

ALIKHAN BOKEIKHAN UNIVERSITY

**MODULAR EDUCATIONAL PROGRAM**  
**6B04116 Economics**

Semey 2024

Developed by the Department of Business and Management

Discussed and approved at a meeting of the Department of Business and Management (Protocol No6 of February 16, 2024)

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## **1. Explanatory note**

The modular educational program (MOE) is based on the regulatory documents of the Ministry of Education and Science of the Republic of Kazakhstan and internal regulatory documents of Alikhan Bokeikhan University:

- The state mandatory standard of Higher Education, approved by Order No. 2 of the Minister of Science and Higher Education of the Republic of Kazakhstan dated 07/20/2022.

- Rules for the organization of the educational process on credit technology of education, approved by Order of the Minister of Education and Science of the Republic of Kazakhstan dated 04/20/2011 No. 152;

- Standard rules for the activities of organizations of higher and (or) postgraduate education, approved by order of the Minister of Education and Science of the Republic of Kazakhstan dated October 30, 2018 No. 595;

- The structure of the modular educational program, revision No. 4 dated 05.10.2022.

- Professional standard "Activities in the field of planning and analysis of company resources" (Appendix No. 85 to the order of the Deputy Chairman of the Board of the National Chamber of Entrepreneurs of the Republic of Kazakhstan "Atameken" dated 26.12.2019 No. 263).

The MOP was developed as a set of consecutive training modules for the entire period of study and is aimed at mastering the competencies necessary to award the Bachelor of Economics degree in the educational program "6B04116 Economics."

The modules of the OOD block (56 academic credits in total) include disciplines common to all educational programs, in the study of which the graduate must master the competencies of general education.

The DB unit includes university component (VK) disciplines. 58 academic credits and components of choice (VC) 54 academic credits.

Disciplines of the university component (II) are included in the PD block. 25 academic credits and components of a choice of 39 academic credits. Modules of these disciplines make it possible to form a complex of special competencies acquired by the graduate: economic and organizational-managerial, professional, special. Elective disciplines are distributed in courses and semesters, taking into account the logical sequence of studying disciplines.

The criterion for the completion of the educational process is the student's mastering of at least 240 credits.

During the development of the modular educational program, the wishes and recommendations of potential employers were taken into account, aimed at the formation of additional professional competencies that meet the requirements of the labor market (round table with employers "Integration of the educational process with production and issues of graduate employment" dated 01/26/2024)

Social partners who participated in the discussion of the MOU: Abzhakov A.T, Director of the Abai branch of the Academy of Public Administration under the President of the Republic of Kazakhstan. D. Abaikyzy, Director of the department "Career center of Semey city" of the Branch of the KSU "Center for Labor Mobility of the Abai region" Omirkhanov M. Y, director of the KSU "Center for the Study of problems of Religions of the Abai region". Dyusekenov T. T, General Director of Sat Trans LLP. Lyuy A. V, Director of the Public Fund "Hometown". Burkutova Y. Z, Deputy head of the State Revenue Department for the city of Semey. Rakhimbayeva A. K, Chief Accountant of ZelenStroy LLP, Baiterekova G. Ye, Director of the branch of JSC Halyk Bank of Kazakhstan in the Abai region. Daulbaeva Nursultan Yertargynovna, Chief Specialist of the Personnel Management Department of the branch of JSC Halyk Bank of Kazakhstan in

the Abai region. Omarova Alma Bostanovna, Head of the Department of Economics and Finance of Semey City. Metchinov A.M, Deputy Director for Economic Affairs of the State Institution "Department of Education in the Abai region".Bazarov S. R, Deputy Head of the Department of the Bureau of National Statistics of the Agency for Strategic Planning and Reforms of the Republic of Kazakhstan in the Abai region. Sarsekanova Z. A, Head of Sales Department of the branch of JSC "Jusan Bank". Ersinbek O, Director of the State Institution "Semey Kalasy zhastar resurstik ortalygy". Abeukhanova K. Z, Director of KZ Logistics LLP. Nurtazinova M. N, Head of the regional service center for the city of Semey branch of JSC NC KTZ.Dean of the Faculty of Information Technologies and Economics Rakhimzhanova G.A. Faculty and students of the Department of Business and Management.

**The purpose of the modular educational program** – training of highly qualified personnel capable of holding leading positions in companies, government organizations and institutions, professionals with entrepreneurial competencies, capable of making informed management decisions in a dynamically changing market environment, successfully implementing competitive development strategies, having business planning skills, calculating the effectiveness of various projects, studying and analyzing the market situation, developing pricing and budgetary policies of the company.

The requirements for the level of training of students are determined on the basis of the Dublin descriptors of the first level of higher education (bachelor's degree) and reflect the acquired competencies expressed in the achieved learning outcomes.

**Expected results of the modular educational program 6B04116 Economics:**

ON 1 Characterize the financial foundations of business and instrumental support for entrepreneurship; explain the principles of economic behavior of market participants; understand the methods of micro and macroeconomic analysis; concepts and principles of accounting, finance, securities market, types of investments and investment activities; operate with legal concepts and norms of tax law; distinguish the main types of taxes, the structure of the 1C Accounting program and financial reporting of firms, demonstrate knowledge about financial instruments, "Green" finance, environmental investments; ESG concepts in a closed-loop economy, circular business models.

ON 2 To study professional terminology, features of business communication in English, Kazakh and Russian languages for professional use in the future field of activity

ON 3 Apply methods and methods of enterprise and personnel management, formulate the goals and missions of the enterprise; master the mechanism and principles of marketing organization and ensuring the competitiveness of firms; classify methods and systems of rationing and remuneration, distinguish the main methods and types of production organization, logistics of material and information resources, apply methods, tools and techniques in professional activities management and strategic management

ON 4 To form the relationship between the green economy and ecology; comprehensively apply the rules and methods of accounting, including in the 1C Accounting program; analyze, plan, control the financial condition of the company, create financial statements, determine the sources of investments and their effectiveness; calculate the main indicators of the company and taxes by type; provide legal advice in the field of taxation.

ON 5 Use microeconomic theories in analysis; analyze organizational structures, the competitive environment, the labor market situation and other marketing research data, carry out cluster and regional analysis; determine strategies and ways to motivate employees; develop enterprise plans and perform calculations of business planning sections; calculate firm costs using controlling methods; apply various methods and methods of analyzing the value of business and assets, methods of forecasting and strategic planning of the national economy; prepare and execute legal documents

ON 6 Organize production processes, material and information and financial flows in time and space; implement a budgeting system and make medium-term budgets of firms; manage costs in the short and medium term and use controlling skills; possess a methodology for collecting information necessary to assess the value of the company and its assets

ON 7 Choose the method of mathematical solution of the problem, as well as software tools for data analysis and cloud services; possess techniques and methods for collecting socio-economic and other statistical information; know the basics and methodology of economic analysis

ON 8 Integrate quantitative and qualitative methods of data processing, management and storage using information technology; master various models of artificial intelligence, identify factors and causes of growth or decline in activity; determine the effectiveness of business processes and methods of product quality management, risks and profitability of innovation and innovative projects.

ON 9 Apply mathematical and statistical methods and techniques for analyzing economic and other data; design algorithms, models and methods for software and cloud architectures; analyze the company's activities and quality of work, including using software products, to assess the production and innovation potential of firms, as well as situations in the innovation market.

ON 10 Demonstrate knowledge about the idea of a modern rule of law to instill skills of financial literacy, entrepreneurship, leadership, receptivity to innovation based on scientific research in compliance with the principles of academic integrity, as well as ensuring safety standards

ON 11 To study state programs and national projects on sustainable development to identify indicators of sustainable development and to study to determine the current state of industries, the agricultural sector and the service sector; to distinguish the principles and market conditions of the functioning of the agricultural sector as a whole and agribusiness entities.

ON 12 Evaluate the effectiveness of industries, the agricultural sector and the service sector; assess the effect of creating clusters and other measures for the development of regions; assess threats to the economic security of the national economy; give a comprehensive assessment of the use of all enterprise resources, the effectiveness of environmental protection measures; analyze and evaluate current trends, forms of international economic relations and the country's foreign economic policy.

ON 13 Describe the forms and methods of antimonopoly regulation of the economy of the Republic of Kazakhstan, the basics of economics and entrepreneurship, the main economic categories, concepts and terminology of micro- and macroeconomics; determine the conditions and ways to preserve ecological balance and reduce dangerous and harmful factors of production, study the basic concepts and institutions of competition law, principles of business law.

In order to create special conditions for people with special educational needs to receive education, the graduate's competence model is complemented by professional competencies that ensure the adaptive nature of the main educational program. To this end, courses for the formation of the ability of people with special educational needs to successfully socialize in society and actively adapt to the labor market, taking into account the characteristics of the disease, are introduced into the catalog of courses of the additional educational program "Minor".

## **2 The graduate's competence model**

Bachelors of OP 6B04116 Economics carry out their professional activities related to the organization and management of enterprises, financial institutions in all spheres and links of the national economy, participation in the creation of scientific, methodological, organizational and technological management base.

