



UNIVERSITETI I EVROPËS JUGLINDORE
УНИВЕРЗИТЕТ НА ЈУГОИСТОЧНА ЕВРОПА
SOUTH EAST EUROPEAN UNIVERSITY

Study program

Информациски системи и менаџмент

Факултет	Бизнис и економија
Циклус на студии	Прв циклус (Додипломски)
ЕКТС	180
Титула	Дипломиран по информациски системи и менаџмент
Архивски број на акредитација [180]	03-677/2
Датум на акредитација	20.06.2012

Опис на програмата

In cooperation with University of London International Programmes, South East European University is offering a dual degree undergraduate programme in Information Systems and Management. Students graduating from this programme will get a Bachelor of Science degree from both Universities: University of London and South East European University. This is an excellent opportunity for students to get a diploma from a worldly renowned University while studying in Macedonia. The students will attend their lectures at the facilities of the South East European University and the lectures will be held by International and Local instructors. Examinations, for the University of London Courses, will be administered by British Council and they will be sent to University of London for grading. At the SEEU, there will be continual assessment by the University criteria.

Кариера

Students graduating from this program will have a competitive advantage in finding the job they want. This program guarantees that graduates are prepared with the necessary skills and knowledge for the job market. This degree will prepare you for a career in information systems management, in a software house or in management consultancy specializing in ICT and Information Systems. With this program, you will be equipped to apply information technology solutions to business problems. The practical side of the program will enable you to apply technologically sophisticated methods to solving business problems related to the delivery of products and services from the manufacturer or provider to the end customer. Please contact our Career Services Office for more details about your job opportunities after you graduate.

Резултати од учењето

Знаење и разбирање

- Have a good and solid knowledge and understanding of the different organizational structures and business activities and their relationship to Information Systems (IS);
- Express a basic understanding of how a computer system works, and its principal structures and components including contemporary technologies for data input, data output, data storage;
- Demonstrate understanding of the foundation, the history, and the concepts within the IS area, and an excellent

knowledge of major IS design processes, models, methods, and tools;

- Clearly distinguish the effects of IS and its use in organizations, business activities, society, and individuals as well as recognize how requirements, wishes, needs by organizations, businesses, society, and individuals may be fulfilled by IS and its use;
- Be acquainted with the different ways of organizing IS projects and recognize the important perspectives, theories, models, frameworks for the design and use of IS and ICT;
- Distinguish the advantages and disadvantages of open source and proprietary IS packages, total cost of ownership, IT talent needed etc.

Примена на знаењето и разбирањето

- Are able to utilize different tasks and methods; information systems development routes (in-house systems development, sub-contracting, packaged software product); the life cycle; critique of the life-cycle; models, approaches and methodologies;
- Demonstrate, through a project, experience in the analysis and design of small projects using database and spreadsheet programs, and the ability to write brief, but informative reports on such work;
- Apply economic theories to explain the economics of e-business through profound understanding of the key innovations in business models, products and processes and how e-business contributes to innovation;
- Able to analyze, design, test, use and maintain software systems, databases and document these actions correctly;
- Participate in and manage IS related change and innovation projects in an organizational setting and be able to deploy IS and ICT in organizations and business activities.

Способност за проценка

- Appraisal of outlooks and general tendencies in society in relation to IS and automatic data processing with regard to relevant scientific, societal, human, and ethical aspects;
- Assess and criticize the business models underlying e-business proposals and existing e-business systems;
- Evaluate processes, models, methods, and tools for IS-related design work from business and IT perspective and decide respectively which technologies are ought to be used in solving real world business problems via critically examining and evaluating IS design and change proposals from business and IT perspective;

Комуникациски вештини

- Independently and in group plan and present good presentations in speech, writing, symbol language, and pictures of ideas, plans, and solutions in dialog with varying stakeholders, either to business either to technical audience;
- Organize a group work in IS planning, design and implementation using contemporary Web 2.0 technologies and collaboration systems;
- Discuss the social, organizational and economic context of computer use and debate the impact of information and communication technologies on the economy and society.

