



| MAJOR LEARNING OUTCOMES  |   |   |
|--|---|---|
| <b>Academic Year: 2020/2021</b>  |   |   |
| <b>Major: MANAGEMENT</b>   |   |   |
| <b>Degree: Master</b>  |   |   |
| <b>Profile: Practical</b>  |   |   |
| MANAGEMENT - MASTER  |   |   |
| KNOWLEDGE  | SKILLS  | SOCIAL COMPETENCES  |
| <b>Z2_W1</b> Knows and deeply understands the concepts, terms, laws and dilemmas of modern management on a scale of global and local problems in the field of scientific disciplines: management and quality science as well as economics and finance, and is able to use this knowledge in professional activities related to field of study. | <b>Z2_U1</b> Is able to apply theoretical knowledge and specialist knowledge in the field of economic and managerial phenomena, including those related to various functional areas of the enterprise.  | <b>Z2_K1</b> Is ready to critically assess the level of his knowledge and skills and understands the need for continuous learning, due to the dynamics of market and social processes. Occurring in the world and professional environment.                           |
| <b>Z2_W2</b> Knows and deeply understands selected economic facts, phenomena, regularities and mechanisms of market economy functioning on the sector, macroeconomic and global scale as well as their impact on business management.  | <b>Z2_U2</b> Is able to identify, interpret and explain complex social, economic and management phenomena and processes, as well as their relationships, as well as their impact on business ventures and decisions.  | <b>Z2_K2</b> Is ready to independently, critically evaluate the processes taking place in the organization while maintaining reliability, diligence, objectivity and rationality, involving all his knowledge and skills.   |
| <b>Z2_W3</b> Knows and deeply understands the microeconomic premises for making and rationalizing managerial decisions on the scale of an economic entity based on selected facts, phenomena, regularities and mechanisms.   | <b>Z2_U3</b> Is able to observe, interpret and analyze and evaluate processes occurring in the organization and its environment, as well as draw conclusions useful in decision-making processes, make diagnoses using professional diagnostic techniques and methods.              | <b>Z2_K3</b> Is ready to work independently, conducted in a reliable and objective way, maintaining criticism of the results of his own work, deriving satisfaction from it, receiving comments from colleagues, pursuing the path of professional development.       |
| <b>Z2_W4</b> Knows and understands in depth the usefulness and purposefulness of using methods and tools of strategic diagnosis, strategic controlling and analyzes: economic, financial, marketing, logistics, etc. and their significance in managerial decision making processes.   | <b>Z2_U4</b> Is able to forecast and model complex managerial processes and decisions, as well as to develop a strategic, marketing, financial, operational and other plan ... under conditions of risk and uncertainty, taking into account national and international conditions. | <b>Z2_K4</b> Is ready to take on professional challenges in management in managerial (as leader / manager) and executive positions.   |
| <b>Z2_W5</b> Knows the essence and methods of descriptive statistics and mathematical statistics, methods of statistical inference, interval estimation and hypothesis verification, and understands their usefulness and areas of application in management processes.  | <b>Z2_U5</b> Is able to use the acquired knowledge to identify and solve various problems / threats / management risks, and to think projectively and predict the effects of decisions and changes at the operational and strategic level   | <b>Z2_K5</b> Is ready to work and interact in teams, appearing in various roles in them, being open to cooperation and building relationships while observing the rules in force in the field of human resource management.   |
| <b>Z2_W6</b> Knows and deeply understands the mechanisms of financial market operations, taking into account modern financial instruments and the relationship between the postulate of economic efficiency and business risk and financial security of the functioning of an economic entity.   | <b>Z2_U6</b> Is able to efficiently use information and communication technologies used in conducting business activities, including integrated IT systems.   | <b>Z2_K6</b> Is ready to take on the challenges and risks of doing business, including thinking and acting in an entrepreneurial manner, making decisions in high risk situations, taking responsibility for the effects of own actions and the employees he manages. |
| <b>Z2_W7</b> Knows and deeply understands the essence, context and process of operational and strategic management, including the use of modern models of management and process management as well as various economic and social principles and conditions for the implementation of operational and strategic changes in the organization.  | <b>Z2_U7</b> Is able to thoroughly analyze a complex business problem, prepare a research report, present the results of his thought process and formulate synthetic conclusions that facilitate making correct economic decisions.   | <b>Z2_K7</b> Is ready to emphatically understand the needs of members of diverse teams / communities (including international) and accepts their cultural diversity, respects their norms and values.   |
| <b>Z2_W8</b> Knows and deeply understands the place and importance of accounting and finance in the economy and in the enterprise as well as the financial management in the enterprise in the context of the process of rationalizing managerial decisions.   | <b>Z2_U8</b> Is able to indicate and interpret adequate sources of law and legal provisions relating to business operations and intellectual property protection and apply them to solve legal dilemmas related to management and organizational activities in an enterprise.       | <b>Z2_K8</b> Is ready, responsible, uses the entrusted property and available infrastructure, equipment, devices, etc.  |
| <b>Z2_W9</b> Knows and deeply understands selected contemporary theories and concepts in the field of human resource management in organization as well as elements of the theory of sociology and social psychology and its importance for the management of employee teams.  | <b>Z2_U9</b> Is able to record economic events and carry out analyzes in the field of management and financial accounting, as well as select appropriate instruments for financing business ventures in the context of assessing their effectiveness and risk.                      | <b>Z2_K9</b> Is ready to work pro bono and to build corporate social responsibility.  |
| <b>Z2_W10</b> Knows and deeply understands theories and concepts in the field of marketing management and international management as well as premises and models of corporate behavior on international markets in the field of applied marketing strategies.   | <b>Z2_U10</b> Is able to independently solve complex management problems using advanced quantitative methods and tools, as well as assess the quality and usefulness of source data, make their selection, and draw conclusions based on the performed calculation procedures.      | <b>Z2_K10</b> Is aware and is ready to comply with ethical and social standards appropriate to the profession.  |
| <b>Z2_W11</b> Knows and deeply understands the essence of entrepreneurship and the principles of design, creation and development of enterprises as well as the strategic importance of entrepreneurship and innovation for creating the potential of an enterprise at every stage of its development.   | <b>Z2_U11</b> Is able to perform various roles and work in a team solving specific tasks that allow achieving the goals related to designing and undertaking professional activities.   |   |
| <b>Z2_W12</b> Knows and deeply understands the importance and areas of using IT support systems in enterprise management processes as well as the main needs and functions of integrated and partial IT systems and their subordinate role towards various management functions and levels.  | <b>Z2_U12</b> Is able to manage the work of an employee team using the HR management principles and knowledge in the field of sociology and social psychology.  |   |
| <b>Z2_W13</b> Knows and understands the key legal norms regulating the functioning of commercial companies law, commercial law, tax law and labor law as well as intellectual property protection law.   | <b>Z2_U13</b> Is able to use his management knowledge, competences and individual characteristics to manage his own workplace and / or his own business.  |   |
| <b>Z2_W14</b> Knows and understands the purposefulness and principles of independent research for the thesis. Has knowledge of research methods used in management sciences, including the methodology of writing a master's thesis.   | <b>Z2_U14</b> Is able to apply creative thinking, present an entrepreneurial attitude and has the skills to take innovative action.   |   |