### **Competencies of general education:**

- aimed at forming the ideological, civic and moral positions of the future specialist, competitive on the basis of knowledge of information and communication technologies, building communication programs in Kazakh, Russian and foreign languages, focusing on a healthy lifestyle, self-improvement and professional success;
- they form a system of general competencies that ensure the socio-cultural development of the personality of a future specialist based on the formation of his ideological, civic and moral positions;
- develop the ability to interpersonal social and professional communication in Kazakh, Russian and foreign languages;
- contribute to the development of information literacy through the mastery and use of modern information and communication technologies in all areas of their lives and activities;
- they form skills of self - development and education throughout life;
- they form a personality capable of mobility in the modern world, critical thinking and physical self-improvement;
- to evaluate the surrounding reality on the basis of worldview positions formed by knowledge of the fundamentals of philosophy, which provide scientific understanding and study of the natural and social world by methods of scientific and philosophical cognition, to reveal the meaning of the content and specific features of the mythological, religious and scientific worldview;
- to show a civic position based on a deep understanding and scientific analysis of the main stages, patterns, and peculiarities of the historical development of Kazakhstan, to use methods and techniques of historical description to analyze the causes and consequences of events in the history of Kazakhstan;
- to assess situations in various spheres of interpersonal, social and professional communication, taking into account basic knowledge of sociology, political science, cultural studies, psychology, arguing for their own assessment of everything happening in the social and industrial spheres, as well as synthesize knowledge of these sciences as a modern product of integrative processes;
- to use scientific methods, research techniques of a specific science, as well as the entire socio-political cluster, to select a methodology, analyze and summarize the results of the study;
- to develop one's own moral and civic position on the basis of social, business, cultural, legal and ethical norms of the Kazakh society;
- to put into practice knowledge in the field of social sciences and humanities, which has worldwide recognition, synthesize new knowledge and present it in the form of humanitarian socially significant products;
- to engage in communication in oral and written forms in Kazakh, Russian and foreign languages, using linguistic and speech means based on grammatical knowledge to solve problems of interpersonal, intercultural and industrial (professional) communication, as well as to analyze information, actions and deeds of communication participants in accordance<sup>7</sup> with the communication situation;

- to use various types of information and communication technologies in personal activities: Internet resources, cloud and mobile services for the search, storage, processing, protection and dissemination of information;
- to build a personal educational trajectory throughout life for self-development and career growth, to focus on a healthy lifestyle to ensure full-fledged social and professional activities through methods and means of physical culture;
- to know and understand the basic patterns of the history of Kazakhstan, the basics of philosophical, socio-political, economic and legal knowledge, communication in oral and written forms in Kazakh, Russian and foreign languages;
- apply the acquired knowledge for effective socialization and adaptation in changing socio-cultural conditions, possess the skills of quantitative and qualitative analysis of social phenomena, processes and problems.

**Economic and organizational and managerial competencies:**

- to describe the forms and methods of the anti-corruption policy of the Republic of Kazakhstan, to know the basics of economics and entrepreneurship, the main economic categories, concepts and terminology of micro- and macroeconomics; to determine the conditions and ways to preserve ecological balance and reduce dangerous and harmful factors of production; to be able to form the relationship between the green economy and ecology.
- to study professional terminology, features of business communication in English, Kazakh and Russian languages for professional use in the future field of activity;
- to choose the method of mathematical solution of the problem, as well as software tools for data analysis and cloud services; to describe the possibilities of using information technologies and an innovative approach; to master the techniques and methods of collecting socio-economic and other statistical information; to know the basics and methodology of economic analysis.
- to determine the specifics of the development of the country's economy and the content of public-private partnership; to determine the current state of industries, the agricultural sector and the service sector; to distinguish the principles and market conditions of the functioning of the agricultural sector as a whole and agribusiness entities;
- apply methods and methods of enterprise and personnel management, formulate the goals and missions of the enterprise; master the mechanism and principles of marketing and ensuring the competitiveness of firms; classify methods and systems of rationing and remuneration, distinguish the main methods and types of production organization, logistics of material and information resources.

**Professional competencies:**

- to integrate quantitative and qualitative methods of data processing, management and storage using information and cloud technologies; to identify factors and causes of growth or decline in activity; to determine the effectiveness of business processes and methods of product quality management, risks and profitability of innovation and innovative projects; to master various models of artificial intelligence.
- to demonstrate communication skills through professional knowledge of state and foreign languages, modern information technologies and programs, norms of behavior, as well as norms of behavior in professional activities;
- demonstrate knowledge about modern concepts of public finance, "Green" finance, possess skills in the application of Islamic financial



instruments for investing in the activities of organizations

- calculate depreciation of fixed assets of an enterprise, use automated accounting and reporting programs (IC-Accounting) to keep records of transactions with cash, fixed assets and intangible assets, accounting for production and completion of the period, select various methods of evaluating short-term assets, choose financial levers to increase the income of organizations; justify a business idea and an investment model to develop a financial model of the investment project;
- systematize and summarize regulatory and legal information on the activities of financial institutions and economic entities for use in professional, including entrepreneurial activities;

**Special competencies:**

- to know legislative and regulatory legal acts on planning and analysis of financial and economic activities of the organization; ESG concepts in a closed-loop economy, circular business models.
- manage the financial resources of the enterprise in order to make a profit.
- to develop projects of long-term and current financial plans, forecast balance sheets and cash budgets, profit plan and other financial indicators and ensure control over their implementation.
- develop working capital standards and take measures to accelerate their turnover.
- develop measures to manage the capital structure and determine the price of capital.
- analyze the financial and economic condition of the enterprise and the results of its activities.
- to carry out measures aimed at ensuring the solvency of the enterprise, preventing the formation and elimination of unused material and technical resources, increasing the profitability of production, increasing profits, reducing the cost of production and sale of products (goods), strengthening financial discipline.
- develop cost optimization measures.
- manage the assets of the company (financing of current production activities; investments directed by the enterprise for technical development (reconstruction, renovation and repair of equipment, production of new types of products, construction of buildings and structures, etc.); financial investments (purchase of securities, creation of subsidiaries, etc.); maneuvering of temporarily available funds; reorganization, liquidation, sale of individual objects of the enterprise's property complex).
- to analyze and evaluate the effectiveness of financial investments.
- determine the sources of financing for the production and economic activities of the enterprise (budget financing; short-term and long-term lending; issuance of securities; leasing financing; raising own funds).
- establish business relations with commercial banks and other credit institutions, leasing companies, and other organizations.
- prepare bank documents for all types of payments for the obligations of the enterprise.
- control: timely receipt of income; execution of financial settlement and banking transactions within the established time limits; targeted use of funds raised;
- payment of bills from suppliers and contractors; repayment of loans; payment of interest, wages to workers and employees.
- prepare decisions on the distribution of profits in the following areas: financing of production based on production plans; payment of

dividends; repayment of debts, including to the state budget; implementation of social programs; etc.

- show knowledge, analyze and manage the activities of financial and investment markets; apply legislative and regulatory documents in the field of currency regulation; identify trends in the development of international monetary and financial relations; design secure supply chains; analyze shipping documents, fill out a customs declaration.

- to analyze the financial and economic activities of the enterprise, including to possess methods of calculating financial stability, solvency in order to determine the probability of bankruptcy, overcoming the insolvency of organizations and financial recovery of enterprises; to differentiate the requirements for ensuring the consideration and resolution of insolvency cases, to navigate the legislation regulating the procedure for considering bankruptcy cases of the enterprise.

- analyze statistical materials on money circulation, the state of the banking system; make calculations that allow assessing the main trends in the monetary sphere; organize the activities of banking organizations, including banking services, meeting the needs of customers in emergency situations and remote servicing using modern banking technologies.

- demonstrate knowledge about the basics of insurance, possess skills in the application of insurance regulation, risk management regulation methods, calculation and analysis of indicators characterizing financial activities, collect and process primary data for reporting on the financial and economic activities of the organization.