Вештини на учење

- Evaluate the individual's own knowledge and need for further knowledge (Life Long Learning—LLL);
- Learn new relevant theories, models, methods, and techniques as well as critically examine these for professional work and further studies;
- Explore relevant and up to date research literature in information systems following guidance and recommendations in IS area, as well as literature relevant to the required skills for project management, research writing and research methods.

Листа на предмети

Семестар 1

- [6.0 ECTS] **Вовед во бизнис и менаџмент I**
- [6.0 ECTS] **Вовед во архитектура на компјутерски системи и програмирање I**
- [6.0 ECTS] **Вовед во информациски системи I**
- [6.0 ECTS] **Изборен предмет 1**
- [6.0 ECTS] **Слободен изборен предмет 1**

Семестар 2

- [6.0 ECTS] **Вовед во информациски системи II**
- [6.0 ECTS] **Вовед во бизнис и менаџмент II**
- [6.0 ECTS] **Вовед во архитектура на компјутерски системи и програмирање II**
- [6.0 ECTS] **Изборен предмет 2**
- [6.0 ECTS] **Слободен изборен предмет 2**

Семестар 3

- [6.0 ECTS] **Развој на информатичките системи и менаџмент I**
- [6.0 ECTS] **Информациски и комуникациски технологии: принципи и перспективи I**
- [6.0 ECTS] **Изборен предмет од општа група изборни предмети 1**
- [6.0 ECTS] **Слободен изборен предмет 3**
- [6.0 ECTS] **Изборен предмет 3**

Семестар 4

- [7.5 ECTS] **Развој на информатичките системи и менаџмент II**
- [7.5 ECTS] **Информациски и комуникациски технологии: принципи и перспективи II**
- [7.5 ECTS] **Изборен предмет 4**
- [7.5 ECTS] **Изборен предмет од општа група изборни предмети 2**

Семестар 5

- [7.5 ECTS] **Софтвер инженеринг: теорија и примена I**
- [7.5 ECTS] **Менаџирање и иновација на е-Бизнис I**
- [7.5 ECTS] **Истражувачки проект во информациона системи I**
- [7.5 ECTS] **Изборен предмет од општа група изборни предмети 3**

Семестар 6

- [7.5 ECTS] **Софтвер инженеринг: теорија и примена II**
- [7.5 ECTS] **Менаџирање и иновација на е-Бизнис II**
- [7.5 ECTS] **Истражувачки проект во информациона системи II**
- [7.5 ECTS] **Изборен предмет од општа група изборни предмети 4**

Description of courses

Задолжителни предмети

- **Вовед во бизнис и менаџмент I**

This is a introductory course, which is designed to engage students with the key concepts, models, debates and problems in the study of business and management. Students will learn about the workings of business organisations, how they function, and how they interact with the environment. The course also considers how these business organisations are managed, including the strategies used to guide them and the decisions involved in the role of the manager. Developing this foundation will be beneficial to the subsequent study of specialised subjects. It is helpful to view this introductory course as an opportunity to develop a solid framework of knowledge, as well as a critical academic approach. http://www.londoninternational.ac.uk/sites/default/files/107_cis.pdf

- **Вовед во архитектура на компјутерски системи и програмирање I**

This unit presents an up-to-date introduction to computer science and programming. It introduces the foundations of computer architecture together with data representation, manipulation and storage. The use of algorithms for problem solving is introduced. The unit further introduces the concepts of operating systems and computer networks. Against these concepts fundamental programming methods, constructs and concerns will be introduced using the Java programming language. http://www.londoninternational.ac.uk/sites/default/files/168_cis.pdf

- **Вовед во информациски системи I**

This course is intended to provide a broad introductory understanding of information systems, seen within organisational and societal contexts. The aim is to provide students with an appropriate balance of technical and organisational perspectives to serve as the basis for further study in the field. http://www.londoninternational.ac.uk/sites/default/files/60_cis.pdf

- **Вовед во информациски системи II**

This course is intended to provide a broad introductory understanding of information systems, seen within organisational and societal contexts. The aim is to provide students with an appropriate balance of technical and organisational perspectives to serve as the basis for further study in the field. http://www.londoninternational.ac.uk/sites/default/files/60_cis.pdf

