours		Lectures: 20		Seminars: ---		Exercises: 20			
Course objectives									
The aim of the course is to familiarize students with the financial accounting process and prepare them to understand and correctly apply the theories, methods and categories contained in externally oriented financial statements. This will constructively enable them to participate in the design of the flow of information and the organisation of the entire information process (or in the broader sense of the business process) in concrete business systems. In addition, this course provides knowledge about the process of auditing, i.e. the independent verification of a company's financial information. Upon completion of the course, students will be able to evaluate all company financial reports and assess the validity and reliability of the information they contain.									
Course prerequisites and competency requirements									
The knowledge of basic accounting theories and practices required for active participation in this course is acquired during the undergraduate studies.									
Course content									
<ol style="list-style-type: none"> 1. Theoretical concept of financial accounting and main users of financial accounting information 2. Accounting principles and standards 3. Balance sheet, income statement, cash flow statement, statement of changes in equity, notes to the financial statements - the main features of each financial statement and the constituent parts 4. The adjustment process - accrual based accounting versus cash based accounting 5. Audit framework and objectives, internal vs. external audit, benefits and limitations, statutory duties of the auditor 6. Principles of auditing 7. Audit process: planning the engagement, performing audit procedures, closing, reporting 8. Process of detecting and preventing errors and fraud 									
Learning outcomes at the level of the study programme to which the course contributes									
<ul style="list-style-type: none"> ➤ Determine the ways of analysing tourism organisations and policies in the economic and social sphere ➤ Efficiently manage numerous organisers of tourist activities ➤ Solve problems of the functioning of economic systems 									
Expected learning outcomes at the level of the course (4-10 learning outcomes)									

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1. Understand and be able to apply all accounting techniques available for the preparation of the company's financial statements 2. Understand and apply all auditing standards that must be applied in the audit of financial statements 3. Record, summarise and present data in financial statements 4. Analyse, interpret and audit the accuracy of the information presented 5. Apply and understand advanced accounting, reporting and auditing frameworks, standards and practices					
Mandatory literature (at the time of the submission of the study programme proposal)					
	Title	Number of copies in the library	Availability via other media		
1.	Elliott, B. & Elliott, J. (2019): Financial accounting and reporting, 19th Edition, Pearson Education (selected chapters)	sufficient	online		
2.	Porter, B.; Simon, J. & Hatherly, D. (2014): Principles of External Auditing, 4th Revised Edition, John Wiley & Sons (selected chapters)	sufficient	online		
3.	Gray, I., Crawford, L.; & Manson, S. (2019) The Audit Process: Principles, Practice and Cases, 7th Edition, Cengage Learning (selected chapters)	sufficient	online		
4.	Lončar, I. (2022) Lectures (PP presentations) and other information about the course FINANCIAL ACCOUNTING AND AUDITING available on the website of the University of Dubrovnik (selected chapters)	sufficient	online		
Optional literature (at the time of the submission of the study programme proposal)					
1.	Fraser, L. & Ormiston, A. (2015) Understanding Financial Statements, 11th Edition, Pearson - Global Edition				
2.	Revsine, L. et al. (2020) Financial Reporting and Analysis, 8th Edition, McGraw-Hill Irwin				
Structure of classes:					
<input checked="" type="checkbox"/> Lectures <input type="checkbox"/> Seminars and workshops <input checked="" type="checkbox"/> Exercises <input checked="" type="checkbox"/> Independent assignments <input checked="" type="checkbox"/> Multimedia and internet <input checked="" type="checkbox"/> Distance learning		<input type="checkbox"/> Laboratory <input type="checkbox"/> Field work <input checked="" type="checkbox"/> Work with the mentor <input checked="" type="checkbox"/> Knowledge tests <input type="checkbox"/> Other			
Comments					
Student obligations					
Active participation in class - lectures and exercises and taking the examination through two colloquiums, i.e. in the form of a written exam and oral examination.					
Screening of student's work (specify the proportion of ECTS credits for each activity so that the total number of ECTS credits is equal to the credit value of the course):					
Class attendance	1	Activity in class	1	Practical training	
Experimental work		Research		Independent work	2
Essay		Report		Exercises	1
Preparations for exercises		Seminar essay		Preliminary exam	2
Project		Written exam	3	Oral exam	2
(Other - describe)		(Other - describe)		(Other - describe)	
Grading and evaluation of student work over the course of instruction and at the exam					
The examination is taken by two colloquiums or by a written and oral exam.					