**Table 1. Sequence of mastering disciplines in the process of forming special competencies**

№	Competencie	The list of compulsory, elective disciplines and the sequence of their study		Expected results
		List of disciplines	The sequence of their study (semester)	
1	Special	Enterprise economy	3	To know: types of basic resources of an enterprise, the concept of a legal entity, the mechanism of functioning of an organization, the concept of a firm and competitors; the concept of entrepreneurial activity, commercial and non-profit organizations, their features, types of business, about economic phenomena and processes in an enterprise, their interrelation and interdependence; about the influence of various factors and the ability to perform calculations related to using different resources of the enterprise; about the possibility of improving production efficiency. Be able to: classify the main resources of the company, identify sources of investment and their effectiveness, calculate the main performance indicators

				<p>of the company; apply pricing and investment strategies in the market; make estimates of production and product program; assess business risks and financial stability of the enterprise.</p> <p>Skills: apply methods of economic calculations necessary for the analysis and adoption of economic and managerial decisions of an executive and managerial nature; skills necessary for the development of creative and active professional activity of an economist of an enterprise, apply methods of economic calculations necessary for the analysis and adoption of economic and managerial decisions of an executive and managerial nature; have skills necessary for the development of creative and active professional activity of the company's economist, for further independent development of their knowledge.</p>
2	Special	Organization of production	4	<p>To know: the basic concepts, methods and methods of production organization, the scientific foundations of production organization, the most important stages of the development of the theory of organization, the contribution of the authors of outstanding achievements in the science and practice of production organization in the Republic of Kazakhstan and abroad, the main content of modern trends in the theory of production organization; the essence of the fundamental laws of production organization, the peculiarities of their manifestation in practice.</p> <p>Be able to: distinguish between the main methods and types of production organization, logistics of material and information resources, organize production processes, organize production processes, material and information and financial flows in time and space, calculate based on standard techniques, design the structure and activities of enterprises, organize production processes in time and space, choose and justify methods of organizing production processes, prepare an enterprise for a change of products (technology), analyze the structure of the production process; determine and analyze the proportions of the production flow; identify bottlenecks in the flow and justify measures to eliminate them; calculate the parameters of the organization and management of the production flow.</p>

				Skills: application of methods for determining the economic feasibility of mastering the production of new types of products; methods for calculating the enterprise's resource needs, justifying the choice of a rational consumption path; methods for calculating the duration and structure of the production cycle, identifying ways to reduce it; skills for self-replenishment of knowledge and their creative use in the process of subsequent training and practical activities.
3	Special	Economic analysis	5	<p>To know: the basics and methodology of economic analysis, the main directions of economic analysis, the structure of the business plan and the procedure for its preparation; principles, objects, subjects, means and methods of economic analysis; the content of areas of financial and managerial analysis; methods of complex analysis of the assessment of the enterprise; the main economic indicators, to understand the importance of economic knowledge in professional activity.</p> <p>Be able to: apply mathematical and statistical methods and techniques for analyzing socio-economic and other data; analyze the activities and quality of the company's work, conduct an economic analysis in the organization and its main structural divisions; assess the production potential of the organization and its use; identify and justify the causes and factors of growth or decline in work, mobilization of production reserves; determine the financial the state of the organization and its development trends.</p> <p>Skills: conducting economic analysis, using integrated economic analysis in the process of managing organizations; on the basics of forecasting the economic results of organizations; applying integrated economic analysis in the formation of an information system of economic, industrial, scientific and technical information.</p>
4	Special	Digital economy	5	<p>To know: the main provisions of the national program "Digital Economy of Kazakhstan in their application to the chosen branch of professional activity, the main areas of application of information technologies and systems in the economy.</p> <p>Be able to: describe the possibilities of using information technologies and an innovative approach, process economic information using software; demonstrate financial and economic calculations in MS Excel; analyze</p>

				business processes of an enterprise and evaluate their effectiveness. Skills: to master the methodology of information collection, to organize economic and managerial activities using information technology.
5	Special	Innovative economy	5	To know: the main possibilities of applying an innovative approach, definitions and categories of innovations, the most important types of innovations and patterns of functioning of the innovation market, as well as the stages of innovation creation, about key players in the intellectual property market, about legal aspects and prospects for the development of an innovative economy. Be able to: describe the possibilities of using information technology and an innovative approach, analyze the activities and quality of the company, including with the help of software products, to assess the production and innovation potential of firms, as well as situations in the innovation market, analyze the situation in the innovation market and predict its development, be able to assess the risks, profitability and effectiveness of innovation including strategic decisions on long-term financing, evaluate innovative projects using various methods and make decisions on the possibility of making capital investments. Skills: possess the skills of analyzing economic information; preparing and making short and long-term investment decisions; drawing up and implementing a policy of behavior in the innovation market, etc.
6	Special	Sectoral economics	6	To know: the organization of production and technological processes; material, technical, labor and financial resources of the industry and the organization (enterprise), indicators of their effective use; Be able to: make a business plan; determine the current state of industries; evaluate the efficiency of industries, analyze the industry using economic models; find organizational and managerial solutions and be responsible for them; evaluate the efficiency of industries; analyze consumer behavior in different types of markets and the competitive environment of the industry. Skills: master the methods of data collection, processing and analysis, necessary for calculating socio-economic indicators characterizing the organization's activities; methods of planning the main directions of the organization's activities, substantiating management decisions and evaluating

				the organization's activities.
7	Special	Service economy	6	<p>To know: the specifics of the service model of society, the role of the service sector in the modern socio-economic life of society, the essence of services and their place in the economic system; classification of activities in the service sector; the evolution of services in the Republic of Kazakhstan; To be able to: determine the current state of the service sector; evaluate the effectiveness of the service sector, systematize various approaches to understanding the essence to carry out a comparative analysis of various approaches to the classification of services, to analyze the market of services in the region. to design the work of the organization of the service sector, to form the resources for the production of specific types of services, to determine the characteristics of consumer behavior in the market of business and leisure services. to develop a package of promotion of a specific service.</p> <p>Skills: to use analysis methods to identify the state and main trends in the development of the service sector, the national and global service market; to assess the effectiveness of the service sector in the country, the specifics of the functioning of the service market; the peculiarities of the formation of competitive advantages in the service sector.</p>
8	Special	Cluster economy	6	<p>To know: the main provisions of the theory and methodology of cluster analysis of multidimensional observations; the methodology of using cluster analysis to study the functioning and forecasts of socio-economic systems.</p> <p>Be able to: carry out cluster analysis; assess the effect of cluster creation and other measures for the development of regions; analyze and evaluate current trends, forms of cluster structures and assess their quality; conduct economic interpretation of clustering results at various levels; conduct cluster analysis and related other types of multidimensional statistical analysis of specific socio-economic systems of various levels using statistical and econometric software packages.</p> <p>Skills: setting cluster analysis tasks and choosing the most appropriate methods and tools for solving them; determining the effectiveness of cluster creation and its multiplicative effect.</p>
9	Special	Regional economy	6	<p>To know: the theoretical foundations of the regional economy, the main problems of regional socio-economic development, to understand regional processes and their socio-economic factors and consequences;</p>

				<p>Be able to: carry out regional analysis, assess the effect of creating clusters and other measures for the development of regions; assess threats to the economic security of the national economy; carry out a comprehensive assessment of the use of all enterprise resources, as well as the effectiveness of environmental protection measures; analyze and evaluate current trends, forms, use reference materials, data and statistical indicators to be able to carry out social and economic diagnostics of the development of the regions of the Republic of Kazakhstan; compare the main economic and statistical indicators and substantiate conclusions about territorial differences in the state of socio-economic processes.</p> <p>Skills: to choose the directions of socio-economic development of the region, to evaluate the effectiveness of measures for the development of regions.</p>
10	Special	Economics of Sustainable Development	6	<p>To know: The main goals of sustainable development and their significance. Economic models of sustainable development and their features. The relationship between sustainable development and environmental pollution problems. Financing mechanisms for sustainable development and their role in achieving the Sustainable Development Goals. The role of the state and business in promoting the movement towards sustainable development and their interaction, to study state programs and national projects on sustainable development, to identify indicators of sustainable development</p> <p>Be able to: Apply the principles of sustainable development in the development of economic strategies. Analyze and evaluate the impact of economic decisions on the environment and natural resources. Develop financing mechanisms for sustainable development projects. Interact with public and private structures to implement sustainable projects. Make management decisions, taking into account the principles of sustainable development and economic efficiency.</p> <p>Skills: Analyze and interpret data on the state of the environment and resources. Develop and evaluate sustainable development projects taking into account economic and environmental aspects. Interact with stakeholders to achieve sustainable development goals. Apply financial instruments that meet the goals of sustainable development. Develop strategies for sustainable</p>

				development, taking into account the needs of society and the conservation of natural resources.
11	Special	Circular Economics	7	<p>To know: The basic principles of the circular economy. The structure and features of the circular economy model. The role and significance of the ESG (Environmental, Social, Governance) concept in a closed-loop economy. Circular business models and their content. The role of the circular economy at the levels of micro- and macroeconomics, ESG concepts in a closed-loop economy, circular business models.</p> <p>Be able to: Apply the principles of circular economy to optimize the use of resources. Analyze and evaluate circular business models in practice. Develop and implement circular economy strategies in practice. Identify and solve problems related to the implementation of circular practices. To predict the consequences of making circular decisions at the level of micro- and macroeconomics.</p> <p>Skills: Analyze and interpret data related to the circular economy. Develop and present projects based on the principles of circular economy. To interact with stakeholders for the successful implementation of circular initiatives. Apply innovative approaches to resource management and production processes. To think critically and make informed management decisions in the context of a circular economy.</p>
12	Special	Cost management	7	<p>To know: the essence, meaning, goals and objectives, techniques and methods, principles of effective cost management of an enterprise in a market economy.</p> <p>Be able to: calculate the costs of the company, independently make effective management decisions on cost management based on the analysis and assessment of the internal and external environment, comparing costs, production volumes and prices; calculate the costs of the enterprise.</p> <p>Skills: to systematize cost management in the short, medium and long term, as well as cost management methods to justify management decisions</p>
13	Special	Controlling	7	<p>To know: the basic concepts of controlling, their essence, interrelation and interdependence; the basics of modern approaches to controlling management in an organization.</p> <p>Be able to: calculate the costs of the company using controlling methods, use the knowledge system of controlling methods in the enterprise</p>