- **Вовед во бизнис и менаџмент II**

This is a introductory course, which is designed to engage students with the key concepts, models, debates and problems in the study of business and management. Students will learn about the workings of business organisations, how they function, and how they interact with the environment. The course also considers how these business organisations are managed, including the strategies used to guide them and the decisions involved in the role of the manager. Developing this foundation will be beneficial to the subsequent study of specialised subjects. It is helpful to view this introductory course as an opportunity to develop a solid framework of knowledge, as well as a critical academic approach. http://www.londoninternational.ac.uk/sites/default/files/107_cis.pdf

- **Вовед во архитектура на компјутерски системи и програмирање II**

This unit presents an up-to-date introduction to computer science and programming. It introduces the foundations of computer architecture together with data representation, manipulation and storage. The use of algorithms for problem solving is introduced. The unit further introduces the concepts of operating systems and computer networks. Against these concepts fundamental programming methods, constructs and concerns will be introduced using the Java programming language. http://www.londoninternational.ac.uk/sites/default/files/168_cis.pdf

- **Развој на информатичките системи и менаџмент I**

This course follows from the Introduction to information systems. It assumes a general understanding of the nature of information systems, relevant technologies, and the life-cycle model of systems development. Its aim is to develop an overall understanding of the nature of the effort required to exploit the potential of ICT innovation in contemporary organisations. This course does not study any particular technology, nor does it study in-depth technical processes for systems development, such as design, programming, or evaluation. Rather, this course provides a critical understanding of the context within which IS professionals perform specific technical tasks. http://www.londoninternational.ac.uk/sites/default/files/62_cis.pdf

- **Информациски и комуникациски технологии: принципи и перспективи I**

Information and communication technologies (ICTs) are the foundation for virtually all modern computing applications. The creation of such an ICT system raises many complex questions such as how an ICT is used, how an ICT stores data, and how an ICT communicates. Three complementary topics, or elements, concern these issues and form the basis for this course: human-computer interaction (HCI), databases and network technologies. http://www.londoninternational.ac.uk/sites/default/files/138_cis.pdf

- **Развој на информатичките системи и менаџмент II**

This course follows from the Introduction to information systems. It assumes a general understanding of the nature of information systems, relevant technologies, and the life-cycle model of systems development. Its aim is to develop an overall understanding of the nature of the effort required to exploit the potential of ICT innovation in contemporary organisations. This course does not study any particular technology, nor does it study in-depth technical processes for systems development, such as design, programming, or evaluation. Rather, this course provides a critical understanding of the context within which IS professionals perform specific technical tasks. http://www.londoninternational.ac.uk/sites/default/files/62_cis.pdf

- **Информациски и комуникациски технологии: принципи и перспективи II**

Information and communication technologies (ICTs) are the foundation for virtually all modern computing applications. The creation of such an ICT system raises many complex questions such as how an ICT is used, how an ICT stores data, and how an ICT communicates. Three complementary topics, or elements, concern these issues and form the basis for this course: human-computer interaction (HCI), databases and network technologies. http://www.londoninternational.ac.uk/sites/default/files/138_cis.pdf

- **Софтвер инженеринг: теорија и примена I**

This course covers the methods, values, attitudes and techniques in software systems. It provides an understanding of the need for rigor, and enables students to select and apply a relevant methodological approach to the development of well designed and documented systems. The main aims of this course are to: introduce students to the overarching concerns of software engineering practice, provide an understanding of the various processes software engineers may employ in developing software, develop an understanding of the tools and techniques employed in contemporary software engineering, provide students with an experience of the way techniques are applied in practice (this is achieved through the individual project work), develop the capacity to identify relevant approaches to software engineering. http://www.londoninternational.ac.uk/sites/default/files/139_cis.pdf

- **Менаџирање и иновација на е-Бизнис I**

This unit presents an up-to-date analysis of the management, innovation and information systems aspects of the use of e-business technology. It combines transaction cost economics with a decade's experience of e-business development to discuss e-business trends and strategies. This is a management information systems course and not a technical course. It considers the organisational, managerial, technological and theoretical aspects of e-business and how these elements can be combined to produce innovation in business models, processes and products. http://www.londoninternational.ac.uk/sites/default/files/167_cis.pdf

