

3. INFORMATION ABOUT LITHUANIA, ŠIAULIAI AND ŠIAULIAI STATE COLLEGE

3.4. GENERAL DESCRIPTION OF STUDY PROGRAMMES

3.4.16. TRADE MANAGEMENT (Code 653N14002)

Qualification Degree and/or Qualification: Professional Bachelor in Trade

Objectives of the programme:

To prepare a qualified trade manager able to plan, to arrange and direct trade company activities, to exercise company control, to foresee its activities, perspectives, using information technologies, communicating in a foreign language, applying the requirements of Lithuanian language, possessing knowledge of law, management, marketing.

Study modes: full-time, part-time

The structure of the study programme:

1 semester		
Subjects	Credits	ECTS credits
Professional Foreign Language I	2	3
Communication Psychology	2	3
Information Technologies	4	6
Statistics	3	4.5
Applied Mathematics	3	4.5
Economics	3	4.5
Basics of Accounting	3	4.5
Physical Education		
Total:	20	30

2 semester		
Subjects	Credits	ECTS credits
Professional Foreign Language I	2	3
Professional Language Culture	2	3
<i>Elective Subjects:</i>	2	3
Philosophy		
Sociology		
Applied Research Methodology	3	4.5
Management	4	6
Document Management	4	6
Marketing	3	4.5
Physical Education		
Total:	20	30

3 semester		
Subjects	Credits	ECTS credits
Professional Foreign Language II	4	6
<i>Elective Subjects:</i>	2	3
Public Communications		
Career Management		

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3 semester		
Subjects	Credits	ECTS credits
Marketing of Trade	3	4.5
Company Finance	2	3
<i>Introductory Practice in a Real Trade Company</i>	4	6
<i>Elective Subjects:</i> Quality Management of Goods Total Quality Management	3	4.5
<i>Optional Subject</i> Physical Education	2	3
Total:	20	30

4 semester		
Subjects	Credits	ECTS credits
Environmental and Work Safety	2	3
Logistics	2	3
Sales Management	3	4.5
Business Planning and Organisation	4	6
Equipment of Trade Companies	3	4.5
<i>Practice of Organisation of Logistics Process in a Trade Company</i>	4	6
<i>Optional Subject</i> Physical Education	2	3
Total:	20	30

5 semester		
Subjects	Credits	ECTS credits
Business Law	2	3
Food Safety and Hygiene	2	3
Computerised Process of Accounting and Sale of Goods	4	6
Basics of Electronic Trade	3	4.5
<i>Elective Subjects:</i> Business Ethics Business Insurance	3	4.5
<i>Elective Subjects:</i> Public Procurement International Sales Management	4	6
<i>Optional Subject</i> Civil Safety	2	3
Total:	20	30

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6 semester		
Subjects	Credits	ECTS credits
<i>Pre-graduation Practice</i>	12	18
Graduation Paper	8	12
Total:	20	30