				(company); use the knowledge gained in order to form a management and product controlling system. Skills: apply practical skills in estimating the cost of controlling; identify problems in analyzing specific situations and suggest ways to solve them in the field of controlling management in the enterprise; analyze the processes of controlling management.
14	Специальные	National economy	7	To know: methods of forecasting and strategic planning of the national economy, economic categories, patterns of functioning of the modern economy at the micro, meso and macro levels; objective foundations of the functioning of the economy and the behavior of economic agents; conditions of functioning of the national economy and factors of economic growth. Be able to: assess threats to the economic security of the national economy; formulate a categorical and conceptual apparatus for the main sections of the discipline; apply basic methods of forecasting the national economy; justify the forms and methods of state regulation of the national economy and its effectiveness; analyze the structure of the economy of Kazakhstan by industry and regionally; assess threats to the economic security of the national economy. Skills: knowledge of methods of planning professional activity, making informed economic decisions, using economic knowledge in professional practice, methods of calculation and comprehensive analysis of its main indicators based on evidence; skills of professional argumentation when analyzing standard situations in the field of upcoming activities.
15	Special	Strategic planning	7	To know: methods of forecasting and strategic planning of the national economy, decision functions in the methodology and organization of the strategic planning process; typology of strategic plans; conditions and factors of strategic planning; models, methodology and organization of the strategic planning process, efficiency and control in strategic planning. Be able to: develop an enterprise development strategy; put into practice strategic analysis tools (portfolio matrices, SWOT analysis, etc.), form the main elements of the goal-setting process and conduct strategic segmentation of the organization's market environment; justify the choice of a basic or alternative strategy for the development of the organization; apply analytical methods and strategic tools in the process of developing an organization's

				<p>strategy for the short and long term long-term perspective.</p> <p>Skills: conducting an analysis of the external and internal environment with joint venture tools; determine a competitive strategy, methods for calculating the main economic indicators of the strategic plan of the organization and a methodology for evaluating the results obtained with subsequent development of strategic decisions; analytical methods and strategic tools in the process of developing an organization's strategy for the short and long term; a methodology for balancing a set of strategic management zones by stages of the life cycle demand and economic indicators in the short and long term.</p>
16	Special	Quality control	7	<p>To know: the features of existing quality management and assurance systems , the evolution and main stages of the development of quality management and general management; modern methods of forecasting and ensuring a given level of product quality of complex man-made products used at various stages of its life cycle: from the stages of its design, development and creation of prototypes to mass production and operation; product certification procedures and quality management systems.</p> <p>Be able to: analyze the activities and quality of the company's work, including with the help of software products, to assess the production and innovative potential of firms, use probabilistic and statistical methods to assess the quality level of complex man-made systems and quality changes during their operation at various stages of the life cycle.</p> <p>Skills: to determine the effectiveness of business processes and methods of product quality management, to correctly select probabilistic and statistical distribution laws for correct estimates of the quality level and reliability of various man-made systems.</p>

17	Special	Assessment of innovative potential	7	<p>To know: situations in the innovation market, the history of development, basic terms, provisions, trends and features of innovation activity; features of formation and evaluation of the innovative potential of enterprise projects; activity and quality of work of the company, including with the help of software products, to assess the production and innovative potential of firms</p> <p>Be able to: reveal the content of the organizational and economic mechanism for managing innovation processes; substantiate the quantitative parameters of the innovative potential of enterprise projects; apply various methods of evaluating the effectiveness of innovative projects based on available information.</p> <p>Skills: to master modern methods of data collection, processing and analysis for the development and implementation of innovative projects.</p>
18	Special	Agribusiness	8	<p>To know: the main processes in the enterprises of the agribusiness system; the basics of building, calculating and analyzing a modern system of indicators characterizing the activities of business entities in agribusiness, ways of formulating a business idea.</p> <p>Be able to: evaluate the effectiveness of the agricultural sector and the service sector, distinguish the principles and market conditions of the functioning of the agricultural sector as a whole and agribusiness entities, distinguish the principles and market conditions of the functioning of the agricultural sector as a whole and agribusiness entities, collect, analyze and process data necessary to solve economic problems in the agribusiness system; find and evaluate new market opportunities and formulate a business idea; develop projects in the field of economics and agribusiness, taking into account regulatory, resource, administrative and other restrictions; modern methods of project development.</p> <p>Skills: to master the methods of collecting, processing and analyzing economic and social data; formulation and implementation of strategies at the enterprise level of the agribusiness system.</p>

19	Special	Economy of the agro-industrial complex	8	<p>To know: the methodology for determining the economic efficiency of agricultural production and profitability of production, the effectiveness of the use of labor and land resources, fixed assets, working capital and capital investments, economic assessment of land, conditions, requirements and directions for stabilizing the agricultural economy in modern conditions, the basics of theory and practice of management, management functions, the main directions of marketing, strategies sales of products, methods of setting the price of the product.</p> <p>Be able to: evaluate the effectiveness of the agricultural sector and the service sector, distinguish between the principles and market conditions of the functioning of the agricultural sector as a whole and agribusiness entities, apply management knowledge in practice, master management methods, improve the main management functions, take reasonable risks.</p> <p>Skills: to evaluate, plan and manage the organization's activities in order to increase economic efficiency.</p>
20	Special	World economy and IEE	8	<p>To know: the basic theories of the world economy, international trade and international capital movement; patterns of dynamics of international capital and labor movement; the main characteristics of the resources of the world economy development, including natural, labor, financial and intellectual; the main trends in the development of the world economy, features of the processes of globalization, trans-nationalization and international integration.</p> <p>Be able to: analyze and evaluate current trends, forms of international economic relations and foreign economic policy of the country and its potential in the international arena, collect and summarize information about the state and prospects of the world economy and international economic relations from sources in the scientific press; work with special reference literature, thematic maps; analyze the state and main trends in the development of the world economy to assess the expediency and effectiveness of the participation of subjects of international economic relations in foreign economic activity.</p> <p>Skills: apply the acquired knowledge in the practice of solving problems of analysis and forecasting of the economy of individual enterprises, firms, financial institutions conducting foreign economic activity, countries and regions of the world, as well as the global</p>

				economy as a whole.
21	Special	International economics	8	<p>To know: the forms of international economic relations and the country's foreign economic policy and its potential in the international arena, the main directions of modern state policy related to the regulation of international economic relations.</p> <p>Be able to: analyze current trends, forms of international economic relations and foreign economic policy of the country and its potential in the international arena, analyze the current situation in the field of international relations; predict the results of foreign trade economic policy.</p> <p>Skills: conducting an assessment of the country's foreign economic policy; expanding the understanding of modern trends in the development of the international economy and new areas of its application.</p>

**Table 2. Sequence of mastering disciplines of social and professional interaction**

Course	Providing disciplines	Competencies	Expected results
1	History of Kazakhstan	General education	<p>To know: to demonstrate knowledge and understanding of the main stages of the development of the history of Kazakhstan;</p> <p>Be able to: correlate phenomena and events of the historical past with the general paradigm of the world-historical development of human society through critical analysis; be able to objectively and comprehensively comprehend the immanent features of the modern Kazakh model of development;</p> <p>Skills: analytical and axiological analysis in the study of historical processes and phenomena of modern Kazakhstan; systematize and critically evaluate historical phenomena and processes of the history of Kazakhstan.</p>
1	Foreign language	General education	<p>To know: the lexical minimum and linguistic material of topics and sub-topics in this discipline (social, household and socio-cultural spheres of communication).</p> <p>Be able to: understand by ear not only individual phrases and frequently used words, but also more voluminous statements on topics directly related to it; understand the main content of short simple messages on the radio, at the airport, at the train station; understand when reading the content of short, simple texts, advertisements, brochures, menus, bus and train schedules, a short simple personal letter, an electronic message; communicate in simple typical situations requiring the exchange of information within familiar topics and activities, be able to talk about family,</p>

			<p>living conditions, educational activities; write a simple personal letter, a note, an autobiography.</p> <p>Skills: to have an understanding of foreign-language dialogical and monological speech within the framework of general cultural and professional topics; a foreign language at a level that allows for the main types of speech activity; various methods of oral and written communication; skills of adequate response in situations of everyday, academic and professional communication;</p>
1	Kazakh language/ Russian language	General education	<p>To know: the theoretical foundations of the course (language, its functions, forms of speech, text, its signs, speech styles, functional and semantic types of speech); features of dialogic and monological speech; types of scientific information and the specifics of its implementation in a scientific text; elements of structural and semantic analysis and semantic analysis of a scientific text, components of a speech situation, the speaker's intentions.</p> <p>Be able to: make the right choice and use of language and speech tools to solve certain communication and cognition tasks based on knowledge of a sufficient volume of vocabulary, a system of grammatical knowledge, pragmatic means of expressing intentions; compose everyday, socio-cultural, official business texts in accordance with generally accepted norms, functional orientation, using an adequate set goal lexico-grammatical and pragmatic material of a certain certification level; convey the factual content of texts, formulate their conceptual information, describe the deductive knowledge (pragmatic focus) of both the entire text and its individual structural elements; interpret the information of the text, explain the stylistic and genre specifics of texts socio-cultural, socio-political, official-business and professional spheres of communication; participate in communication in various situations of different spheres of communication in order to realize one's own intentions and needs (domestic, educational, social, cultural), stating them ethically correctly, meaningfully fully, lexically, grammatically and pragmatically adequate to the situation; discuss ethical, cultural, socially significant problems in discussions, express one's point of view, defend with reasoned arguments to critically evaluate the opinion of interlocutors; to build programs of speech behavior in situations of personal, social and professional communication in accordance with the norms of language, culture, specifics of the sphere of communication, certification requirements; to request and report information in accordance with the communication situation, evaluate the actions and deeds of participants, use information as a tool to influence the interlocutor in situations of cognition and communication in accordance with the certification requirements.</p> <p>Skills: producing oral and written speech in accordance with the communicative purpose and professional sphere of communication; language skills in various situations of everyday, socio-cultural, professional communication; skills of searching, processing information in Russian; types of speech activity.</p>