- **Истражувачки проект во информациона системи I**

This course provides students with an opportunity to develop their research skills and to present a substantial piece of original work based on academic approaches applied within the field of information systems. This course is designed to: integrate the various courses studied in the BSc Information systems and management and the Diploma for Graduates in Information systems, develop a deeper level of understanding of a particular information systems topic of special interest through independent study http://www.londoninternational.ac.uk/sites/default/files/159_cis.pdf

- **Софтвер инженеринг: теорија и примена II**

This course covers the methods, values, attitudes and techniques in software systems. It provides an understanding of the need for rigor, and enables students to select and apply a relevant methodological approach to the development of well designed and documented systems. The main aims of this course are to: introduce students to the overarching concerns of software engineering practice, provide an understanding of the various processes software engineers may employ in developing software, develop an understanding of the tools and techniques employed in contemporary software engineering, provide students with an experience of the way techniques are applied in practice (this is achieved through the individual project work), develop the capacity to identify relevant approaches to software engineering. http://www.londoninternational.ac.uk/sites/default/files/139_cis.pdf

- **Менаџирање и иновација на е-Бизнис II**

This unit presents an up-to-date analysis of the management, innovation and information systems aspects of the use of e-business technology. It combines transaction cost economics with a decade's experience of e-business development to discuss e-business trends and strategies. This is a management information systems course and not a technical course. It considers the organisational, managerial, technological and theoretical aspects of e-business and how these elements can be combined to produce innovation in business models, processes and products.
http://www.londoninternational.ac.uk/sites/default/files/167_cis.pdf

- **Истражувачки проект во информациона системи II**

This course provides students with an opportunity to develop their research skills and to present a substantial piece of original work based on academic approaches applied within the field of information systems. This course is designed to: integrate the various courses studied in the BSc Information systems and management and the Diploma for Graduates in Information systems, develop a deeper level of understanding of a particular information systems topic of special interest through independent study
http://www.londoninternational.ac.uk/sites/default/files/159_cis.pdf

Изборни предмети

- **Вовед во економија I**

This course is designed to introduce you to the fundamentals of economic analysis and reasoning and it is the course upon which subsequent, more specialised economics courses are based. The aims of this course are: to introduce students to an understanding of the domain of economics as a social theory, to introduce students to the main analytical tools which are used in economic analysis, to introduce students to the main conclusions derived from economic analysis and to develop students' understanding of their organisational and policy implications, to enable students to participate in debates on economic matters.
http://www.londoninternational.ac.uk/sites/default/files/09_cis.pdf

- **Вовед во меѓународни односи I**

This is an introductory level course on which subsequent and more specialised courses in the area of international relations are based. The aim of this course is to: explore the nature of the anarchical international society of legally-autonomous, territorially-based, political units called states; consider a range of principles of organisation of the international system such as imperialism, and the major adaptations of international society in the modern period; identify the international aspects of the emerging problems of the current era, such as those of the environment, those of promoting economic development, and those concerning the protection of human rights; evaluate the character and achievements of newer forms of international arrangements, such as the United Nations system and nongovernmental organizations; consider why wars happen between states and how peace can be sustained over time. http://www.londoninternational.ac.uk/sites/default/files/11_cis.pdf

- **Принципи на социологијата I**

This is the foundation course on which subsequent, more specialised sociology courses are based. This course covers topics such as: theory and method, globalisation and social change, religion and society, gender, social inequality and social injustice, 'race' and ethnicity, the sociology of organizations, power in society, etc.
http://www.londoninternational.ac.uk/sites/default/files/21_cis.pdf

- **Јавно говорење**

По завршувањето на овој предмет, студентите ќе стекнат знаења за процесот на комуникација, етичките одговорности на јавниот говорник, како и за различните модели на информативни и убедливи говори. Освен тоа, студентите ќе стекнат и вештини за: подготовка и доставување различни видови говори, анализа на публиката, истражување на говорни теми, подготовка на говори, итн. По завршувањето на предметот Јавно говорење студентите ќе бидат во можност да размислуваат критички преку конструктивна самокритика и преку критика за говорите на другите.

