

**Table 2. List of mandatory courses- study program (first cycle)
MARKETING AND FINANCE**

Or.no.	CODE	Courses	Number of Credits	Weekly fund of hours	Total fund of hours
1	E101	Introduction to Business and Economics	8	4+2	200
2	E102	Principles of Accounting	8	4+2	200
3	E103	Business Mathematics	8	4+2	200
4	E 104	Basics of Management	8	4+2	200
5	E 105	Makroeconomics	8	4+2	200
6	E 106	Business Statistics	8	4+2	200
7	E 107	Markets and Financial Institutions	8	4+2	200
8	E 108	Financial Accounting	8	4+2	200
9	E 109	Basics of Management	8	4+2	200
10	E 110	Financial Management	8	4+2	200
11	E 111	Marketing Management	8	4+2	200
12	E 112	Public Finances	8	4+2	200
13	E 113	Project Management	8	4+2	200
14	E 114	Marketing Research	8	4+2	200
15	E 115	International Finances	8	4+2	200
16	E 116	Sales and Promotion	8	4+2	200
17	E 117	Corporate Finance	8	4+2	200
18	E 118	E-Marketing	8	4+2	200
Total			144		

**Table 3. List of Elective Courses– (First Cycle)
STUDY PROGRAM MARKETING AND FINANCE**

Or. No.	Code	Courses	Total fund of hours	Weekly fund of hours	Number of credits
1.	E125	Operational Management	90	2+1	3
2.	E120	Economic Planning	90	2+1	3
3.	E121	Business Plan	90	2+1	3
4.	E122	Foreign Exchange Policy	90	2+1	3
5.	ENG01	English Language 1	90	2+1	3
6.	ENG02	English Language 2	90	2+1	3
7.	ENG03	English Language 3	90	2+1	3
8.	ENG04	English Language 4	90	2+1	3
9.	E123	Introduction to Business	90	2+1	3
10.	MKD01	Macedonian Language	90	2+1	3
11.	ALB01	Albanian Language	90	2+1	3

12.	CCS102	IT-skills	90	2+1	3
13.	E124	Banking Marketing	90	2+1	3
14.	L124	Business Law	90	2+1	3
15.	E126	Economics of Internal Trading	90	2+1	3
16.	E127	Quantitative Methods in Finance	90	2+1	3
17.	E128	International Economics	90	2+1	3
18.	E129	Business Ethics and Social Responsibility	90	2+1	3
19.	E130	E-Business	90	2+1	3
20.	E131	Human Resource Management	90	2+1	3
21.	E132	System Information Management	90	2+1	3
22.	E133	Career Development	90	2+1	3
23.	E135	Entrepreneurship	90	2+1	3
24.	E136	Small Business Management	90	2+1	3
25.	E137	Investment Portfolio and Valuable Papers	90	2+1	3
26.	E138	Monetary Economy	90	2+1	3
27.	E140	Economic Growth and Development	90	2+1	3
28.	E141	Banking Management	90	2+1	3
29.	E142	Sales Methods	90	2+1	3
30.	E144	Applied Economics	90	2+1	3
31.	E119	Contemporary Economic Systems	90	2+1	3
32.	IUS102	International Organizations and Integrations	90	2+1	3
33.	IUS120	Computer communication and Application	90	2+1	3
34.	IUS107	European Economic Integration	90	2+1	3
35.	IUS108	The EU Common Market	90	2+1	3
36.	IUS111	Political Culture and Communication	90	2+1	3
37.	IUS113	International Commercial Transactions	90	2+1	3
38.	IUS115	International Trade Regulation	90	2+1	3
39.	IUS118	Ethics and Business Communication	90	2+1	3
40.	IUS119	Civil Society and Non-Governmental Organizations	90	2+1	3
41.	IUS125	IT-Ethics	90	2+1	3

- Macedonian Language is Mandatory for all Students whose mother tongue is not Macedonian