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<p>A prerequisite for a positive grade is that at least 50% of the total score is achieved in each colloquium. The written exam is considered passed if the student has achieved at least 50% of the total score. A prerequisite for participation in the oral examination is passing the written exam.</p>
<p>Ways of monitoring quality and success of course performance to ensure the acquisition of the set learning outcomes</p>
<p>The quality of the course programme and the teaching process, which ensures the acquisition of learning outcomes, is systematically carried out by written evaluation, the form of which is harmonized with the acts of the University of Dubrovnik (student survey on the quality of teaching, self-analysis of teaching staff, etc.).</p>
<p>Other information (according to the proponent's opinion)</p>
<p>---</p>

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Code									
Course name		Open Economy Macroeconomics							
Study programme		Economics							
Field of study		Economics							
Level of the study programme		Undergraduate				Graduate		x	
		Postgraduate specialist				Postgraduate doctoral			
Head lecturer		Marija Bečić, PhD, Associate Professor							
Associate									
Year of study		1.			Semester		II. Semester		
Course status	Compulsory course of the study programme		Compulsory course of the field of study		Elective course of the study programme	x	Elective course of the field of study		
ECTS student workload coefficient		5		Percentage of e-learning					
Number of semester hours		Lectures: 20		Seminars:		Exercises:		20	
Course objectives									
The objective of the course is to provide students with important concepts of open economies macroeconomics so that they can understand implications of the same on modern global macroeconomic outcomes.									
Course prerequisites and competency requirements									
Course content									
Foreign exchange market and exchange rate; National income accounting and the balance of payments; J Curve Theorem; Exchange rate and international trade; Inflation and interest rates in open economy; Purchasing power parity; Real exchange rate; Interest rate parity; Mundell-Fleming model; Internal and external balance; Implications in the cases of fixed and flexible exchange rates; Monetary policy, credibility and international coordination; Central bank independency; International coordination benefits; Globalisation definition and dimensions; International labour and capital mobility; Monetary policy trilemma; Fiscal policy implications; Globalisation – political trilemma; Alternative globalisation theories.									
Learning outcomes at the level of the study programme to which the course contributes									
<ul style="list-style-type: none"> - To understand the role of economic policy in the development of the national economy, - To analyse the features of foreign exchange rates and determine an effective exchange rate, - To evaluate the usefulness of the purchasing power parity theory to explain the fluctuation of foreign exchange rates, - To analyse the relationship between anti-inflationary efforts of the central bank and the level of its independence from the government, and know the main features of globalisation and its impact on the conduct of economic policy in modern economies. 									
Expected learning outcomes at the level of the course (4-10 learning outcomes)									

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Upon having completed the course, students will be able to:

- Apply a general theoretical macroeconomics knowledge in a small open economy.
- Use the Mundell-Fleming model,
- Conduct a qualitative analysis of foreign exchange markets, exchange rates and purchasing power parity.
- Analyse anti-inflation efforts of a central bank and asses the level of its independency and transparency,
- Critically assess the basic problems of a small open economy.