- **Меѓукултурни студии**

По завршувањето на овој предмет, студентите ќе можат да ги идентификуваат: глобалните прашања и проблеми од перспектива на различни култури, комуникациската динамика во другите култури, сличностите и разликите меѓу своите вредности и оние на другите култури, како и сличностите и разликите меѓу нивните комуникациски практики и оние од другите култури. Освен тоа, студентите се очекува да станат посвесни за стереотипите кои ги има во општеството за различните култури и ќе почнат подобро да го разбираат своето место во глобалната заедница. Студентите критички ќе се вклучат во размислувања за својата етничка

припадност, полот и родовиот идентитет, класата, верата, националното потекло, возраста и другите демографски карактеристики како и за нивното влијание врз комуникациските процеси. По завршувањето на предметот Меѓукултурни студии, студентите ќе стекнат и комуникациски вештини за работа во групи преку учество во истражувачки проекти и вештини за презентација на своите истражувачки проекти.

- **Комуникациски вештини**

Преку предметот Комуникациски вештини студентите ќе можат практично да ја применуваат меѓучовечката комуникација. Студентите ќе имаат можност да совладуваат интерперсонални вештини (како перцепција, слушање, вербална и невербална комуникација); јавно говорење (како организација, испорака и основи на пишување јавни говори) и комуникација во мала група (како лидерство, самоувереност и слушање). Предметот е фокусиран и на основни познавања и разбирања за процесите на барање работа, како со писмена така и со усна комуникација, преку задачи како што се: пишување биографија, мотивациско писмо, симулации за интервјуирање итн.

- **Напреден Ексел**

Целта на овој предмет е студентите да стекнат напредни познавања за примената и за можностите понудени од апликацијата микрософт ексел (Microsoft Excel) и воедно да се оспособат за реализирање напредни задачи поврзани со соодветната програма на нивниот факултет.

- **Напредни ИТ-вештини**

Цели на предметната програма се: - Да им се овозможи на студентите да стекнат основни познавања и вештини од областа на информатичките науки; - Студентите да стекнат теоретски и практични знаења за апликациите на микрософт офис (Microsoft Office) (Windows, Word, PowerPoint, Excel, Access) и да ги применуваат во реалниот живот; - Да се оспособат студентите да работат индивидуално или во група на практични проекти.

- **Напредни познавања за ворд и Пауер поинт**

Целта на овој предмет е студентите да стекнат сознанија за можностите на апликациите микрософт ворд и пауер поинт и да се оспособат самостојно да реализираат проекти и конкретни сложени задачи поврзани со соодветната програма.

- **Гугл апс**

Цели на предметната програма се: - Студентите да стекнат напредни познавања и вештини од областа на електронските сервиси (cloud applications); - Студентите да стекнат теоретски и практични знаења за апликациите гугл докс (Google Docs) (G-mail, Documents, Spreadsheets, Presentations, Drawings и Forms) и да ги применуваат во реалниот живот; - Да се оспособат студентите да работат индивидуално или во група на разни проекти, и тоа онлајн, директно преку веб-прелистувачот.

- **Напреден акцес (Access)**

Базите на податоци се идеални алатки за следење на големи волумени на податоци, а микрософт акцес е многу популарен и претставува моќно средство кое се користи за дизајнирање и за развивање бази на податоци базирани на виндоус (Windows). Овој предмет е наменет за нови корисници на акцес при што се обработуваат најважните функции потребни за работа со бази на податоци.

- **Десктоп-публикации**

Целта на овој предмет е дизајн и обработка на растер и вектор графика преку водечките програми Adobe Photoshop и Illustrator како и дизајнирање и публикација на комерцијални материјали за печатење со помош на Adobe In Design.

- **Веб-публикации**

Развивање дури и едноставна веб-страница според важечките стандарди бара познавање на Hypertext Markup Language (XHTML) и Cascading Style Sheets (CSS). Повеќето веб-страници користат и слики, во форма на банери, копчиња, логоа, слики или скенови. Adobe Fireworks е изграден како алатка за да се креира и да се манипулира со слики наменети за веб и да им овозможи на креаторите да ги оптимизираат овие слики, со цел да се намали големината на датотеката. Fireworks, исто така, обезбедува одлична интеграција со Dreamweaver. Оваа серија обезбедува сеопфатен вовед во XHTML, CSS и креирање веб-графика.

