

**IMPORTANT INFORMATION FOR UNDERGRADUATE STUDENTS**

We **STRONGLY ADVISE** students to choose courses from **ONLY ONE BLOCK** of the course blocks listed below to avoid overlapping schedules.

Students can choose up to 5 courses per semester (no more than 30 ECTS). Lithuanian language course can be taken as an additional course (on top of the 30 ECTS).

All courses have student quotas. Courses which are already full will not appear in the online application system.

Bachelor students **ARE NOT ALLOWED** to take Master courses.

COURSE DESCRIPTIONS of the previous year's courses are available on [ISM website](#). The upcoming year's descriptions are still under review.

For more information, please contact [Indre.Kasputyte@ism.lt](mailto:Indre.Kasputyte@ism.lt)

**Study programmes:**

|                                          |   |
|------------------------------------------|---|
| INTERNATIONAL BUSINESS AND COMMUNICATION | 2 |
| ENTREPRENEURSHIP AND INNOVATION          | 3 |
| BUSINESS MANAGEMENT AND MARKETING        | 4 |
| FINANCE                                  | 5 |
| ECONOMICS AND DATA ANALYTICS             | 6 |
| ECONOMICS AND POLITICS                   | 7 |
| ELECTIVES                                | 8 |

All exchange students have a chance to participate in the Lithuanian language course for foreign students. The course starts approx. 2 weeks after the beginning of a semester, successful completion of the course is worth 6 ECTS.

Course syllabus is available on our [website](#).

**LITHUANIAN LANGUAGE COURSE FOR BEGINNERS (A1.1) (optional)**

| SUBJECT             | CODE   | ECTS | Quota<br>for exchange students |
|---------------------|--------|------|--------------------------------|
| Lithuanian language | HUM121 | 6    | 20                             |

| INTERNATIONAL BUSINESS AND COMMUNICATION, 1ST YEAR |        |      |                                |
|----------------------------------------------------|--------|------|--------------------------------|
| SUBJECT                                            | CODE   | ECTS | Quota<br>for exchange students |
| Microeconomics                                     | ECO101 | 6    | 20                             |
| Financial Accounting                               | FIN101 | 6    | 20                             |
| Quantitative Decision Making                       | FUN118 | 6    | 20                             |

| INTERNATIONAL BUSINESS AND COMMUNICATION, 2ND YEAR |        |      |                                |
|----------------------------------------------------|--------|------|--------------------------------|
| SUBJECT                                            | CODE   | ECTS | Quota<br>for exchange students |
| International Economics and Trade                  | ECO121 | 6    | 20                             |
| International Marketing                            | MNG124 | 6    | 20                             |
| International Business Communication               | MNG140 | 6    | 20                             |
| Business Research Methods*                         | MNG165 | 6    | 20                             |
| Effective Internal Business Communication          | MNG284 | 6    | 20                             |

*\* Prior knowledge in Statistics necessary. Please carefully read the course syllabus before taking the course*

| ENTREPRENEURSHIP AND INNOVATION, 1ST YEAR |        |      |                                |
|-------------------------------------------|--------|------|--------------------------------|
| SUBJECT                                   | CODE   | ECTS | Quota<br>for exchange students |
| Finance Fundamentals for Start-Ups        | FIN129 | 6    | 20                             |
| Academic Writing and Presentation Skills  | HUM108 | 3    | 20                             |
| Marketing Principles                      | MNG103 | 6    | 20                             |
| Design Thinking and Social Research       | MNG250 | 6    | 20                             |
| Legal Aspects of Business Development     | MNG265 | 3    | 20                             |

| ENTREPRENEURSHIP AND INNOVATION, 2ND YEAR |        |      |                                |
|-------------------------------------------|--------|------|--------------------------------|
| SUBJECT                                   | CODE   | ECTS | Quota<br>for exchange students |
| Data Analytics and Visualisation          | FUN137 | 6    | 20                             |

| ENTREPRENEURSHIP AND INNOVATION, 3RD YEAR |        |      |                                |
|-------------------------------------------|--------|------|--------------------------------|
| SUBJECT                                   | CODE   | ECTS | Quota<br>for exchange students |
| Emotional Intelligence                    | HUM168 | 3    | 20                             |
| Project Management                        | MNG163 | 6    | 20                             |

| BUSINESS MANAGEMENT AND MARKETING, 1ST YEAR |        |      |                                |
|---------------------------------------------|--------|------|--------------------------------|
| SUBJECT                                     | CODE   | ECTS | Quota<br>for exchange students |
| Microeconomics                              | ECO101 | 6    | 20                             |

| BUSINESS MANAGEMENT AND MARKETING, 2ND YEAR |        |      |                                |
|---------------------------------------------|--------|------|--------------------------------|
| SUBJECT                                     | CODE   | ECTS | Quota<br>for exchange students |
| Entrepreneurship                            | MNG110 | 6    | 20                             |
| Business Research Methods*                  | MNG165 | 6    | 20                             |
| Neuromarketing                              | MNG238 | 6    | 20                             |
| Corporate Governance and Business Law       | MNG240 | 6    | 20                             |
| Advertising and Sales Promotion             | MNG245 | 6    | 20                             |