**Table 5. Organization of Courses through the Semester – Study Program
MARKETING DHE FINANCE (First Cycle)**

Organization of Courses through the Semester				
Or.no	I Semester	Mandatory Courses	Credits	Hours
1	E101	Introduction to Business and Economics	8	4+2
2	E102	Principles of Accounting	8	4+2
3	E103	Business Mathematics	8	4+2
ELECTIVE COURSES				
4		Elective course	3	2+1
5		Elective course	3	2+1
		Total I	30	16+8
	II Semester	MANDATORY COURSES	Credits	Hours
1	E 104	Basics of Managment	8	4+2
2	E 105	Makroekonomics	8	4+2
3	E 106	Business Statistics	8	4+2
ELECTIVE COURSES				
4		Elective Courses	3	2+1
5		Elective Courses	3	2+1
		Total II	30	16+8
FIRST ACADEMIC YEAR – TOTAL			60	32+16
	III Semester	MANDATORY COURSES	Credits	Hours
1	E 107	Markets and Financial Institutions	8	4+2
2	E 108	Financial Accounting	8	4+2
3	E 109	Basics of Marketing	8	4+2
ELECTIVE COURSES				
4		Elective Courses	3	2+1
5		Elective Courses	3	2+1
		Total III	30	16+8
	IV Semester	MANDATORY COURSES	Credits	Hours
1	E 110	Financial Managment	8	4+2
2	E 111	Marketing Managment	8	4+2
3	E 112	Public Finances	8	4+2
ELECTIVE COURSES				
4		Elective Courses	3	2+1
5		Elective Courses	3	2+1
		Total IV	30	16+8
SECOND ACADEMIC YEAR- TOTAL			60	32+16
	V Semester	MANDATORY COURSES	Credits	Hours
1	E 113	Project Management	8	4+2
2	E 114	Marketing Research	8	4+2

3	E 115	International Finances	8	4+2
	V Semester	ELECTIVE COURSES	Credits	Fund of hours
4		Elective course	3	2+1
5		Elective Course	3	2+1
		Total V	30	16+8
	VI Semester	MANDATORY COURSES	Credits	Fund of hours
1	E 116	Sales and Promotion	8	4+2
2	E 117	Corporate Finances	8	4+2
3	E 118	Internet Marketing	8	4+2
		ELECTIVE COURSES		
4		Elective course	3	2+1
5		Elective course	3	2+1
		Total VI	30	16+8
		THIRD ACADEMIC YEAR – TOTAL	60	32+16

**Table 2. LIST OF MANDATORY COURSES – STUDY PROGRAM
MARKETING DHE FINANCE (second cycle)**

Or.no.	Code	COURSES	Nr. Of credits
1	E 201	Research Methodology	8
2	E 202	International Financial Management	8
3	E 203	Strategic Management	8
4	E 204	Production Politics	8
5	E 205	Prices Politics	8
6	E 206	Financial Reports Analysis	8
7	E 207	Consumer Behavior	8
8	E 208	Investing Management	8
9	E 209	International Marketing	8
Total			72

**Table 3. List of Elective Courses – Group 1 Study program
MARKETING DHE FINANCE (SECOND CYCLE)**

Or.No.	Code	Courses	Nr. of credits
1.	E210	International Economic Relations	3
2.	E211	International Business Law	3
3.	E212	International Business	3
4.	E213	Economy in Development	3

5.	E214	Public Sector Economy	3
6.	E215	Organized Behavior	3
7.	E216	EU's Political Economics	3
8.	E217	International Management	3
9.	E219	Corporate Financial Reports	3
10.	E220	Globalization and International Organizations	3
11.	E221	European Economic Integration	3
12.	E222	Distribution and Sales Politics	3
13.	E223	Corporate Management	3
14.	E224	Basics Management	3
15.	E225	E-Business	3
16.	E226	Economy in Transition	3
17.	E227	Strategic Management	3
18.	E228	Service Management	3
19.	L 218	Customs law and Customs Fees	3
20.	IUS506	Selected advanced IT chapters to write a research paper	3
21.	IUS504	Political Culture and Communication	3