Mandatory literature (at the time of the submission of the study programme proposal)

	Title	Number of copies in the library	Availability via other media
1.	Krugman, P., Obstfeld, M. and Melitz, M. (2022.) International Economics: Theory and Policy, 12th edition, Pearson (selected chapters)	Sufficient	Online
1.	Pilbeam, K. (2013). International finance. Bloomsbury Publishing. (selected chapters)	Sufficient	Online
2.	Salvatore, D. (2016). International economics. John Wiley & Sons. (selected chapters)	Sufficient	Online

Optional literature (at the time of the submission of the study programme proposal)

1.	Leddin, A., Walsh, B., The Macroeconomy of the Eurozone, Gill and MacMillan, 2003.
2.	Mankiw, N., G., Macroeconomics, Fifth Edition, Worth Publishers, New York, 2003.
3.	Gandolfo, G., & Federici, D. (2016). International finance and open-economy macroeconomics (pp. 431-435). New York: Springer.

Structure of classes:

<input checked="" type="checkbox"/> Lectures	<input type="checkbox"/> Laboratory
<input type="checkbox"/> Seminars and workshops	<input type="checkbox"/> Field work
<input checked="" type="checkbox"/> Exercises	<input checked="" type="checkbox"/> Work with the mentor
<input checked="" type="checkbox"/> Independent assignments	<input checked="" type="checkbox"/> Knowledge tests
<input checked="" type="checkbox"/> Multimedia and internet	<input type="checkbox"/> Other
<input type="checkbox"/> Distance learning	

Comments

Student obligations

The obligations of full-time students are prescribed by the University of Dubrovnik study regulations, the study program, and the curriculum, and are explained in detail in the introductory lecture. To fulfil their obligations, full-time students must:

1. actively participate in class and attend at least 75% of classes,
2. by the end of the semester choose, create, present, and defend student project.

The obligations of part-time students differ from those of full-time students in that part-time students are not required to attend lectures. Part-time students may compensate for the points that full-time students can earn in lectures by completing assignments in additional deadlines.

Students who do not meet the required obligations will lose the right to take the exam.

Screening of student's work (specify the proportion of ECTS credits for each activity so that the total number of ECTS credits is equal to the credit value of the course):

Class attendance	0.5	Activity in class	0.5	Practical training	
Experimental work		Research		Independent work	1.2

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Essay		Report		Exercises	0.7
Preparations for exercises	0.5	Seminar essay	0.2	Preliminary exam	
Project	1.2	Written exam	0.2	Oral exam	
(Other - describe)		(Other - describe)		(Other - describe)	
Grading and evaluation of student work over the course of instruction and at the exam					
<p>Continuous assessment of the work of all students during the semester includes:</p> <ol style="list-style-type: none"> 1. Attendance and activity in class (the percentage of the grade is 5%), 2. Active participation in exercises through independent problem solving, preparation and delivering of seminars (the percentage of the grade is 5%), 3. Development, presentation, and defence of student's project (the percentage of the grade is 10%). 4. Two written midterm exams of the practical part and one written midterm exam of the theoretical part (the percentage of the grade is 80%). <p>The collected minimum of 50% of the points during the continuous assessment exempts the student from the classical examination, which is organised during the examination period. The classical exam is taken by students who have fulfilled their obligations but have collected less than 50% of the points during the continuous assessment.</p> <p>The exam in the regular exam term is written. To pass the exam, the student must achieve at least 60% of the points of the exam.</p> <p>Success in the exam and other knowledge tests is expressed in grades according to the Study and Examination Regulations of the University of Dubrovnik.</p>					
Ways of monitoring quality and success of course performance to ensure the acquisition of the set learning outcomes					
<p>The methods of quality and performance control of courses that ensure the acquisition of the specified learning outcomes are carried out in accordance with the regulations of the University of Dubrovnik.</p>					
Other information (according to the proponent's opinion)					

