

**ENGLISH COURSES CATALOG FOR ACADEMIC YEAR 2021-2022**
**SPRING/SUMMER SEMESTER**
**Erasmus + Study Abroad Program**
**COURSE CATALOG**

Course Name	ECTS	Course Description
COMMUNICATION IN INTERCULTURAL TEAMS	4	In this course you will learn to appreciate the concept of culture and its influence on many aspects of doing business, negotiations and management processes.
PROJECT - SALES MANAGEMENT	4	Project Sales Management integrates all knowledge and skills provided by the expert courses within the Sales Management module in the practical context. In the course of the Sales Management project, you will carry out your own real-life sales project and act as a sales advisor. This course goes over actual sales scenarios, strategies, and tactics to apply to any selling process. You will learn how to better control your sales process; assess your competition, and uncover the necessary information to qualify or disqualify doing business.
HUMAN RESOURCES MANAGEMENT	5	You will learn the concepts of human functioning in an organization as well as models of managing people in the context of organizational culture, norms and measures. You will learn to identify (individually and as a team) phenomena and sessions (meeting and future) regarding employees in the organization and in its environment.
MARKETING RESEARCH	5	You will be introduced to the science of social research methods and their applications for studying markets and consumer behavior. You will learn to design your own market research, how to collect data, analyze and interpret research results.
CYBERSECURITY	5	The aim of the course is to familiarize students with the regulations that define the rights and obligations as well as the principles of responsible state behavior. The subject will be devoted to the analysis of information security breaches of computer systems in the light of specific norms of international law and the attribution of cyber operations (in particular the activities of organized hacker groups of the APT type) to the state. In this course, you will learn some facts in the field of international law and the standards of responsible behavior in cyberspace. You will learn to implement duties as an IT specialist on the basis of expanded knowledge related to international law and key standards from the point of view of cybersecurity in IT projects.



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BACK-END APPLICATION PROGRAMMING	4	You will learn how to build applications in microservice architecture using advanced design patterns. You will learn API design based on SOAP and REST services, methods of communication between microservices and application containerization. You will learn about communication based on RabbitMQ queues, CQRS patterns and advanced design patterns.
OBJECT - ORIENTED PROGRAMMING	5	You will learn advanced techniques of object oriented programming in C#. You will learn about multithreading manage, exceptions, how to apply a class hierarchy, enforce encapsulation, etc. You will learn to design and implement software in an object-oriented approach, correctly use basic UML class diagrams and creates project documentation. You will learn to create and manipulate data collections and accordingly to use them to solve specific problems. You will know how create and use interfaces, lambda expressions, functions anonymous, and design and implement a simple application multithreaded and database. You will also learn how to design and program a graphical user interface.