- **Албански јазик за професионални цели**

По завршувањето на предметот Албански јазик за професионални цели од студентите ќе се очекува да можат да ги употребат знаењата практично, а кои ќе им послужат во текот на нивното вработување како и во нивното

понатамошно професионално ангажирање. Конкретно ќе се очекува да ги знаат: разликите во писмената и говорната форма на јазикот, карактеристиките на професионалното комуницирање, формите на професионалното комуницирање (извештај, CV, електронски пораки), спецификите на професионалното пишување, правописот на најупотребливите граматички форми, да ги препознаваат разликите во научниот, административниот и во политичко-општествениот стил на пишување, правилата за организирање интервју и правилата на дебатирање, да знаат правилно да пишуваат мотивациони писма, следејќи ги правилата на академското изразување да направат писмена и усна интерпретација на дадени текстови итн.

- **Академско пишување на англиски јазик**

Целта на овој предмет е студентите да ги развијат академските вештини за пишување на различни начини. На студентите ќе им се овозможи да ги изложуваат своите идеи на јасен, течен и на ефективен начин за да создадат едно напишан текст. Студентските академски вештини ќе се развијат постепено преку вежбите што помагаат во пишувањето, како: пишување различни видови параграфи и есеи. Исто така, студентите ќе се запознаат со правилата за цитирање и парафразирање и ќе разберат што значи плагијат. Повратната информација на едно напишано дело ќе содржи поправање на грешките од самите студенти, поправање на грешките меѓу соучениците и поправање грешките од предавачот во однос на содржината, организацијата и на јазичните грешки.

- **Академско пишување на македонски јазик**

По завршувањето на Академско пишување на македонски јазик, од студентите се очекува да постигнат соодветни знаења и напредна комуникација на македонски јазик со посебен акцент на вештините на пишување на македонски јазик. Освен тоа, од студентите се очекува да станат поавтономни во изучувањето на јазикот и да преземат одговорност за своето учење. По завршувањето на предметот Академско пишување на македонски јазик, студентите ќе бидат во можност да ги надградат своите способности за пишување на повеќе нивоа и со тоа да станат посигурни и покомпетентни во пишувањето на македонски јазик и ќе бидат во можност да размислуваат критички на различни теми и сами да донесуваат заклучоци, како и да стекнат способност за одлична писмена и усна комуникација на македонски јазик.

- **Академско пишување на албански јазик**

По завршувањето на секое ниво, од студентите ќе се очекува да можат да пишуваат есеј и научноистражувачка работа според правилата научени за време на предавањата. Конкретно од нив ќе се очекува овие знаења да ги имаат изградено над знаењата за функцијата, градбата и за видовите параграф, начинот на одбирање тема за научноистражувачка работа, собирањето на материјалот, правилата за документирање на изворот итн., па сè до завршниот модел.

- **Германски јазик (ниво 1 до 4)**

По завршувањето на секое ниво, од студентите се очекува да достигнат соодветни знаења според Европската јазична рамка кои се посебно и конкретно одредени според нивото. Освен тоа, од студентите се очекува да станат поавтономни во изучувањето на јазикот и да преземат одговорност за своето учење. По завршувањето на предметите по германски јазик, студентите ќе бидат и во можност да размислуваат критички на различни теми и сами да донесуваат заклучоци врз основа на прочитаните текстови, како и писмено и усно да ги изразуваат своите мислења и ставови.

- **Заштита на животната средина**

Цели на предметната програма се студентите да стекнат знаења за: - основните проблеми на животната средина; - улогата на човекот како клучен фактор во процесот на загадувањето и заштита на животната средина; - влијанието на разните загадувачи на животната средина врз здравјето, професионалната активност и врз организациската способност на факторот човек; - создавањето позитивни навики за животната средина како и за подигањето свеста за потребите за поздрава и почиста средина; - меѓународната и националната легислатива како и меѓународните конвенции за животната средина; - запознавање со меѓународните и националните глобални политики во сферата на животната средина; - животната средина како услов за одржлив економски развој; - улогата на општеството во процесот на заштита на животната средина; - запознавање со главните ризици на здравата животна средина; - запознавање со Националната стратегија за животната средина на Р. Македонија.

