IMPORTANT INFORMATION FOR UNDERGARDUATE STUDENTS

We STRONGLY ADVISE students to choose most of the courses from **ONLY ONE COURSE BLOCK** 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). Other additional subjects can be taken for a fee.

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

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

Study programmes:

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

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 for exchange students
Lithuanian language	HUM121	6	15

INTERNATIONAL BUSINESS AND COMMUNICATION, 1ST YEAR			
SUBJECT	CODE	ECTS	Quota for exchange students
Microeconomics	ECO101	6	20
Quantitative Decision Making	FUN118	6	20
Organizational Behavior	MNG107	6	20

INTERNATIONAL BUSINESS AND COMMUNICATION, 2ND YEAR			
SUBJECT	CODE	ECTS	Quota for exchange students
International Economics and Trade	ECO121	6	20
International Marketing	MNG124	6	20
Operations Management	MNG152	6	20
Effective Internal Business Communication	MNG284	6	20

ENTREPRENEURSHIP AND INNOVATION, 1ST YEAR			
SUBJECT	CODE	ECTS	Quota for exchange students
Marketing Principles	MNG103	6	20
Design Thinking and Social Research	MNG250	6	20

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

ENTREPRENEURSHIP AND INNOVATION, 3RD YEAR			
SUBJECT	CODE	ECTS	Quota for exchange students
Exponential Technologies and Ethics	MNG249	3	20
Project Management	MNG163	6	20

BUSINESS MANAGEMENT AND MARKETING, 1ST YEAR			
SUBJECT	CODE	ECTS	Quota for exchange students
Microeconomics	ECO101	6	20
Organizational Behavior	MNG107	6	20

BUSINESS MANAGEMENT AND MARKETING, 2ND YEAR			
SUBJECT	CODE	ECTS	Quota for exchange students
Entrepreneurship	MNG110	6	20
Neuromarketing	MNG238	6	20
Corporate Governance and Business Law	MNG240	6	20
Advertising and Sales Promotion	MNG245	6	20

FINANCE, 1ST YEAR			
SUBJECT	CODE	ECTS	Quota for exchange students
Microeconomics	ECO101	6	20
Statistical Data Analysis	FUN107	6	20

FINANCE, 2ND YEAR			
SUBJECT	CODE	ECTS	Quota 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
Financial Econometrics and Forecasting	FIN131	6	20
Computer Programming for Finance	IT110	6	10

**Red* – *course is cancelled/not offered for exchange students*

Green – course is new & might not have an officially approved syllabus yet

ECONOMICS AND DATA ANALYTICS, 1ST YEAR			
SUBJECT	CODE	ECTS	Quota 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 for exchange students
International Economics and Trade	ECO121	6	20
Welfare Economics	ECO122	6	20
Intermediate Macroeconomics*	ECO129	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 for exchange students
Microeconomics	ECO101	6	20
Statistical Data Analysis	FUN107	6	20
Comparative Politics	POL103	6	20

ECONOMICS AND POLITICS, 2ND YEAR			
SUBJECT	CODE	ECTS	Quota for exchange students
International Economics and Trade	ECO121	6	20
Welfare Economics	ECO122	6	20
Intermediate Macroeconomics*	ECO129	6	20
Comparative Politics	POL103	6	20
Political Wargame Design	POL150	6	

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

**Red* – course is cancelled/not offered for exchange students*

Green – course is new & might not have an officially approved syllabus yet

ELECTIVES

Year	Programmes	Course Code	Course Name	ECTS	Semester Availability
1st	EDA, EP	FIN101	Financial Accounting	6	Spring 2027
1st	EP, F, IBC	HUM101	Interpersonal Psychology	6	Spring 2027
1st	EDA, F, EP, IBC, BMM	HUM132	Culture and Art	6	Spring 2027
1st	EDA, F, EP, IBC, BMM	HUM165	Global Issues and Futures Thinking	6	Spring 2027
1st	EDA, F, EP, IBC, BMM	HUM170	Intellectual Excellence and Business Studies	6	Spring 2027
1st	BMM, IBC	MNG289	Personal Branding	6	Spring 2027
3rd	EDA, EP, F	ECO134	Behavioral Economics[1]	6	Spring 2027
3rd	EDA, EP, F	ECO139	Econometric Methods and Applications[2]	6	Spring 2027
3rd	EDA, EP, F	FIN110	International Finance[3]	6	Spring 2027
3rd	EDA, EP, F	FIN132	Entrepreneurial Finance	6	Spring 2026 (not offered anymore)
3rd	EDA, EP, F, EI	FIN133	Value Investing[3]	6	Spring 2027
3rd	BMM, IBC	MNG118	Leadership	6	Spring 2027
3rd	EDA, EP, IBC, F	MNG163	Project Management	6	Spring 2027
3rd	BMM, IBC, EI	MNG169	Knowledge Management	6	Spring 2027
3rd	BMM, IBC	MNG220	Human Resource Management: International Approach	6	Spring 2027
3rd	BMM, IBC	MNG228	B2B Marketing[4]	6	Spring 2027
3rd	BMM, IBC	MNG229	Public Relations[4]	6	Spring 2027
3rd	F, EP, IBC	MNG281	Business Law in Practice	6	Spring 2027
3rd	BMM, IBC	MNG288	Distribution Channels	6	Spring 2026 (not offered anymore)
3rd	BMM	MNG294	Marketing Agency Lab	6	Spring 2026 (not offered anymore)
3rd	BMM, IBC, EI	MNG295	International Business: Decision Making in a Global Political Economy	6	Spring 2027
3rd	BMM, IBC	MNG300	Pricing Strategy[4]	6	Spring 2027
3rd	EDA, EP, F, BMM, IBC	MNG301	AI Applications in Business	6	Spring 2027
3rd	BMM, IBC	MNG302	Philosophy of Innovation	6	Spring 2027
3rd	EDA, EP, F	POL104	International Relations	6	Spring 2027
3rd	EDA, EP, F	POL150	Political Wargame Design	6	Spring 2027
3rd	EDA, EP, F	POL152	Political Structures and Governance in East Asia	6	Spring 2026 (not offered anymore)
3rd	EDA, EP, F	MNG305	Entrepreneurship and value creation across sectors: the action approach	6	Spring 2027 (new)
3rd	BMM, IBC	MNG306	Strategy and Business Models: A Systems Approach[5]	6	Spring 2027 (new)
3rd	BMM, IBC, EI	DA005	Generative AI: Foundations, Agents, and Society	6	Spring 2027 (new)

Prerequisites:

[1] Microeconomics and Macroeconomics

[2] Econometrics

[3] Principles of Finance

[4] Marketing Principles

[5] Strategic Management

	Programmes:
BMM	Business Management and Marketing
EDA	Economics and Data Analytics
EP	Economics and Politics
EI	Entrepreneurship and Innovation
F	Finance
IBC	International Business and Communication