1	Information and communication technologies	General education	<p>To know: what economic and political factors contributed to the development of information and communication technologies; features of various operating systems, architecture.</p> <p>Be able to: identify the main trends in the field of information and communication technologies; use information resources to search and store information; work with spreadsheets, consolidate data, build graphs; apply information security methods and tools; design and create simple websites; process vector and raster images; create multimedia presentations; use various platforms for communication; - calculate and evaluate performance indicators of supercomputers; use various forms of e-learning to expand professional knowledge; use various cloud services.</p> <p>Skills: master the development of the database structure; designing and creating presentations; receiving data from the server; creating video files; working with Smart applications; working with services on the e-government website.</p>
1	Sociology	General education	<p>To know: the patterns and stages of the historical process, the main historical facts, dates, events and names of world and domestic historical figures; the main events and processes of national history in the context of world history.</p> <p>Be able to: critically perceive, analyze and evaluate historical information, factors and mechanisms of historical changes; analyze civil and ideological positions in society, form and improve their views and beliefs, transfer philosophical worldview to the field of material -practical activities; use various philosophical methods to analyze trends in the development of modern society, philosophical and legal analysis.</p> <p>Skills: a holistic approach to the analysis of society's problems; methods of philosophical, historical and cultural studies, techniques and methods of analyzing society's problems; cause-and-effect relationships in the development of Kazakh society; the place of man in the historical process and political organization societies; skills of respectful and careful attitude to historical heritage.</p>
1	Political Science	General education	<p>To know: the main stages of the development of political knowledge in the history of civilization; schools and directions of modern political science; the political life of society; the political system and its institutions; the essence of political processes in the country and the world.</p> <p>Be able to: analyze the features of political systems and the functioning of political institutions; critically evaluate the theoretical approaches of political science; identify the interrelationships and patterns of the political process; compare political systems, institutions and actors in an inter-national and subnational context, based on the knowledge gained and mastered methods.</p> <p>Skills: working with primary sources on the topics of the course; analyzing normative legal acts and other documents; searching, processing and analyzing information; solving problems related to the assessment of the political course; working in groups, project activities, business</p>

			games; public speaking; academic writing; possess the skills to express their thoughts and opinions in interpersonal and business communication in a foreign language; skills to extract the necessary information from the original text in a foreign language.
1	Culturology	General education	<p>To know: the basic theories of culture, the basic concepts of cultural studies; the main directions of the methodology of modern cultural analysis; the history of the formation of world culture and civilization, theoretical features of basic cultural concepts, various interpretations of culture and civilization in world and domestic literature; current problems of the development of modern culture; the idea of culture as a socio-historical phenomenon; patterns of development of world about the typology of the classification of cultures; basic knowledge about the history of the most important cultures of mankind; about the ways of acquiring, storing and transmitting basic cultural values - about the diversity and self-worth of various cultures, forms and types of culture, patterns of their functioning and development, the main cultural and historical regions - the history of Kazakh culture, its place in the world system cultures and civilizations</p> <p>To be able to: identify the features of this culture, the dominant values in it; explain the specifics of intercultural communication; conduct independent professional activity in a dynamically changing multicultural society; navigate the cultural environment of modern society; explain the phenomenon of culture, its role in human life; navigate cultural issues, independently understand the influence of cultural factors on the behavior of individuals;</p> <p>Skills: preservation and enhancement of national and world cultural heritage; practical skills of practical use of knowledge and skills in matters of taking into account the specifics of cultural behavior of various individuals and collectives in modern conditions of the formation of civil society in the Republic of Kazakhstan.</p>
1	Psychology	General education	<p>To know: the meaning and place of psychology in the system of sciences; the main directions of personality development in modern psychology; personal values and meanings in professional self-determination; the relationship and mutual influence of the psyche and body; techniques and techniques of effective communication.</p> <p>Be able to: interpret basic psychological theories, concepts; use methods and mechanisms for regulating emotions in everyday life; identify patterns of behavior in a conflict situation and conduct self-diagnosis.</p> <p>Skills: to master the definitions of individual psychological characteristics of personality, value-semantic concepts in professional self-determination of personality; recognition of psychological impact and effective communication.</p>



1/2	Physical Culture	General education	<p>To know: the role of physical culture in the development and training of a specialist; the basics of the state policy of the Republic of Kazakhstan in the field of physical culture and sports; theoretical and methodological foundations of physical culture; the main achievements of the Republic of Kazakhstan in the field of physical culture; hygienic and organizational foundations of physical culture and sports.</p> <p>Be able to: use practical skills in life that ensure the preservation and strengthening of health, the development and improvement of psychophysical abilities and qualities; use physical culture, sports and wellness activities to achieve life and professional goals; apply the rules for the safe conduct of physical exercises and sports.</p> <p>Skills: organization of mass sports competitions; exercises for professional and pedagogical physical training, general physical training, special physical training, as well as to put into practice special games; a system of practical skills that ensure the preservation and strengthening of health, development and improvement of psychomotor abilities and qualities.</p>
1	Fundamentals of scientific and environmental knowledge	General education	<p>To know: forms and methods of pre-scientific, scientific and extra-scientific cognition, modern approaches to socio-humanitarian knowledge and their commensurability; basic epistemological models, the nature of transformations of the concept of rationality; fundamentals of ecology and safe human life in the environment, environmental factors and their impact on living organisms, methods for identification, elimination of the influence of harmful factors on humans and environment, and providing comfortable conditions for human life and activity;</p> <p>Be able to: formulate and solve problems that arise in the course of scientific research and require in-depth professional knowledge; modify existing and develop new methods based on the tasks of a specific study; choose methods of protection from hazards in relation to the field of their professional activity and choose ways to ensure comfortable living conditions;</p> <p>Possess the skills of conducting independent research and scientific and pedagogical activities that require extensive education in the appropriate direction; the ability to apply methodological and methodological knowledge in conducting scientific research; skills to ensure the safety of life in professional activities, living conditions and in emergency situations.</p>
1	Fundamentals of economic and legal knowledge	General education	<p>To know: methods of scientific research in economics, various theories about entrepreneurship, financial literacy and market economy, types of entrepreneurial activity, the sphere of entrepreneurship, to master various quantitative and qualitative methods for creating a future business, entrepreneurial calculations, analytical calculations and forecasts, the main provisions of the Constitution and current legislation of the Republic of Kazakhstan, the system of public administration and their terms of reference, the mechanism of interaction between substantive and procedural law, the essence of corruption and the causes of its origin, current legislation in the field of combating corruption, demonstrate knowledge about the idea of a modern rule of law to instill skills of financial literacy, entrepreneurship, leadership, receptivity to innovation based on scientific research in compliance with the principles of academic integrity.</p>

			<p>Be able to: analyze and justify the reality of business plans, market segmentation, competently and professionally assess the market situation for the organization of their business, creatively approach various business tasks, possess practical skills of independent economic work in the field of entrepreneurship, calculate a personal budget, have clear background information and a quick and correct orientation to economic indicators, analyze events and actions from the point of view of the field of legal regulation and be able to refer to the necessary normative acts, navigate the current legislation, using the law to protect their rights and interests, and use spiritual and moral mechanisms to prevent corruption.</p> <p>Skills: acquire practical skills in building graphs and diagrams illustrating various economic models, independently conducting economic work in the field of entrepreneurship, quickly and correctly navigate the actual source information and calculated economic indicators, determine levels of financial security, have the skills to identify economic problems when analyzing specific situations and solving them, taking into account the actions of economic patterns in the market at the micro and macro levels, conducting discussions on legal issues, on the application of norms in the modern period, analyzing the situation of conflict of interest and moral choice.</p>
1	Economic theory	Economic organizational and managerial	<p>Know: the main economic categories in educational and scientific activities; methods of studying economic processes and phenomena; fundamental principles of economic behavior of various subjects; the subject and place of economic theory in the system of economic knowledge; methods of cognition of economic processes; basic concepts and categories of economic science; general principles of economic development; mechanisms of functioning of markets of finished products and resources, formation of factor incomes; the system of national accounts and the main macroeconomic indicators of the national economy; the reasons for the cyclical development of the market economy and its instability; tools and methods of state regulation of the economy, ESG concepts in a closed-loop economy.</p> <p>Be able to: form the relationship between the green economy and ecology, explain the principles of economic behavior of market participants, summarize the results of the analysis of economic information; substantiate the economic aspects of various issues and problems of social development, navigate the main problems of the market economy; calculate the main micro- and macroeconomic indicators; build curves of demand, supply, indifference, equal product, costs, lines budget constraints, equal costs, etc. use various ways to measure the level of prices, employment and unemployment; to build curves of aggregate demand, supply, consumer spending, investment, etc. to critically comprehend economic practice; to put forward hypotheses about the causes of certain economic situations in Kazakhstan and the world, the main directions, and tools for their resolution.</p>