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Code									
Course name		Managerial Accounting							
Study programme		Economics							
Field of study		Economics							
Level of the study programme		Undergraduate				Graduate		X	
		Postgraduate specialist				Postgraduate doctoral			
Head lecturer		Iris Iončar, PhD, Associate Professor							
Associate		---							
Year of study		1			Semester		2. / summer		
Course status	Compulsory course of the study programme		Compulsory course of the field of study		Elective course of the study programme	X	Elective course of the field of study		
ECTS student workload coefficient		5		Percentage of e-learning			20%		
Number of semester hours		Lectures: 20		Seminars: ---		Exercises: 20			
Course objectives									
<p>The aim of the course is to familiarise students with the managerial accounting process and prepare them to understand and correctly apply the theories, methods and categories contained in managerial accounting internal reports. This would be a constructive way to enable them to participate in the design of the information flow and the organisation of the entire information process (or in a broader sense the business process) in concrete business systems. The ultimate goal would be to enable students to interpret and use strategic accounting reports in their future management functions and, by recognising the possibilities of this discipline, to know what information can be extracted from it, provided the information requirements are properly set.</p>									
Course prerequisites and competency requirements									
<p>The knowledge of basic accounting theories and practices required for active participation in this course is acquired during the undergraduate studies.</p>									
Course content									
<ol style="list-style-type: none"> 9. Theoretical concept of managerial accounting - position and role in corporate governance. 10. Accounting aspects of cost management in the business process. 11. The process of planning and control in the management of business systems. 12. Responsibility accounting (business plan, budgeting, transfer pricing). 13. Cash flow management. 14. Strategic accounting and its instruments (costing process, target costing, quality costing, lifetime, BSC). 15. Defining and interpreting relevant information in the accounting and financial statements required for the decision-making processes. 16. Connecting the accounting and financial business aspects with the managerial decision-making process. 									
Learning outcomes at the level of the study programme to which the course contributes									
<ul style="list-style-type: none"> ➤ Determine the ways of analysing tourism organisations and policies in the economic and social sphere ➤ Efficiently manage numerous organisers of tourist activities ➤ Solve problems of the functioning of economic systems 									
Expected learning outcomes at the level of the course (4-10 learning outcomes)									

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1. Determine the place and role of the managerial accounting information system in theory and practice, especially within the complex information system of companies.
2. Apply various managerial accounting techniques in the 'production' of internal accounting reports that help managers solve various problems in business systems and suggest the optimal way to make decisions.
3. Evaluate items in the internal managerial reports.
4. Explain how accounting decisions are influenced by employee and leadership needs.
5. Make predictions about possible future trends based on available financial and internal reports.
6. Provide the knowledge and possibility of understanding various influences on the basis of internal reports in order to be able to participate in decision-making in the Board of Directors.

Mandatory literature (at the time of the submission of the study programme proposal)

	Title	Number of copies in the library	Availability via other media
1.	Garrison, R. H., Noreen, E. W. & Brewer, P. C. (2021) Managerial Accounting, 17 th Edition, McGraw-Hill/Irwin (selected chapters)	sufficient	online
2.	Drury, C. & Tayles, M. E. (2021) Management and Cost Accounting, 11 th Edition, Cengage Learning (selected chapters)	sufficient	online
3.	Werner, M. L. & Jones, K. H. (2009) Introduction to Management Accounting – A User Perspective, 3 rd Edition, Kendall Hunt Publishing (selected chapters)	sufficient	online
4.	Gupta, D. (2016) "Best" Management Accounting: Successful Business - Decision Making & Budgeting, Kindle Edition (selected chapters)	sufficient	online
5.	Lončar, I. (2022) Lectures (PP presentations) and other information about the course MANAGERIAL ACCOUNTING available on the website of the University of Dubrovnik (selected chapters)	sufficient	online

Optional literature (at the time of the submission of the study programme proposal)