- **Спорт, рекреација и култура**

Теоретска настава: општо за спортот и спортските дисциплини, хигиена, спортска медицина, исхрана и општа култура; Практична настава: организирање спортски колективни и индивидуални игри и други активности во сала и на спортските терени во кампусот.

- **Professional Career Development**

This course offers practical, results-oriented instruction for seeking, obtaining and keeping employment. It is intended to provide students with the appropriate job skills needed in the modern workplace. Specific tasks that will be covered will be composing an effective c.v., writing a letter of inquiry/interest, interviewing skills, and formal communication within the office (memos, formal emails to superiors or customers, reports, etc.). Additional elements that will be covered will be how to conduct a self-evaluation, how to manage inter-office conflict, and how to seek promotions actively. Although the primary focus of this course will be on white collar employment, the skills obtained through the instruction are applicable to the job search process generally.

- **Вовед во економија II**

This course is designed to introduce you to the fundamentals of economic analysis and reasoning and it is the course upon which subsequent, more specialised economics courses are based. The aims of this course are: to introduce students to an understanding of the domain of economics as a social theory, to introduce students to the main analytical tools which are used in economic analysis, to introduce students to the main conclusions derived from economic analysis and to develop students' understanding of their organisational and policy implications, to enable students to participate in debates on economic matters.

http://www.londoninternational.ac.uk/sites/default/files/02_cis.pdf

- **Вовед во меѓународни односи II**

This is an introductory level course on which subsequent and more specialised courses in the area of international relations are based. The aim of this course is to: explore the nature of the anarchical international society of legally-autonomous, territorially-based, political units called states; consider a range of principles of organisation of the international system such as imperialism, and the major adaptations of international society in the modern period; identify the international aspects of the emerging problems of the current era, such as those of the environment, those of promoting economic development, and those concerning the protection of human rights; evaluate the character and achievements of newer forms of international arrangements, such as the United Nations system and nongovernmental organizations; consider why wars happen between states and how peace can be sustained over time. http://www.londoninternational.ac.uk/sites/default/files/11_cis.pdf

- **Принципи на социологијата II**

This is the foundation course on which subsequent, more specialised sociology courses are based. This course covers topics such as: theory and method, globalisation and social change, religion and society, gender, social inequality and social injustice, 'race' and ethnicity, the sociology of organizations, power in society, etc.

http://www.londoninternational.ac.uk/sites/default/files/21_cis.pdf

- **Калкулус I**

This unit develops a student's proficiency in working with the mathematical methods of calculus, and it investigates some applications to problems in economics, management and related areas. The unit also develops the student's understanding of the theoretical concepts behind these methods.

http://www.londoninternational.ac.uk/sites/default/files/174_cis.pdf

- **Статистика I**

This course introduces students to the basic statistical concepts which they may need to understand and use in the other courses they intend to study in their degree or diploma. The emphasis of the course is on the application of statistical methods in management, economics and the social sciences. Attention will focus on the interpretation of tables and results and the appropriate way to approach statistical problems. Treatment is at an elementary mathematical level. Ideas of probability, inference and multivariate analysis are introduced and are further developed in the Statistics 2 course. http://www.londoninternational.ac.uk/sites/default/files/04a_cis.pdf

- **Принципи на сметководство I**

This course is designed to introduce you to accounting and financial management on which subsequent, more specialised accounting courses are based. This course provides an introduction to financial and management accounting. It is aimed at providing a broad understanding of the theory and practice of financial accounting, management accounting and financial management, both for non-specialist students and as a foundation for further study in the area. This course does not focus on the technical aspects, but rather examines the basic principles and underlying concepts and the ways in which accounting statements and financial information can be used to improve the quality of decisionmaking. http://www.londoninternational.ac.uk/sites/default/files/25_cis.pdf