**Table 5. Course Organization through Semesters – Study Program
MARKETING DHE FINANCE (SEOCND CYCLE)**

COURSE ORGANIZATION THROUGH SEMESTERS				
Or.no.	VII SEMESTER	MANDATORY COURSES	CREDITS	Fund of hours
1	E 201	Research Methodology	8	6+0
2	E 202	International Financial Management	8	6+0
3	E 203	Strategic Management	8	6+0
ELECTIVE COURSES				
4		Elective course	3	3+0
5		Elective course	3	3+0
		Total VII	30	24+6
	VIII Semester	MANDATORY COURSES	Credits	Fund of Hours
1	E 204	Production Politics	8	6+0
2	E 205	Prices Politics	8	6+0
3	E 206	Financial Reports Analysis	8	6+0

		ELECTIVE COURSES		
4		Elective course	3	3+0
5		Elective course	3	3+0
		Total VIII	30	24+0
		FOURTH ACADEMIC YEAR- TOTAL	60	31+19
	IX Semester	MANDATORY COURSES	Credits	Fund of Hours
1	E 207	Consumer Behavior	8	6+0
2	E 208	Investing Management	8	6+0
3	E 209	International Marketing	8	6+0
		ELECTIVE COURSES		
4		Elective course	3	3+0
5		Elective course	3	3+0
		Total IX	30	24+6
	X Semester	MASTER THESIS	Kredi 30	
		FIFTH ACADEMIC YEAR -TOTAL	60	

**Table 2. LIST OF MANDATORY COURSES – STUDY PROGRAM
BUSINESS AND ECONOMICS (FIRST CYCLE)**

OR.NO.	CODE	COURSES	Nr of credits	Weekly fund of hours	Total fund of hours
1	E101	Introduction to Business and Economics	8	4+2	90
2	E102	Basics of Accounting	8	4+2	90
3	E103	Business Mathematics	8	4+2	90
4	E 104	Basics of Management	8	4+2	90
5	E 105	Makroeconomics	8	4+2	90
6	E 106	Business Statistics	8	4+2	90
7	E 107	Markets and Financial Institutions	8	4+2	90
8	E 108	Financial Accounting	8	4+2	90
9	E 109	Basics of Marketing	8	4+2	90
10	E 128	International Economics	8	4+2	90
11	E 120	Economics Planning	8	4+2	90
12	E 112	Public Finances	8	4+2	90
13	E 113	Project Management	8	4+2	90
14	E 131	Human Resources Management	8	4+2	90
15	E 115	International Management	8	4+2	90
16	E 138	Monetary Economics	8	4+2	90
17	E 135	Enterpreunership	8	4+2	90
18	E 119	Contemporary Economics System	8	4+2	90
Total			144		

**Table 3. List of Elective Courses – Group 1 (first cycle)
Study Program Business and Economics**

Or.no.	CODE	COURSES	Total fund of hours	Weekly fund of hours	Nr of Credits
1	E111	Marketing Management	45	2+1	3
2	E110	Financial Management	45	2+1	3
3	E121	Business Plan	45	2+1	3
4	E122	Foreign Exchange Politics	45	2+1	3
5	ENG01	English Language 1	45	2+1	3
6	ENG02	English Language 2	45	2+1	3
7	ENG03	English Language 3	45	2+1	3
8	ENG04	English Language 4	45	2+1	3
9	TRS01	Turkish Language 1	45	2+1	3