1.	Hossain, D. M. et al. (2011) Contemporary Issues in Strategic Management Accounting: Six Lecture Modules, LAP LAMBERT Academic Publishing
2.	Mowen, M. M., Hansen, D. R. & Heitger, D. L. (2018) Managerial Accounting: Cornerstone of Business Decision-Making, 7 th Edition, Cengage Learning
3.	Hansen, D. R., Mowen, M. M. & Guan L. (2007) Cost Management: Accounting and Control, 6 th Edition, South-Western College Publishing

Structure of classes:

<input checked="" type="checkbox"/> Lectures	<input type="checkbox"/> Laboratory
<input type="checkbox"/> Seminars and workshops	<input type="checkbox"/> Field work
<input checked="" type="checkbox"/> Exercises	<input checked="" type="checkbox"/> Work with the mentor
<input checked="" type="checkbox"/> Independent assignments	<input checked="" type="checkbox"/> Knowledge tests
<input checked="" type="checkbox"/> Multimedia and internet	<input type="checkbox"/> Other
<input checked="" type="checkbox"/> Distance learning	

Comments

Student obligations

Active participation in class - lectures and exercises and taking the examination through two colloquiums, i.e. in the form of a written exam and oral examination.

Screening of student's work (specify the proportion of ECTS credits for each activity so that the total number of ECTS credits is equal to the credit value of the course):

Class attendance	1	Activity in class	1	Practical training	
Experimental work		Research		Independent work	2
Essay		Report		Exercises	1

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Preparations for exercises		Seminar essay		Preliminary exam	2
Project		Written exam	3	Oral exam	2
(Other - describe)		(Other - describe)		(Other - describe)	
Grading and evaluation of student work over the course of instruction and at the exam					
<p>The examination is taken by two colloquiums or by a written and oral exam. A prerequisite for a positive grade is that at least 50% of the total score is achieved in each colloquium. The written exam is considered passed if the student has achieved at least 50% of the total score. A prerequisite for participation in the oral examination is passing the written exam.</p>					
Ways of monitoring quality and success of course performance to ensure the acquisition of the set learning outcomes					
<p>The quality of the course programme and the teaching process, which ensures the acquisition of learning outcomes, is systematically carried out by written evaluation, the form of which is harmonised with the acts of the University of Dubrovnik (student survey on the quality of teaching, self-analysis of teaching staff, etc.)</p>					
Other information (according to the proponent's opinion)					

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Code									
Course name		International Business Negotiations							
Study programme		Economics							
Field of study		Economics							
Level of the study programme		Undergraduate				Graduate		X	
		Postgraduate specialist				Postgraduate doctoral			
Head lecturer		Katija Vojvodić, PhD, Full Professor							
Associate		-							
Year of study		1st			Semester		Summer		
Course status	Compulsory course of the study programme		Compulsory course of the field of study		Elective course of the study programme	X	Elective course of the field of study		
ECTS student workload coefficient		5		Percentage of e-learning					
Number of semester hours		Lectures:		20		Seminars:		0	
						Exercises:		20	
Course objectives									
The aim of the course is to familiarise students with the process of international business negotiations, in particular with the impact of culture on international business negotiations and specific features of negotiating in different parts of the world (Europe, North and South America, Africa, Asia and Australia).									
Course prerequisites and competency requirements									
None									
Course content									
Basic business negotiating terms. The nature of business negotiations. Business negotiation process. Principles and techniques of negotiations. Negotiating skills. Negotiating power. Strategies and tactics of negotiation. Introduction to international business negotiation. Features of international business negotiation. The challenges of international negotiations. The specific features of international negotiations. The context of environment and directness. International business negotiation outcomes. The impact of culture on international business negotiations. Culturally sensitive strategies in negotiations. The importance of time in international business negotiations. Communication and international business negotiation. Negotiating in different types of businesses. Ethics in international business negotiations. Ethical issues in international business negotiations. Negotiators' propensity towards unethical methods. Business protocol. Specific features of negotiating in different parts of the world. Basic specificities of international business negotiations in Europe, North and South America, Africa, Asia and Australia. Characteristics and examples of international negotiations in Europe. Case studies of selected European countries. Characteristics and examples of international negotiations in North and South America. Case studies of selected countries in the Americas. Characteristics and examples of international negotiations in Africa. Case studies of selected African countries. Characteristics and examples of international negotiations in Asia and Australia. Case studies of Australia and selected Asian countries.									
Learning outcomes at the level of the study programme to which the course contributes									
<ol style="list-style-type: none"> 1. To specify and define the basic terms and elements of the business negotiation process. 2. To explain, compare, and discern the principles and techniques of business negotiations. 3. To determine the basic features of negotiations and identify the negotiation skills. 4. To classify, discern, and compare the strategies and tactics of international business negotiations. 5. To anticipate the challenges of international business negotiations and identify the specific features of international negotiations. 6. To discuss the impact of culture on international business negotiation. 7. To recognise the importance of communication and communication skills in international business negotiation. 8. To present and discuss the specific features of negotiations in different types of businesses. 9. To discuss ethical issues in international business negotiations. 									