- **Организациона теорија: интердисциплинарен пристап I**

This course explores the ways in which organisations can be designed (by management or others) in order to achieve their objectives. It exposes students to the ways in which economists, psychologists and sociologists address this and related issues. It is, therefore, an interdisciplinary course comparing and contrasting the contribution of the core social science disciplines to the study of organisations. The course draws upon both theoretical and empirical materials and students will be encouraged to draw upon their own local knowledge in pursuing their studies. There will be an emphasis (though not exclusive) on organisations, set up with an economics objective. http://www.londoninternational.ac.uk/sites/default/files/127_cis.pdf

- **Менаџмент на човечки ресурси I**

This course is about Human Resource (HR) policies and practices. These are the actions taken by commercial firms and other organisations to recruit and then to manage their employees. They include everything from recruitment and selection techniques (which initiate the relationship between firm and employee), to the mass of rules that determine how people are treated as current employees, and all the way to policies on separation (which determine whether, and in what circumstances, an employee is to be let go). The course follows the perspective adopted in most HRM textbooks and looks at the subject from an organisational point of view, but it also acknowledges that a range of other factors shape the use of HRM policies and practices, including government and regulatory frameworks. http://www.londoninternational.ac.uk/sites/default/files/75_cis.pdf

- **Елементи на социјална и апликативна психологија I**

This course provides an overview of key areas of social psychology and their application. It addresses issues of both theoretical interest and practical importance, thereby aiding our understanding of how people behave, think, interact and communicate in social settings. http://www.londoninternational.ac.uk/sites/default/files/79_cis.pdf

- **Организациона теорија: интердисциплинарен пристап II**

This course explores the ways in which organisations can be designed (by management or others) in order to achieve their objectives. It exposes students to the ways in which economists, psychologists and sociologists address this and related issues. It is, therefore, an interdisciplinary course comparing and contrasting the contribution of the core social science disciplines to the study of organisations. The course draws upon both theoretical and empirical materials and students will be encouraged to draw upon their own local knowledge in pursuing their studies. There will be an emphasis (though not exclusive) on organisations, set up with an economics objective. http://www.londoninternational.ac.uk/sites/default/files/127_cis.pdf

- **Менаџмент на човечки ресурси II**

This course explores the ways in which organisations can be designed (by management or others) in order to achieve their objectives. It exposes students to the ways in which economists, psychologists and sociologists address this and related issues. It is, therefore, an interdisciplinary course comparing and contrasting the contribution of the core social science disciplines to the study of organisations. The course draws upon both theoretical and empirical materials and students will be encouraged to draw upon their own local knowledge in pursuing their studies. There will be an emphasis (though not exclusive) on organisations, set up with an economics objective. http://www.londoninternational.ac.uk/sites/default/files/127_cis.pdf

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- **Статистика II**

This half course requires the student to develop the concepts introduced in Statistics 1 of measurement and hypothesis testing. The aim of this half course is to develop the students' knowledge of elementary statistical theory. The emphasis is on topics that are of importance in applications to econometrics, finance and the social sciences. Concepts and methods that provide the foundation for more specialised courses in statistics are introduced. http://www.londoninternational.ac.uk/sites/default/files/04b_cis.pdf

- **Финансии на корпорации I**

This course is aimed at students who are interested in understanding asset pricing and corporate finance. It provides a theoretical framework used to address issues in project appraisal and financing, the pricing of risk, securities valuation, market efficiency, capital structure, and mergers and acquisitions. It provides students with the tools

required for further studies in financial intermediation and investments.
http://www.londoninternational.ac.uk/sites/default/files/92_cis.pdf

- **Стратегија I**

This course is concerned with strategic thinking. It studies situations in which two or more decision-makers interact in a strategic manner. Understanding strategy situations involving conflict and/or cooperation has proved useful in many areas of economics, business, political science, law, and social psychology. This course is an interaction of game theory, economics and strategic management. http://www.londoninternational.ac.uk/sites/default/files/119_cis.pdf

- **Финанции на корпорации II**

This course is aimed at students who are interested in understanding asset pricing and corporate finance. It provides a theoretical framework used to address issues in project appraisal and financing, the pricing of risk, securities valuation, market efficiency, capital structure, and mergers and acquisitions. It provides students with the tools required for further studies in financial intermediation and investments.
http://www.londoninternational.ac.uk/sites/default/files/92_cis.pdf

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