			Skills: to master the methodology of micro- and macroeconomic analysis; critical and analytical approach in the process of perception of economic information.
1	Mathematics in Economics	Economic organizational and managerial	<p>To know: an idea of the methods of mathematics, its role in the development of other sciences, where and how mathematical methods are used; to know the basic definitions, theorems, rules, mathematical methods and practical applications.</p> <p>Be able to: choose a method for mathematical solution of a problem, apply mathematical and statistical methods and techniques for analyzing socio-economic and other data, build mathematical models; set mathematical problems; select suitable mathematical methods and algorithms for solving the problem; apply numerical methods using modern computing technology to solve the problem; provide high-quality mathematical research; based on the conducted mathematical analysis to develop practical recommendations.</p> <p>Skills: possess a culture of thinking, is capable of generalization, analysis, perception of information, setting goals and choosing ways to achieve them; be able to logically correctly, argumentatively and clearly build oral and written speech; willingness to cooperate with colleagues, work in a team; use the basic laws of disciplines in professional activities, apply methods of mathematical analysis and modeling, theoretical and experimental research.</p>
2	Philosophy	General education	<p>To know: basic philosophical concepts and categories, patterns of development of nature, society and thinking; the essence of philosophical categories, terminology of philosophy and structure of philosophical knowledge, functions of philosophy, methods of philosophical research; the place and role of philosophy in public life;</p> <p>Be able to: use the basics of philosophical knowledge to form a worldview position; analyze worldview, socially and personally significant philosophical problems; navigate the system of philosophical knowledge as a holistic view of the foundations of the universe and the prospects for the development of planetary society; understand the characteristic features of the modern stage of philosophy development.</p> <p>Skills: philosophical analysis of various types of worldview; skills of philosophical thinking to develop a systematic, holistic view of the problems of society; skills of analyzing texts with philosophical content.</p>

2	Accounting and auditing	Economic organizational and managerial	<p>Know: basic knowledge of accounting and auditing, the logic of reflecting the facts of economic activity on accounting accounts, the principles of cost accounting and profit calculation of the company, the procedure and methods of preparing financial statements; the technology of conducting audits, types and methods of collecting audit evidence,</p> <p>Be able to: apply and use legislative, regulatory and instructional materials, methods and techniques, methods of accounting and auditing, keep records and calculate the profitability of production.</p> <p>Skills: reflecting assets, liabilities, capital, income and expenses on accounting accounts in accordance with international financial reporting standards; reflecting the organization's business operations in the form of accounting correspondence; filling out primary documentation and compiling accounting documentation; using financial information to solve optimization problems in the organization, ensure timely crediting of income and accounting expenses.</p>
2	Professional Kazakh (Russian) language	Professional	<p>To know: professional vocabulary and terminology; specifics of oral communication in the professional field; linguistic features of oral and written communication; features of business communication and business etiquette.</p> <p>Be able to: use the Russian language in interpersonal communication and professional activities; carry out business communication and conduct business conversations on professional topics; write and transmit the necessary information; explain your point of view and critically evaluate the propositions put forward; create your own statements, essays, etc., apply business etiquette norms in speech.</p> <p>Skills: expressing one's thoughts and opinions in interpersonal and business communication in Russian; professional terms and concepts; analyzing professional text; information competence: the ability to work with a book, textbook, reference literature, dictionaries, find the necessary information.</p>
2	Professionally oriented foreign language	Professional	<p>To know: lexical material on the topics of this discipline; regulatory requirements for registration (official letter, essay, etc.), improve pronunciation skills; develop productive and receptive lexical and grammatical skills; improve general dialogic speech skills related to situations of everyday and professional communication; develop listening skills (with a full understanding of what was heard); develop and to improve writing skills; to improve the skills of introductory, studying, viewing and searching reading.</p> <p>Be able to: automate the technical skills of reading to oneself; develop the ability to transmit scientific information and literature of a socio-political nature; develop the skills of monologue (prepared) speech – the deployment of a thesis; master the reversed reading aloud of a prepared message; teach referencing skills.</p>

			Skills: to master the complexity in solving practical, educational, educational and developmental goals (with practical goals acting as the leading ones); the communicative orientation of the learning process.
2	Microeconomics	Economic organizational and managerial	<p>To know: concepts and terminology of microeconomics, basic concepts and methodology of microeconomics; basic methods of microeconomic analysis; the mechanism of functioning of the market economy at the micro level; laws and patterns manifested in the behavior of individual economic entities; economic mechanisms of functioning of the firm (enterprise) in market conditions; microeconomic tools for evaluating the effectiveness of economic activity of the firm (enterprise); the mechanism of formation prices of goods in various market structures; the need, methods and consequences of state regulation of the activities of organizations.</p> <p>Be able to: understand the methods of microeconomic analysis, use microeconomic theories in analysis; assess the state of individual markets, explain the reasons for consumer and firm behavior, apply microeconomic analysis methods in interpreting economic reality; apply the knowledge gained when considering specific situations.</p> <p>Skills: critical analysis and evaluation of various economic concepts, their role in economics; research of patterns of economic development at the micro level; application of theoretical provisions in solving practical problems; determination and analysis of indicators of the effectiveness of the company analysis of the activities of an individual firm (enterprise) and trends in the development of the economic system as a whole.</p>
2	Macroeconomics	Economic organizational and managerial	<p>To know: the terminology of macroeconomics, the main patterns of development of the market economy; the main features of the functioning of the national economy; characteristics of economic relations at the level of macroeconomics as a basic level of economic development; the main theoretical provisions and key concepts of macroeconomics; methods and directions of state influence on the economic system; features of the implementation of state economic policy in Kazakhstan conditions; the relationship of the studied discipline with others sciences.</p> <p>Be able to: understand the methods of macroeconomic analysis; use macroeconomic theories to analyze the types and tools of macroeconomic policy; develop recommendations for improving macroeconomic analysis; calculate the most important indicators and coefficients of macroeconomic processes and phenomena; use methods of macro-economic analysis in the interpretation of economic reality; understand the essence and content of economic processes and phenomena described by macroeconomical models and functional dependencies; apply the knowledge gained when considering specific situations.</p> <p>Skills: to master the basic conceptual and categorical apparatus of macroeconomics; methods of macroeconomic analysis and calculation of key indicators; the ability to assess the effectiveness and socio-economic consequences of specific government measures used in the implementation</p>

			of the stabilization policy of the state.
2	Statistics	Economic organizational and managerial	<p>To know: selective observations, statistical methods for studying the dynamics of social phenomena, the subject and method of statistics, statistical observation, statistical summary and grouping, absolute and relative values, average values and indicators of variation, selective observation, series of dynamics, indices, statistical study of the interrelationships of social phenomena, population and labor statistics, system of national accounts, the main macroeconomic indicators, statistics on the standard of living of the population.</p> <p>Be able to: formulate the goals and objectives of statistical research; compile statistical research programs, systematize and summarize economic information, analyze the structure and trends of the development of the Kazakh and world economy, predict economic processes; collect and register information, carry out primary processing and control of observation materials, perform calculations of statistical indicators and formulate basic conclusions, to carry out a comprehensive analysis of the studied socio-economic phenomena. apply the acquired knowledge and skills: in practice.</p> <p>Skills: the use of statistical information in the further development of general and special economic disciplines; the use of statistical methods for processing and analyzing quantitative and qualitative information about the development of socio-economic processes and phenomena.</p>
2	Management	Economic organizational and managerial	<p>To know: methods of management and building organizational management structures; to apply management methods, tools and techniques in professional activity. Be able to: analyze organizational management structures; plan and organize the work of the department; evaluate the effectiveness of the main approaches in the management of the organization.</p> <p>Skills: to develop specific skills for the implementation of effective management in an enterprise based on the use of international experience, to apply methods and methods of enterprise and personnel management.</p>