10	TRS02	Turkish Language 2	45	2+1	3
11	E123	Introduction to Business	45	2+1	3
12	MKD01	*Macedonian Language	45	2+1	3
13	ALB01	Albanian Language	45	2+1	3
14	CCS102	IT-skills	45	2+1	3
15	E124	Banking Marketing	45	2+1	3
16	E125	Operating Systems	45	2+1	3
17	E126	The Economics of Domestic Trade	45	2+1	3
18	E127	Quantitative Methods in Finance	45	2+1	3
19	E118	E- Marketing	45	2+1	3
20	E129	Business ethics and Social Responsibility	45	2+1	3
21	E130	E-business	45	2+1	3
22	E114	Marketing Research	45	2+1	3
23	E132	Information System Management	45	2+1	3
24	E133	Career Development	45	2+1	3
25	E134	Banking	45	2+1	3
26	E117	Corporate Finance	45	2+1	3
27	E136	Small Business Management	45	2+1	3
28	E137	Portfolio investment and valuable papers	45	2+1	3
29	E116	Sales Promotion	45	2+1	3
30	E139	Business Logistics	45	2+1	3
31	E140	Economic Growth and Development	45	2+1	3
32	E141	Banking Management	45	2+1	3
33	E142	Sales Methods	45	2+1	3
34	E143	Leadership and Organization Development	45	2+1	3
35	E144	Applied Economics	45	2+1	3
36	E145	Labor Force and Economics	45	2+1	3
37	L124	Business Law	45	2+1	3
38	IUS101	Logistics	45	2+1	3
39	IUS102	International Organizations and Integration	45	2+1	3
40	IUS103	International Economic Law	45	2+1	3
41	IUS104	International Arbitration Law	45	2+1	3
42	IUS105	Multiculturalism	45	2+1	3
43	IUS106	Multilateral Diplomacy	45	2+1	3
44	IUS120	Computer Communication and Application	45	2+1	3
45	IUS121	Google App	45	2+1	3
46	IUS107	European Economic Integration	45	2+1	3
47	IUS108	EU's Common Market	45	2+1	3

48	IUS109	Common Foreign Politics and Security of EU	45	2+1	3
49	IUS110	International Military and Humanitarian Law	45	2+1	3
50	IUS111	Political Culture and Communication	45	2+1	3
51	IUS112	Ethnic Conflicts and International Security	45	2+1	3
52	IUS122	Introduction to Game Programming	45	2+1	3
53	IUS123	Multimedia	45	2+1	3
54	IUS113	International Trade Transactions	45	2+1	3
55	IUS114	International Trade Systems	45	2+1	3
56	IUS115	Regulation of International Trade	45	2+1	3
57	IUS116	International Tribunals	45	2+1	3
58	IUS117	EU Internal Market Law	45	2+1	3
59	IUS118	Ethics and Business Communication	45	2+1	3
60	IUS119	Civil Society and Non-Governmental Organizations	45	2+1	3
61	IUS123	Publications	45	2+1	3
62	IUS125	IT-Ethics	45	2+1	3
63	IUS126	Semiotic Theory of Information and Information System	45	2+1	3
64	IUS127	Semiotics in the Diplomatic Protocol	45	2+1	3
65	IUS128	Semiotics of Law	45	2+1	3
66	IUS129	Ethics and Business Communication	45	2+1	3

- Macedonian Language is Mandatory for all Students whose mother tongue is not Macedonian

**Table 4. Organization of Courses through the Semesters-Study Program
BUSINESS AND ECONOMICS (FIRST CYCLE)**

ORGANIZATION OF COURSES THROUGH THE SEMESTRES				
OR.NO	I SEMESTER	MANDATORY COURSES	CREDITS	FUND OF HOURS
1	E101	Introduction to Business and Economics	8	4+2
2	E102	Basics of Accounting	8	4+2
3	E103	Business Mathematics	8	4+2
ELECTIVE COURSES				
4		Elective course	3	2+1
5		Elective course	3	2+1
		Total I	30	16+8

	II Semester	MANDATORY COURSES	Credits	Fund of hours
1	E 104	Basics of Management	8	4+2
2	E 105	Makroeconomics	8	4+2
3	E 106	Business Statistics	8	4+2
		ELECTIVE COURSES		
4		Elective course	3	2+1
5		Elective course	3	2+1
		Total II	30	16+8
		FIRST ACADEMIC YEAR-CREDITS	60	32+16
	III Semester	MANDATORY COURSES	Credits	Hours
1	E 107	Markets and Financial Institutions	8	4+2
2	E 108	Financial Accounting	8	4+2
3	E 109	Basics of Marketing	8	4+2
		ELECTIVE COURSES		
4		Elective courses	3	2+1
5		Elective courses	3	2+1
		Gjithsej semesetri III	30	16+8
	IV Semester	MANDATORY COURSES	Credits	Hours
1	E 128	International Economics	8	4+2
2	E 120	Economics Planning	8	4+2
3	E 112	Public Finances	8	4+2
		ELECTIVE COURSES		
4		Elective course	3	2+1
5		Elective course	3	2+1
		Total IV	30	16+8
		SECOND ACADEMIC YEAR-TOTAL	60	32+16
	V Semester	MANDATORY COURSES	Credits	Hours
1	E 113	Project Management	8	4+2
2	E 131	Human Resources Management	8	4+2
3	E 115	International Finances	8	4+2
		ELECTIVE COURSES	Credits	Hours
4		Elective course	3	2+1
5		Elective course	3	2+1
		Total V	30	16+8
	VI Semester	MANDATORY COURSES	Credits	Hours
1	E 138	Monetary Economics	8	4+2
2	E 135	Enterpreunership	8	4+2
3	E 119	Contemporary Economic Systems	8	4+2
		ELECTIVE COURSES		
4		Elective courses	3	2+1
5		Elective course	3	2+1