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| FINANCE, 1ST YEAR         |        |      |                                |
|---------------------------|--------|------|--------------------------------|
| SUBJECT                   | CODE   | ECTS | Quota<br>for exchange students |
| Microeconomics            | ECO101 | 6    | 20                             |
| Finite Mathematics        | FUN103 | 6    | 20                             |
| Statistical Data Analysis | FUN107 | 6    | 20                             |

| FINANCE, 2ND YEAR                 |        |      |                                |
|-----------------------------------|--------|------|--------------------------------|
| SUBJECT                           | CODE   | ECTS | Quota<br>for exchange students |
| International Economics and Trade | ECO121 | 6    | 20                             |
| Managerial Accounting             | FIN103 | 6    | 20                             |
| Investment Management             | FIN107 | 6    | 20                             |
| Corporate Finance                 | FIN117 | 6    | 20                             |
| Financial and Business Ethics     | MNG237 | 6    | 20                             |

| ECONOMICS AND DATA ANALYTICS, 1ST YEAR |        |      |                                |
|----------------------------------------|--------|------|--------------------------------|
| SUBJECT                                | CODE   | ECTS | Quota<br>for exchange students |
| Microeconomics                         | ECO101 | 6    | 20                             |
| History of Economic Theories           | ECO103 | 6    | 20                             |
| Statistical Data Analysis              | FUN107 | 6    | 20                             |

| ECONOMICS AND DATA ANALYTICS, 2ND YEAR |        |      |                                |
|----------------------------------------|--------|------|--------------------------------|
| SUBJECT                                | CODE   | ECTS | Quota<br>for exchange students |
| Economic Forecasting                   | ECO108 | 6    | 20                             |
| International Economics and Trade      | ECO121 | 6    | 20                             |
| Welfare Economics                      | ECO122 | 6    | 20                             |
| Intermediate Macroeconomics*           | ECO129 | 6    | 20                             |
| Data Mining for Business Intelligence  | IT101  | 6    | 20                             |

*\* Prior knowledge of Macroeconomics is necessary. Please carefully read the course syllabus before taking the course*

| ECONOMICS AND POLITICS, 1ST YEAR |        |      |                                |
|----------------------------------|--------|------|--------------------------------|
| SUBJECT                          | CODE   | ECTS | Quota<br>for exchange students |
| Microeconomics                   | ECO101 | 6    | 20                             |
| Finite Mathematics               | FUN103 | 6    | 20                             |
| Statistical Data Analysis        | FUN107 | 6    | 20                             |
| Introduction to Politics         | POL101 | 6    | 20                             |

| ECONOMICS AND POLITICS, 2ND YEAR  |        |      |                                |
|-----------------------------------|--------|------|--------------------------------|
| SUBJECT                           | CODE   | ECTS | Quota<br>for exchange students |
| Economic Forecasting              | ECO108 | 6    | 20                             |
| International Economics and Trade | ECO121 | 6    | 20                             |
| Welfare Economics                 | ECO122 | 6    | 20                             |
| Intermediate Macroeconomics*      | ECO129 | 6    | 20                             |
| Comparative Politics              | POL103 | 6    | 20                             |

*\* Prior knowledge of Macroeconomics is necessary. Please carefully read the course syllabus before taking the course*

## ELECTIVES

| Year | Code   | Subject                                           | ECTS |
|------|--------|---------------------------------------------------|------|
| 1    | HUM101 | Interpersonal Psychology                          | 6    |
| 1    |        | Personal Branding                                 | 6    |
| 1    | HUM165 | Global Issues and Futures Thinking                | 6    |
| 1    | HUM166 | The Role of Contexts in Societal Change           | 6    |
| 1    | HUM132 | Culture and Art                                   | 6    |
| 3    | MNG156 | Family Business Management                        | 6    |
| 3    | MNG118 | Leadership                                        | 6    |
| 3    | MNG152 | Operations Management                             | 6    |
| 3    | MNG228 | B2B Marketing                                     | 6    |
| 3    | MNG288 | Distribution Channels                             | 6    |
| 3    | MNG229 | Public Relations                                  | 6    |
| 3    | FIN108 | Financial Risk Management                         | 6    |
| 3    | MNG163 | Project Management                                | 6    |
| 3    | MNG220 | Human Resource Management: International Approach | 6    |
| 3    |        | Public Speaking                                   | 6    |
| 3    | MNG281 | Business Law in Practice                          | 6    |
| 3    | POL104 | International Relations                           | 6    |
| 3    | POL142 | Simulation Development                            | 6    |
| 3    | ECO139 | Econometric Methods and Applications              | 6    |
| 3    |        | Marketing Agency Lab                              | 6    |
| 3    | ECO134 | Behavioral Economics                              | 6    |

\*The list of elective courses changes every year.