2	Strategic management	Economic organizational and managerial	<p>To know: modern concepts of strategic management; methodological foundations of strategic management; modern analytical tools to support strategic decision-making.</p> <p>Be able to: choose management methods adequate to strategic objectives; identify and organize the effective use of available resources and information; analyze the external and internal environment of the system; work in a team and organize teamwork in a strategic project.</p> <p>Skills: to determine the stages of organizing work on the preparation of strategic changes; collection, selection, generalization and transformation of information necessary for strategic analysis; identification of weaknesses and strengths of the organization, opportunities and threats in the development of the system under study; application of identified potentials, dependencies and risks of system development to develop strategic recommendations.</p>
2	Marketing	Economic organizational and managerial	<p>To know: the main tools of the marketing complex; the marketing environment and its analysis; approaches to the organization of marketing services; organization, management and design of processes in the field of marketing; advertising, specifics of logistics and sales.</p> <p>Be able to: analyze the situation on the labor market and other marketing research data, determine the effectiveness of marketing planning and controlling at the enterprise; select, process and analyze marketing research data; present the results of research and analytical work to a professional and mass audience; evaluate the economic effectiveness of marketing solutions.</p> <p>Skills: to master the mechanism and principles of marketing organization and ensuring the competitiveness of firms, the development of innovative methods, tools and technologies for marketing activities; analysis and evaluation of marketing activities to develop an organization strategy.</p>
2	Competitiveness of industries and firms	Economic organizational and managerial	<p>To know: the principles and factors of competitiveness of the enterprise and the agro -industrial complex; competitiveness of goods and services; the mechanism of competitiveness of the enterprise; strategic goals of the main competitors of the company.</p> <p>Be able to: apply the acquired knowledge in a competitive environment; determine the level of competitiveness of the company's personnel, products of the enterprise, the state of the enterprise in the industry.</p> <p>Skills: to show the necessary practical solutions to problems to improve education with a higher degree of independence, to master the mechanism and principles of marketing organization and ensuring the competitiveness of firms</p>

2	Finance	Economic organizational and managerial	<p>Know: the concept of finance and financial instruments, the basics of the organization and management of public finance, finance of business entities and financial institutions; terminology and concepts of the activities of subjects of financial relations, modern concepts of public finance, "Green" finance, environmental investments, ESG bonds</p> <p>Be able to: analyze and manage the activities of financial and investment markets, be able to analyze cash flows at macro and micro levels, apply conceptual and categorical apparatus in professional activities; search for information on the received task, collect, analyze data;</p> <p>Skills: financial management to make decisions on the formation and use of financial resources at different levels of social structure, to master the methodology of currency research; modern methods of collecting, processing and analyzing currency and financial and economic data</p>
3	Investment activities of companies	Economic organizational and managerial	<p>To know: concepts and types of investments and investment activities, types and organization of investment activities in the context of the formation and development of market relations, factors and organization; investment and financial markets, institutions and instruments; investment policy and methods of state regulation of investments and all investment activities; the procedure and mode of functioning of foreign investments in the Republic of Kazakhstan and foreign countries.</p> <p>Be able to: create financial statements, identify sources of investments and their effectiveness, determine the viability of investment projects, evaluate them, find critical points and conduct sensitivity analysis; analyze financial infrastructure as a source of investment activity; calculate cases for investment projects and publicly defend them.</p> <p>Skills: independent work, self-organization and organization of tasks; modern methods of calculation and analysis of socio-economic indicators characterizing investment processes at the meso- and macro-levels.</p>
3	Funding and investment lending	Economic organizational and managerial	<p>To know: the essence and importance of investment; the infrastructure of the investment market and the mechanism of its functioning; theoretical and methodological foundations of investment; the functions of an investor and participant in the investment market, the role of financial intermediaries in investing; the essence of foreign investments and their necessity for the recipient country of capital; the mechanism of functioning of the investment market and the risks associated with investment; the stages of formation investment strategy of the company; the concept of an investment project and its life cycle; the essence of monitoring the investment process</p> <p>Be able to: assess the attractiveness of the investment climate of the state and the region; determine the expediency for an investor to invest in financial and real assets; evaluate the possibilities of using investments in different directions.</p> <p>Skills: to develop a financial model of an investment project, tools for assessing the economic efficiency of the implementation of an investment project; methods and means of developing</p>



			and justifying investments of various projects
3	Labor economics	Economic organizational and managerial	<p>To know: a systematic understanding of the participants of the labor market, the main problems of the functioning of the market and issues of state regulation of social and labor relations, to know the range of issues and practical problems studied by the modern labor market economy, as well as to navigate the features and patterns of the formation and development of labor markets in the Republic of Kazakhstan;</p> <p>Be able to: analyze organizational structures, the competitive environment, the situation on the labor market, put into practice the obtained values in labor market theory, analyze and critically substantiate the situation on the labor market, have practical skills in providing and interpreting information regarding the activities of labor market entities.</p> <p>Skills: apply methods and methods of enterprise and personnel management, self-collection, analysis and presentation of information characterizing the processes taking place in the labor market.</p>
3	Personnel management	Economic organizational and managerial	<p>To know: theory and practice, methods and methods of personnel management, to know the composition and content of the stages of the personnel management process, the system of planning, recruitment and selection of personnel, the content of work on social adaptation of employees, organization of wages and motivation of personnel, methods of personnel assessment, mechanisms for managing personnel development and foreign experience in personnel management;</p> <p>Be able to: apply methods and methods of enterprise and personnel management, formulate goals and missions of the enterprise;</p> <p>Skills: to analyze organizational structures, the competitive environment, the situation on the labor market, planning, organization, motivation and control of personnel management, as well as the application of the basic provisions of personnel management in existing problems and directions of further development of the organization.</p>
3	Logistics	Economic organizational and managerial	<p>To know: basic concepts, concepts, mechanisms of functioning and types of logistics; to describe ways and methods of organizing logistics of material flows;</p> <p>Be able to: distinguish between the main methods and types of logistics of material and information resources, organize material flows in time and space with the least losses, carry out organizational and planning calculations for the creation or reorganization of production sites, plan the work of personnel, as well as make requests for equipment and spare parts.</p> <p>Skills: to provide justification and explain the choice of management decisions, design methods and organization of logistics processes</p>

3	Logistics of information flows	Economic organizational and managerial	<p>To know: the main methods of logistics organization of information flows, characteristics of the logistics information system, information flows in logistics systems, methods of analysis and design of logistics information flows, planning of logistics business processes</p> <p>Be able to: distinguish between the main methods and types of logistics of material and information resources, view the emerging effect of the logistic approach to the organization of production.</p> <p>Skills: to organize production processes, material and information and financial flows in time and space, to organize the logistics of information flows in order to create harmoniously organized, easily manageable, highly efficient enterprise models.</p>
3	Tax and taxation	Economic organizational and managerial	<p>To know: concepts in the field of taxes and taxation, principles of construction and elements of tax systems, fundamentals of the tax system of the Republic of Kazakhstan, theoretical and methodological principles of tax collection, methods of their calculation; forms of tax accounting and tax reporting on the calculation of taxes and fees and be able to fill them out.</p> <p>Be able to: operate with tax-related norms; be able to fill out tax reporting forms; distinguish between the main types of taxes, give legal advice in the field of taxation, use regulatory documents in the field of taxes, calculate taxes and fees paid by organizations and individuals, issue payment documents for transferring taxes and fees to the budget.</p> <p>Skills: calculate the main indicators of the company's work to identify the tax base, calculate taxes and fees levied to the state budget, use available information bases to ensure taxation of legal entities and individuals.</p>
3	Tax law The Republic of Kazakhstan	Economic organizational and managerial	<p>To know: the basic concepts of tax law, tax and legal norms and tax relations; to know the characteristics of the current taxation system, the difference and relationship between taxes and other mandatory payments to the state budget and their characteristic features; to assimilate regulatory materials related to taxation and tax activities, as well as the problems of building the tax system of the state.</p> <p>Be able to: operate with legal concepts and norms of tax law, draw up and execute legal documents, provide qualified legal advice, understand the content of the legal rights and obligations of subjects of tax relations, the mechanism of their interaction.</p> <p>Skills: to determine the tax base; to provide legal advice in the field of taxation, systemic, structural and logical analysis, drafting legal documents, correct use of terminology.</p>

3	1C Accounting	Professional	<p>Know: the main types of accounting automation in enterprises. The technology of accounting in the software environment 1C: Accounting.</p> <p>Be able to: use automated accounting and reporting programs (1C-Accounting) to keep records of cash transactions. Maintain accounting and tax records, generate financial and regulated reports</p> <p>Skills: work in a typical configuration "Enterprise Accounting" of the "1C: Enterprise" system.</p>
3	Financial statements of the company	Professional	<p>To know: the composition and content of financial statements of enterprises of the Republic of Kazakhstan; the structure of financial statements; tools for processing economic data in accordance with the task.</p> <p>Be able to: analyze the financial condition of the company and the situation in the financial market, create financial statements, calculate financial ratios with the development of conclusions; has the ability to analyze and use information sources to solve problems in the field of presentation and interpretation of financial statements of a group of companies.</p> <p>Skills: documenting business operations, preparing analytical and informational materials on the financial statements of a group of companies for the company's management and stakeholders necessary for making strategic decisions.</p>
3	Big Data and Business analytics	Professional	<p>To know: network models of cloud services and features of cloud architecture design, basic concepts and terminology of cloud technologies; areas of application of cloud technologies; the concept of cloud computing in relation to business activities; to know the basic principles of cloud computing, principles and methods of application development for cloud systems using various platforms; cloud computing infrastructure;</p> <p>Be able to: choose software tools for data analysis and cloud services, describe the possibilities of using information technologies and an innovative approach; manage and store data, determine the stages of transition to a multi-tenant, dedicated, customizable, multi-tenant architecture, use cloud programming techniques, evaluate the effectiveness of application, long-term prospects, study the economics of cloud computing;</p> <p>Skills: to design algorithms, models and methods for software and cloud architectures, to create models for the organization of multi-tenant data storage, software development of cloud systems, system administration for the development and maintenance of applications deployed in the clouds</p>
3	Cloud Computing Services	Professional	<p>To know: network models of cloud services and design features of cloud architectures, basic concepts and terminology of cloud technologies; areas of application of cloud technologies; the concept of cloud computing in relation to business activities; to know the basic principles of cloud computing, principles and methods of developing applications for cloud systems using various platforms; cloud computing infrastructure;</p>