		Total VI	30	16+8
		THIRD ACADEMIC YEAR- TOTAL	60	32+16

**Table 2. List of Mandatory Courses- study program
BUSINESS AND ECONOMICS (SECOND CYCLE)**

OR.NO.	CODE	COURSES	Nr. of credits
1	E 201	Research Methodology	8
2	E 210	International Economic Relations	8
3	E 212	International Business	8
4	E 213	Economy in Development	8
5	E 214	Public Sector Economy	8
6	E 215	Organizational Behavior	8
7	E 220	International Organizations and Globalization	8
8	E 202	International Finance Management	8
9	E 216	EU's Political Economics	8
Total			72

**Table 3. List of Elective Courses (Second Cycle)
Study program BUSINESS AND ECONOMICS**

E207	Consumer Behavior	3
E208	Investing Management	3
E209	International Marketing	3
E206	Financial Reports Analysis	3
E204	Production Politics	3
E205	Prices Politics	3
E203	Strategic Management	3
E211	International Business Law	3
E226	Economy in Transition	3
E227	Strategic Management	3
E228	Service Marketing	3
E225	E- business	3
E217	International Management	3
E218	Public Relations	3
E219	Corporate Financial Reports	3
E221	European Economic Integration	3

E222	Distribution and Sales Politics	3
E223	Corporate Management	3
E224	Basics of Marketing	3
IUS501	Rhetoric	3
IUS502	Multilingualism and Multiculturalism	3
IUS506	Selected advanced IT chapters to write a research paper	3
IUS504	Professional Communication	3
IUS505	Teaching Methodology	3
IUS503	Selected advanced chapters for data analysis	3

Students from group 2 select courses from the List of Elective Courses- Group 2 from all the study programs of International University of Struga

Table 4. Course Organization through the semester- study program
BUSINESS AND ECONOMICS (SECOND CYCLE)

COURSE ORGANIZATION THROUGH THE SEMESTER				
OR.NO	VII Semester		Credits	Fund of hours
1	E 201	Research Methodology	8	4+2
2	E 202	International Economic Relations	8	4+2
3	E 203	International Business	8	4+2
ELECTIVE COURSES				
4		Elective course	3	2+1
5		Elective course	3	2+1
Total VII			30	16+8
	VIII Semester	MANDATORY COURSES	CREDITS	Fund of hours
1	E 213	Economy in Development	8	4+2
2	E 214	Public Sector Economics	8	4+2
3	E 215	Organizational Behavior	8	4+2
ELECTIVE COURSES				
4		Elective Course	3	2+1
5		Elective Course	3	2+1
Total VIII			30	16+8
FOURTH ACADEMIC YEAR-TOTAL			60	32+16
	IX Semester	MANDATORY COURSES	Credits	Fund of hours
1	E 220	International Organizations and	8	4+2

		Globalization g		
2	E 202	International Finance Management	8	4+2
3	E 216	EU's Political Economics	8	4+2
ELECTIVE COURSES				
4		Elective course	3	2+1
5		Elective course	3	2+1
		Total IX	30	16+6
	X Semester	MASTER THESIS	Credits 30	
		FIFTH ACADEMIC YEAR-TOTAL	60	