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10. To state and explain the specific features of negotiating in different parts of the world, and apply them correctly in the international business negotiation process.

Expected learning outcomes at the level of the course (4-10 learning outcomes)

- Master an integral knowledge of economics and of economic disciplines
- Explain the importance of local partnerships and cooperation in tourist destination development, and analyse numerous issues arising while entering into such partnerships
- Manage marketing information and identify market opportunities
- Analyse the changes in micro and macro marketing environment on the tourism market

Mandatory literature (at the time of the submission of the study programme proposal)

	Title	Number of copies in the library	Availability via other media
1.	Ghuri, P. N., Ott, U. F., Rammal, H. G., International Business Negotiations, Edward Elgar Publishing, 2020. (selected chapters)	Sufficient	Online
2.	Garten, F., The International Manager, CRC Press - Taylor & Francis Group, 2015. (selected chapters)	Sufficient	Online

Optional literature (at the time of the submission of the study programme proposal)

1. Karsaklian, E., The Intelligent International Negotiator, Business Expert Press, 2014.
2. Katz, L., Principles of Negotiating International Business, Booksurge Publishing, 2008.

Structure of classes:

<input checked="" type="checkbox"/> Lectures	<input type="checkbox"/> Laboratory
<input type="checkbox"/> Seminars and workshops	<input type="checkbox"/> Field work
<input checked="" type="checkbox"/> Exercises	<input checked="" type="checkbox"/> Work with the mentor
<input checked="" type="checkbox"/> Independent assignments	<input checked="" type="checkbox"/> Knowledge tests
<input checked="" type="checkbox"/> Multimedia and internet	<input type="checkbox"/> Other
<input checked="" type="checkbox"/> Distance learning	

Comments

-

Student obligations

Attendance in class.
 Active participation in class.
 Preparation and presentation of assignments.
 Study of literature and preparation for exam.

Screening of student's work (specify the proportion of ECTS credits for each activity so that the total number of ECTS credits is equal to the credit value of the course):

Class attendance	Activity in class	Practical training	
Experimental work	Research	Independent work	1.0
Essay	Report	Exercises	1.0
Preparations for exercises	Seminar essay	Preliminary exam	1.0
Project	Written exam	Oral exam	
(Other - describe)	(Other - describe)	(Other - describe)	

Grading and evaluation of student work over the course of instruction and at the exam

Class attendance
 Student activity in class
 Work on the assignment
 Taking a colloquium or written exam.

Ways of monitoring quality and success of course performance to ensure the acquisition of the set learning outcomes

The quality of the programme, the teaching process, teaching skills and the level of mastery of the material is determined by conducting written evaluations based on questionnaires and in other standardised ways in accordance with the acts of the University of Dubrovnik (student survey on the quality of teaching, self-analysis of teachers, etc.).

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<p>Other information (according to the proponent's opinion)</p>
<p align="center">-</p>