			<p>Be able to: choose software tools for data analysis and cloud services, describe the possibilities of using information technologies and an innovative approach; manage and store data, determine the stages of transition to a multi-tenant, dedicated, customizable, multi-tenant architecture, use cloud programming techniques, evaluate the effectiveness of application, long-term prospects, study the economics of cloud computing;</p> <p>Skills: to design algorithms, models and methods for software and cloud architectures, to create models for the organization of multi-tenant data storage, software development of cloud systems, system administration for the development and maintenance of applications deployed in the clouds.</p>
4	Planning and budgeting system	Professional	<p>To know: indicators of achievement of competencies, to set goals and formulate tasks related to the implementation of professional functions.</p> <p>Be able to: develop enterprise plans and carry out calculations of business planning sections, evaluate the effectiveness of individual business processes and management decisions; perform calculations on sections of the business plan, make medium-term budgets.</p> <p>Skills: to implement a budgeting system and draw up medium-term budgets of firms; to analyze and meaningfully interpret the results obtained in accordance with the standards accepted in the organization.</p>
4	Internal production planning and budgeting	Professional	<p>To know: the basics of the organization of planned work at the enterprise; the regulatory framework of planning; the basics of strategic planning; the basics of production planning;</p> <p>Be able to: develop enterprise plans and carry out calculations of business planning sections, implement a budgeting system and draw up medium-term budgets of firms, make up an algorithm for carrying out planned work at the enterprise; evaluate planned indicators based on the use of a set of planning methods; calculate and scientifically substantiate the production program of the enterprise; calculate the cost of production; balance working hours and predict the number of personnel; develop a financial plan.</p> <p>Skills: to develop skills in developing plans for the socio-economic development of the enterprise, skills of qualified management of financial and economic divisions of the enterprise, to implement a budgeting system and to draw up medium-term budgets of firms.</p>
4	Valuation of assets and businesses	Professional	<p>To know: the basic concepts used in valuation activities; the regulatory framework and the system of organization of valuation activities in Kazakhstan; the main methods of assessing the value of assets and businesses of companies;</p> <p>Be able to: apply various methods and methods of asset value analysis to collect data for evaluation, systematize and interpret them; evaluate the value of assets and businesses using various methods; compare the results and summarize them in an evaluation report.</p> <p>Skills: to master the tools of analysis and forecasting methods for estimating the value of</p>

			individual business assets: real estate, machinery and equipment, intangible assets, financial assets, etc.
4	Business valuation	Professional	To know: the fundamental concepts of valuation, goals and principles of business valuation; the main characteristics of enterprises and organizations as an object of valuation; methods of financial analysis and techniques of its application in business valuation; approaches and methods of business valuation To be able to: apply methods and tools of business valuation; analyze information for its application in order to assess the value of property; use information submitted by the appraiser in the evaluation report; Skills: to master the methodology of collecting and preparing information for business assessment in order to make managerial decisions, to determine the array of information for conducting business assessment.
4	Business law	Professional	To know: the basics of business law, principles, legal features of the creation, reorganization and liquidation of business entities, state regulation of entrepreneurial activity, features of protecting the rights of entrepreneurs and resolving economic disputes, legal regulation of exchange activities, investment activities, foreign economic activity Be able to: systematize, summarize regulatory and legal information about the activities of financial institutions and economic entities for use in professional, including entrepreneurial activities, analyze and legally qualify typical violations of accounting, tax and cash management discipline. Skills: expertise of payment and settlement documents used in the implementation of financial and economic transactions in commercial and budgetary institutions subordinate to the authorities of the Republic of Kazakhstan
4	Competition law	Professional	To know: Knows the experience of Kazakhstani and foreign antimonopoly authorities; features of legal regulation of competition; features of regulatory regulation of competitive relations; the role, place and importance of competition policy; models of competition and competition law. Be able to: Be able to organize work on legal regulation of competition and on conducting competition policy; develop basic types of contracts and agreements taking into account the requirements of antimonopoly legislation; develop local regulatory acts of the organization taking into account the requirements of antimonopoly legislation; link together economic and legal processes in the field of competition regulation and the application of antimonopoly legislation. Skills: Has the skills to draw up local regulations of the organization taking into account the requirements of ensuring compliance with the current antimonopoly legislation when making legal decisions in the competitive field; drafting contracts and agreements in the field of competition and taking into account the requirements of antimonopoly legislation.

### 3The list of modules included in the educational program

№ Module	Name of the module	The list of disciplines included in the module	Block	Semester	Volume of loans	Form of control	Total credits by module
M1	Module of historical and philosophical knowledge	The history of Kazakhstan	GED CC	2	5	GE	10
		Philosophy	GED CC	4	5	Exam	
M2	Instrumental and communication module	Information and communication technologies	GED CC	1	5	Exam	25
		Foreign language	GED CC	1,2	10	Exam	
		Kazakh (Russian) language	GED CC	1,2	10	Exam	
M3	Module of socio-political knowledge	Sociology		2	2	Exam	8
		Political Science		2	2	Exam	
		Cultural studies		2	2	Exam	
		Psychology	GED CC	1	2	Exam	
M 4	The module of economic, legal and environmental safety	Fundamentals of economic and legal knowledge	GED UC	2	3	Exam	5
		Fundamentals of scientific and environmental knowledge	GED UC	2	2	Exam	
M5	The Fundamentals of Economics Module	Economic theory	BD UC	1	6	Exam	8
		Educational practice	BD UC	2	2	Final assessment по практике	
M6	The Principles of Economics Module	Mathematics in Economics	BD UC	1	5	Exam	14
		Microeconomics	BD UC	3	5	Exam	
		Macroeconomics	BD UC	4	4	Exam	
M7	Health Promotion Module	Physical Culture	GED CC	1,2,3,4	8	Def . credit	8
M8	Professional Linguistics Module	Professional Kazakh (Russian) language	BD UC	3	3	Exam	6
		Professionally oriented foreign language	BD UC	4	3	Exam	

M9	Accounting and Economics Module	Accounting and auditing	BD UC	3	4	Exam	11
		Enterprise economy	PD UC	3	5	Exam	
		Production practice 1	BD UC	4	2	Final assessment по практике	
M 10	Finance and Statistics Module	Statistics	BD UC	3	5	Exam	10
		Finance	BD UC	4	5	Exam	
M 11	Management and Marketing Module	Management/ Strategic management	BD CC	3	6	Exam	10
		Marketing/ Competitiveness of industries and firms	BD CC	4	4	Exam	
M12	The module of economic activity of the enterprise	Organization of production	PD UC	4	5	Exam	18
		Labor Economics / Personnel Management	BD CC	5	4	Exam	
		Economic analysis	PD UC	5	5	Exam	
		Production practice 2	BD UC	6	4	Final assessment по практике	
M13	The module of tax and financial policy	Investment activity of companies/ Funding and investment lending	BD CC	5	5	Exam	15
		Tax and taxation/ Tax Law of the Republic of Kazakhstan	BD CC	5	5	Exam	
		IC accounting/ Financial statements of the company	BD CC	6	5	Exam	
M14	The module planning in market conditions and logistics organization	Logistics / Information flow logistics	BD CC	5	5	Exam	15
		Planning and budgeting system / Internal production planning and budgeting	BD CC	7	4	Exam	
		Cluster Economy/ Regional Economy	PD CC	6	6	Exam	
M15	The module of sustainable development of the circular economy	The economics of sustainable development	BD UC	6	5	Exam	10
		Circular economy	BD UC	7	5	Exam	
M16	Module Economics and industry planning	Industry economics/ Service economics	PD CC	6	6	Exam	22
		National Economy/ Strategic Planning	PD CC	7	6	Exam	
		Agribusiness/ Economy of the agro-industrial complex	PD CC	8	4	Exam	
		Quality control / Assessment of innovation	PD CC	7	6	Exam	

		potential					
M17	Business Value Assessment Module	Cost management/ Controlling	BD CC	7	4	Exam	19
		Valuation of assets and business / Business Valuation	BD CC	7	5	Exam	
		Production practice 3	PD UC	8	8	Final assessment по практике	
		Pre-graduate practice	PD UC	8	2	Final assessment по практике	
M18	The module digital detail and IT technologies in the field of economic development and global economic relations	Digital Economy/ Innovative Economy	PD CC	5	6	Exam	18
		World economy and IEE / International economy	PD CC	8	5	Exam	
		Competition law/ Business law	BD CC	8	3	Exam	
		Big Data and Business analytics/ Cloud Computing Service	BD CC	6	4	Exam	
M19	Final certification	Final certification	ATT	8	8	FC	8
Итого							240